

Mem of del

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, APRIL 6, 1907

NO. 14.

ANVILS
HENRY BOKER BITS
MANUFACTURER
OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE VICES
SPECIALITIES OF ALL DESCRIPTIONS
Pliers
For Sale by Leading Wholesale Houses.

"Redcliffe" and "Globe"

The best sheets for corrugating. Uniform in weight.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL
Managers, Canadian Branch.

WE only built the Sovereign Boiler after a careful study of all good boilers and a thorough analysis of the best heating systems and their component parts. It is not very wonderful that our experts made the



"Sovereign" Boiler

the best by any test ever placed on the market. They simply embodied the best and eliminated the weaknesses of other systems in our justly famous heating system—the nucleus of which is a perfect boiler—**The Sovereign Boiler**. Send your name and address to our nearest office for interesting facts.

TAYLOR - FORBES COMPANY, Limited

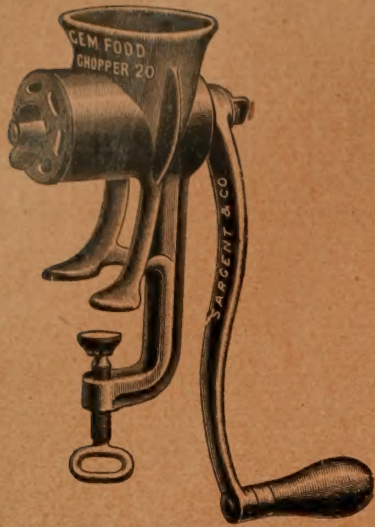
Head Office and Works: **GUELPH, ONT.**

TORONTO—1088 King St. West.

MONTREAL—122 Craig St. West.

WINNIPEG—The Vulcan Iron Works, Limited

See Classified List of Advertisements on Page 79.



GEM FOOD CHOPPER

A modern household utensil that is needed in every kitchen. Carefully made, nicely tinned, self-cleaning, self-sharpening. It has steel cutters, and is made in four sizes.

No. 16 capacity 1 lb. per minute

No. 20 " 2 lbs. "

No. 22 " 2½ lbs. "

No. 24 " 3 lbs. "



WRITE FOR PRICES

Gem Food Choppers chop all kinds of Raw or Cooked Meat, Fish, Clams, Oysters, Vegetables of all kinds, Fruit, Bread, Crackers or Cheese, and many other articles used in making substantial dishes and dainty desserts. It is more useful than a chopping bowl and a great deal handier. It may be easily clamped to the kitchen table and is ready for use whenever needed.

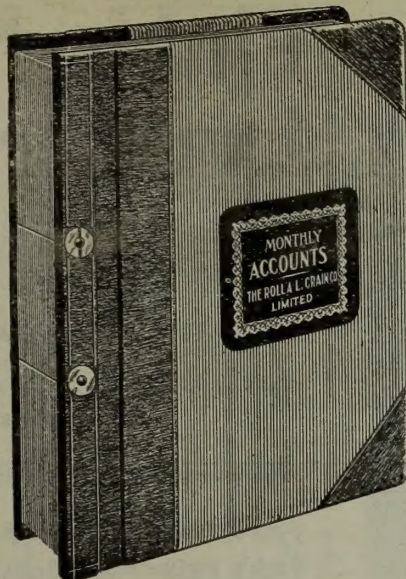
RICE LEWIS & SON

LIMITED

TORONTO.

**Convenience
Accuracy
Economy**

Are three strong arguments in favor of Loose Leaf Systems of Book-keeping which should enlist you among the thousands of users of



THE GRAIN CONTINUOUS SYSTEMS

Did you ever lose time and patience hunting through a card-index drawer for an important record that has been taken out and put back in the wrong place?

In **The Grain Continuous Systems** every record is in its proper place, entries can be made without removing sheets in half the time. It is absolutely safe, and from an economical standpoint, it is without a rival.

The Grain Monthly Account System for the retail trade will pay for itself in a very short time.

Write for catalogue E which will give you full information

THE ROLLA L. CRAIN CO., Limited

OTTAWA, CANADA

TORONTO, 18 Toronto St.,

MONTREAL, Alliance Bldg.,

WINNIPEG, Nanton Block.

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sargent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sargent's Front, Store Door and Inside Locks

Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,

Wholesale Hardware

LIMITED

OTTAWA, ONT.



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW — NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS



ICE CREAM FREEZERS THAT SELL



THEY ARE

Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN

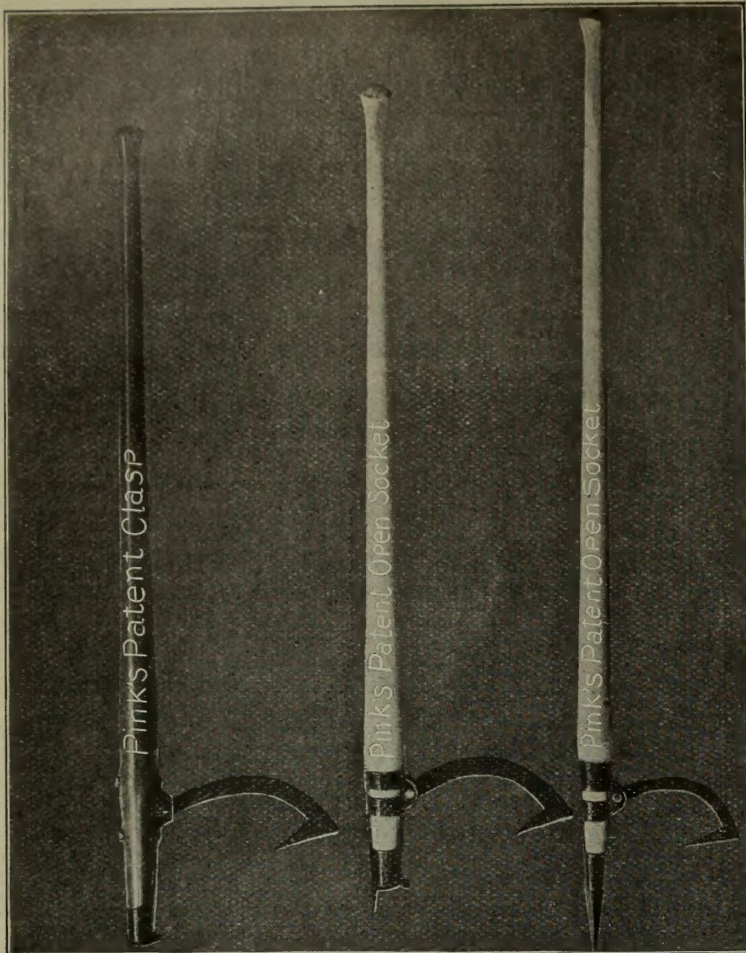
Easy Running
Quick Freezing
Economy
Convenience
Practical Results

North Bros. Mfg. Co.

Philadelphia, Pa.



Send for Catalog.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

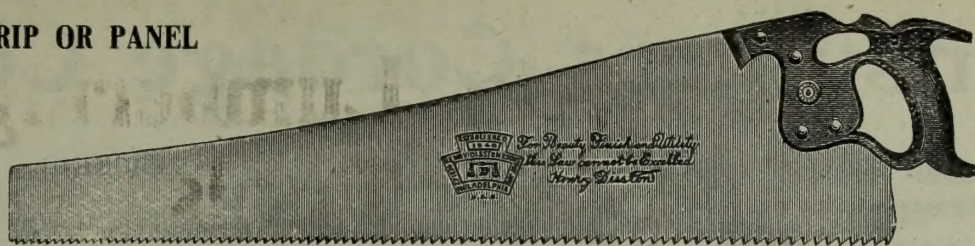
THOMAS PINK
Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO

IN HAND, RIP OR PANEL

**Disston's No. D8. Skew Back**

Warranted Spring Steel, Patent Ground and Tempered. Apple Handle with Polished Edges and Five Improved Screws

SAWS THAT SELL AT A PROFIT

High-priced workmen, the very best machinery and a determination to put out the very best hand saw on the market, and backed up by the experience of 65 years, has enabled the firm of Henry Disston & Sons, Inc., to lead the world in the manufacture of high-class saws.

The steel from which they are made is also manufactured at the Disston works. This means a uniformity which cannot be obtained by manufacturers who buy their steel from *any* plant.

Don't you want to make the most you can out of your saw sales? Then sell **Disston's Saws.**

They are well known, well advertised and sell at a price that any good workman is willing to pay.

Before ordering any other saws ask us about **Disston's.**

LEWIS BROS., LIMITED - - - MONTREAL

WINNIPEG

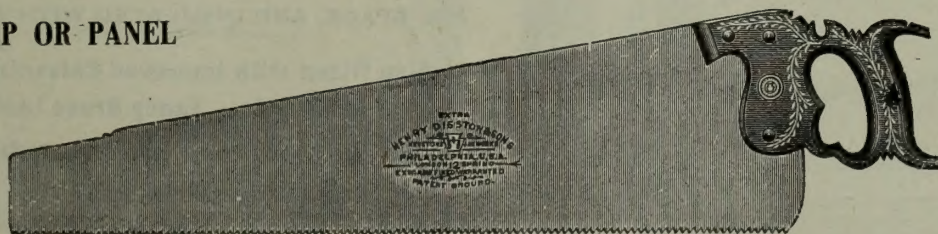
OTTAWA

TORONTO

VANCOUVER

CALGARY

IN HAND, RIP OR PANEL

**Disston's No. 12. Straight Back**

Warranted Extra Refined London Spring Steel, Patent Ground and Tempered. Selected and Highly Polished Blade. Carved and Polished Handle, with Four Improved Brass Screws

Consumers Cordage Co.,

LIMITED

CORDAGE

Manufacture every variety of

PACKING

BINDER TWINE

LATHYARN

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

SMALL TWINES

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

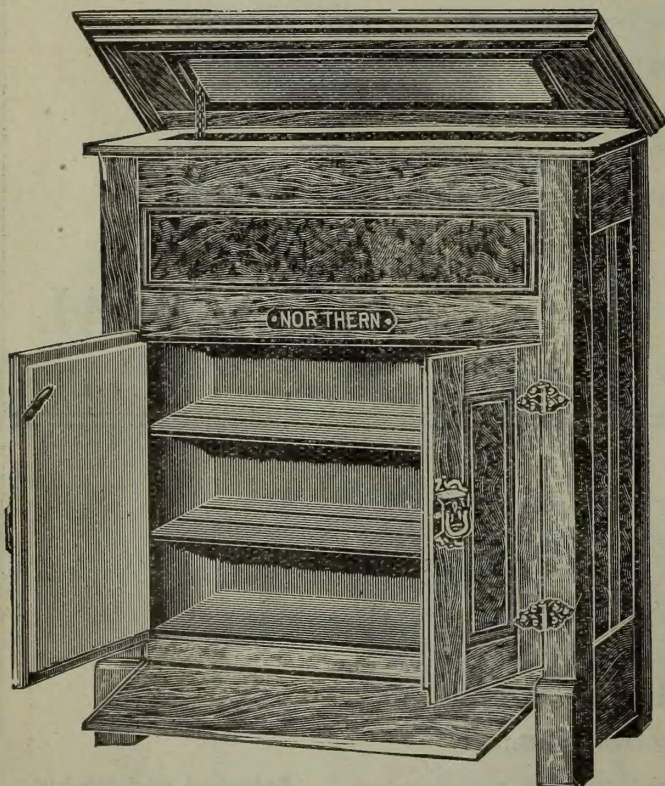
CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver.
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

It is advisable to place your orders for Refrigerators now, as the demand will be great later.



Size 4.

OLD PROBS. says:—"Expect a sizzling hot summer after such an old-fashioned cold winter."

OURS—THE "NORTHERN"—

REFRIGERATES on the DRY COLD-AIR PRINCIPLE.

NO INTERIOR SWEATING.

They are made from Well-seasoned Hardwood with Antique Flow Finish.

ZINC LINED THROUGHOUT.
NEW STYLE SWING BASE.
EXTRA LARGE ICE BOX.

AIR SPACE AND INSULATED WITH PAPER AND WOOD.

Also fitted with Improved Galvanized Iron Shelves.
Raised Panels. Fancy Brass Locks and Hinges.

*In fact, they are **SPLENDID VALUE.***

Made in 3 Sizes.

No. 1 and 2 with SINGLE DOORS.
No. 4 " DOUBLE DOORS.

We can ship promptly. Write for dimensions and prices.

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

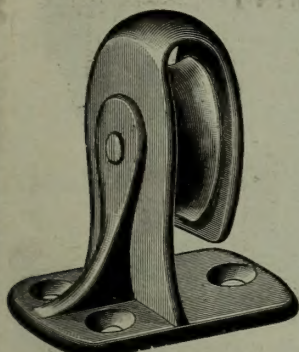
HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO

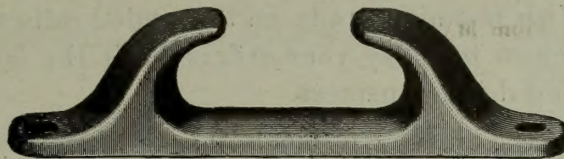
Only
Wholesale

Wholesale
Only

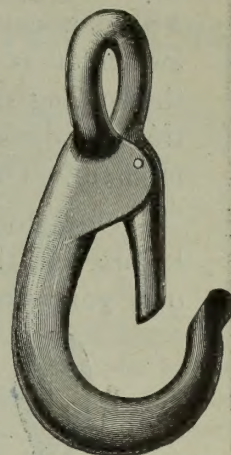
BOAT HARDWARE



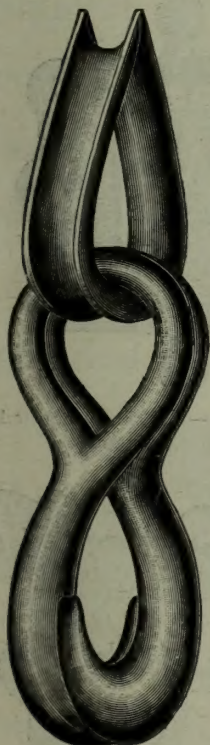
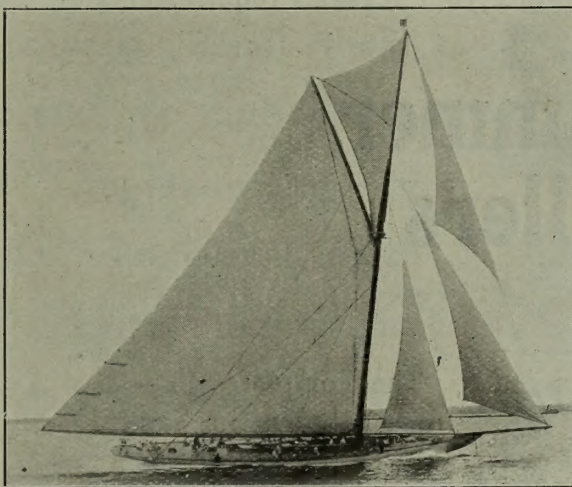
Snatch Blocks
With and without Plate



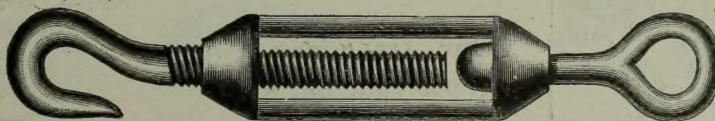
Chocks—Galvanized



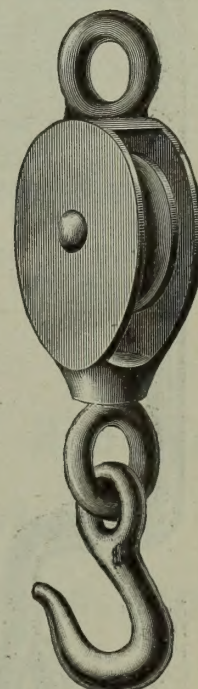
Bolt Snap Hooks
Galvanized Ball Points



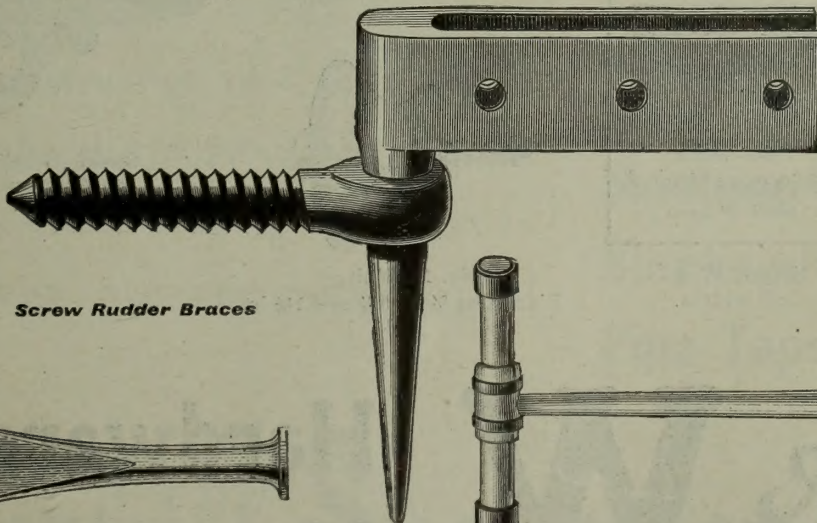
Match Hooks



Turnbuckles—Malleable and Wrought Iron



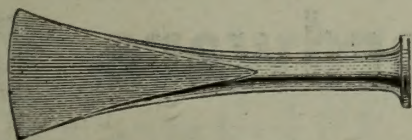
Blocks



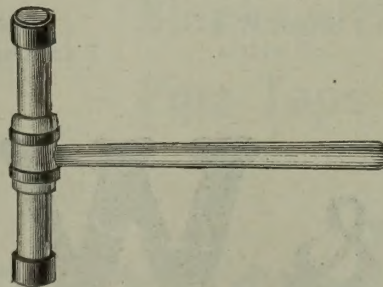
Screw Rudder Braces



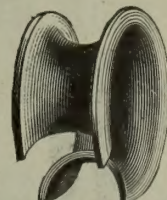
Boat Hooks



Calking Irons



Calking Mallets



Sail Thimbles

FOR OTHER LINES SEE OUR HARDWARE CATALOGUE

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto, Ont.

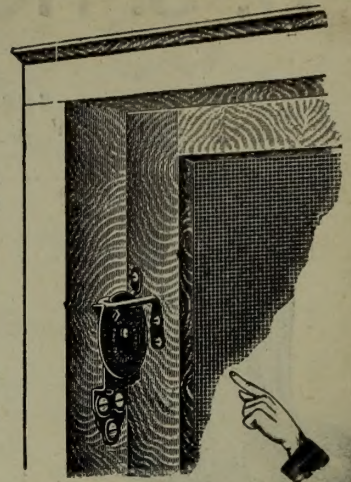
We Ship promptly

Our Prices are Right

The Fly Season

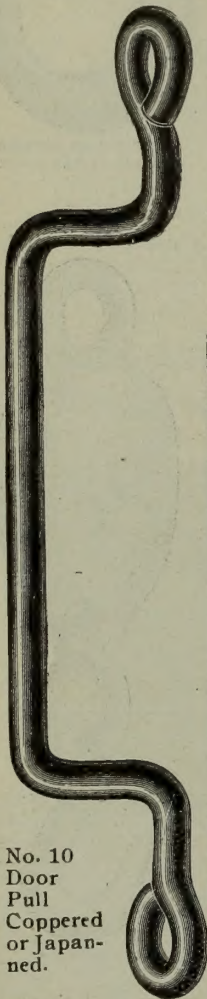
will soon cause a demand for screen hardware, and the prudent merchant is now looking for the goods to meet the demand of the coming summer. With booming trade and crowded railway traffic it does not do just now to delay your orders until the last moment. Order early and do the business.

Our stocks of all these lines are much larger than ever before, and the variety gives you a wide range of selection. Look over your stock and ascertain your season's requirements of



American Door Catch, made in two sizes.

Summer Sellers



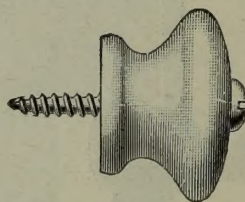
No. 10 Door Pull Coppered or Japaned.



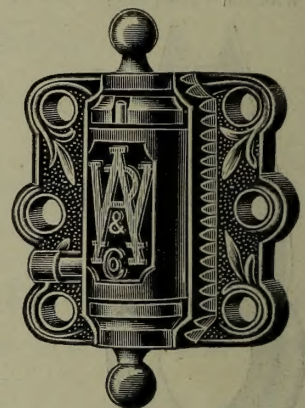
Screen Wire— all widths.

The complete lines are shown in our loose-leaf catalogue.

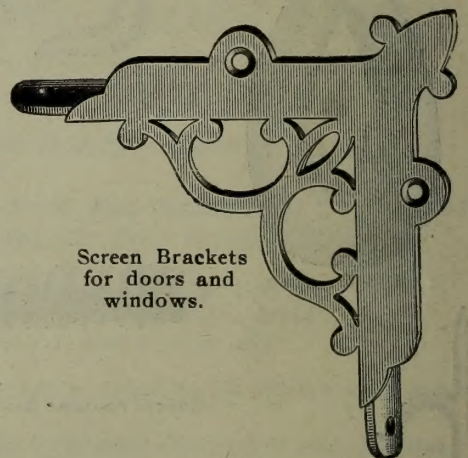
Our travellers will quote you, or write direct.



No. 15 White
Diameters $\frac{3}{4}$, 1, $1\frac{1}{4}$ and $1\frac{1}{2}$ in.



Screen Door Hinge—No. 20, Japaned
No. 120, Antique Coppered.



Screen Brackets for doors and windows.

F. & W. Hardware Montreal



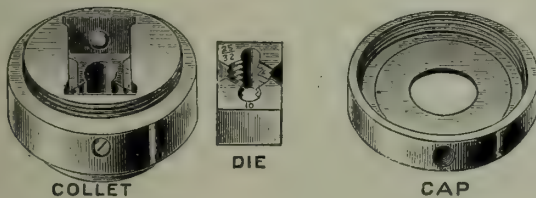
F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA

PROFIT and QUALITY

No "Screw Plate" is better in quality than the "Reece." We sell them at such a low price that no other kind gives the dealer more profit.

Do you know that the new "Reece" Screw Plates are fitted with a small stock, complete with dies to suit, for cutting the smaller size threads? This makes the set properly proportioned for doing neat, clean work. This addition adds nothing to the cost of the set. A tap wrench is also included in each.



Notice construction of Collet. Dies are held firmly in place when cap is screwed on Collet, making in effect a solid Die, thus avoiding stripping of threads.

Two Leading Sizes Reece Screw Plates



No. "C C" cutting from $\frac{1}{4}$ -in. to $\frac{3}{4}$ -in. complete with Taps and Tap Wrench. List price, \$16.00. Liberal discount to dealers.



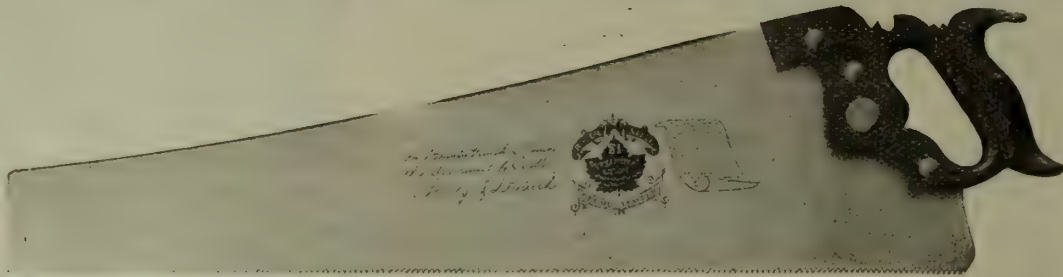
No. "E E" cutting from $\frac{1}{4}$ -in. to 1-in. complete with Taps and Tap Wrench. List price, \$25.00. Liberal discount to dealers.

Machinists' Hand Taps
Machine Nut Taps
Machine Screw Taps
Blacksmiths' Taps
Pipe Taps and Dies

Caverhill Searmont & Co.

Wholesale Distributors
Montreal and Winnipeg

Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted, Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



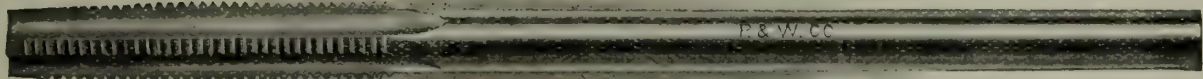
No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

GALT, Ontario



THE PRATT AND WHITNEY SPECIAL PROCESS TAPS

are made uniform and have one-third longer life than any other made.

Ask for the Pratt and Whitney Small Tools.

CANADIAN FAIRBANKS CO., Limited

CANADIAN SALES AGENTS

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

SIMPLE



STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

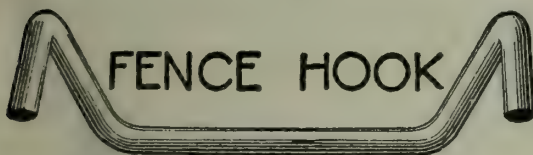
DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited.

LONDON, ONT.

PRIEST'S CLIPPERS
Largest Variety, Toller, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

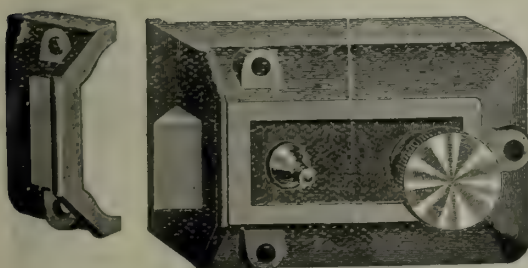
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



Cylinder Night Latch, No. 103.





Money For You

There's dollars for the shrewd dealer in polishes—but they must be A1 and easy priced. Better make sure. Stock

"Majestic"

brand and you are assured of giving satisfaction. These Polishes are guaranteed to be superior

to any other line marketed in Canada.

Send for a test order to-day.

Majestic Polishes, Limited

575 Yonge St.

TORONTO, - CANADA



Axe Handles Pay

if they happen to be stamped

"Empire," "Imperial"
or **"Champion"**

Other axe handles may pay—we know that these will pay because they are

First Quality and Easy Priced

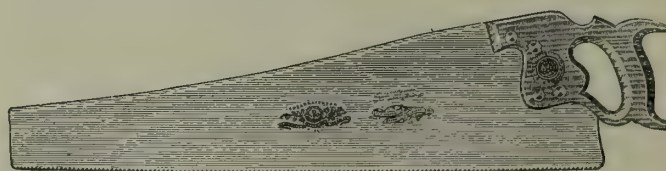
Remember the trade-winning brands and write for particulars.

J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

Limited

**FOOLS SELL THE CHEAPEST,
WISE MEN THE BEST**



THE BEST

Being supported by good and liberal advertising among the actual users of saws

SPEAR & JACKSON, LIMITED

ÆTNA WORKS

SHEFFIELD, ENG.

If You Want

ENAMELWARE

to give satisfaction demand

“Ware For Wear”

Dreadnought

Dominion

Federal

Made by

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.



THERE ARE FIVE GOOD REASONS

why you should recommend

CAPEWELL HORSE NAILS

1. They are the best driving and holding nails.
2. They are the safest nails to use.
3. They are the most perfect in form and finish.
4. They give your customers absolute satisfaction, and ensure a steady and profitable trade.
5. They are convenient to handle, being all put up in neat cardboard packages of 5 pounds.



Samples, Prices, Catalogue and 1907 Calendar free on request.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch: WINNIPEG, MAN.





Manufacturers of

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL

TORONTO

**BARBED, PLAIN TWIST and COILED SPRING FENCING,
GALVANIZED WIRE,—FENCE STAPLES**

WIRE NAILS

Flat Head
Round and Oval Head

SCREWS

Bright, Brass,
Nickel-Plated, Bronze

BRIGHT, ANNEALED and OILED and ANNEALED WIRE

Tinned Wire for Mattress, Broom and Bottling

COPPER and BRASS WIRE

Bright Wire Goods

Steel Wire Barrel Hoops

STRAND GUY WIRE

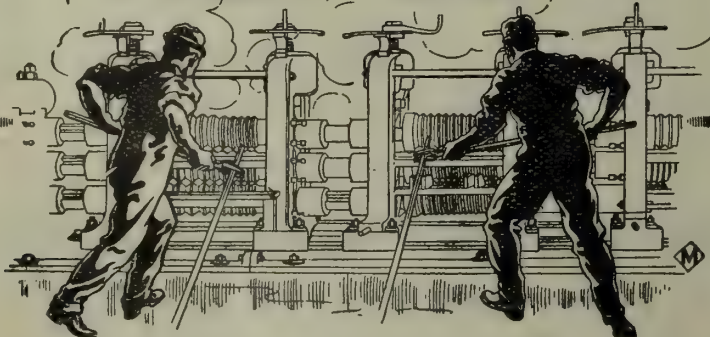
Working Iron in Common or Refined Bars

London Bars are made in the following sizes:

Flats, 7/16 inch to 4 inch x 3/16 inch to 1 1/4 inch
Round Edge Tire, 1 inch to 3 inch Rounds, 3/16 inch to 2 1/4 inch
Squares, 1/4 " to 2 1/4 " Ovals, 1/2 " to 1 1/2 "
Half Ovals, 1/2 " to 2 1/2 " Half Rounds, 1/2 " to 2 1/4 "

54

London Rolling Mills London, Canada



Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block
WINNIPEG MAN

Square your Accounts

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

**WORK AND
PRICES
RIGHT
GALVANIZING** **ONT
WIND
ENGINE & PUMP CO.
TORONTO, ONT. LIMITED**

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St.,

BIRMINGHAM



ATKINS SILVER STEEL SAWS

are the most profitable Saws to sell. Because they satisfy your customer and bring him back to YOU. Good mechanics appreciate them and buy them. The best Dealers everywhere sell them. Write for details and catalogue.

E. C. ATKINS & CO., Inc.

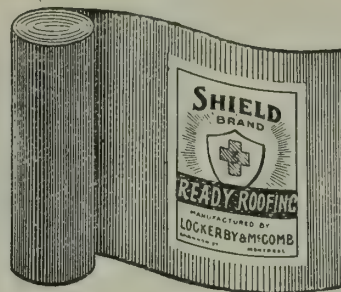
The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Branches—Toronto, Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle.

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

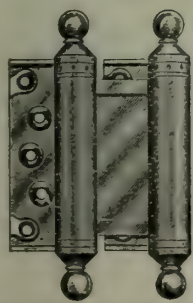
part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

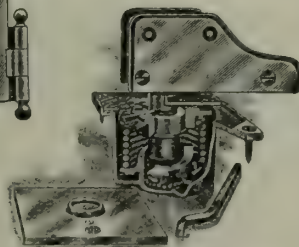
LOCKERBY & McCOMB
65 SHANNON STREET
MONTREAL

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING
FLOOR HINGE



Chicago Spring Butt Company

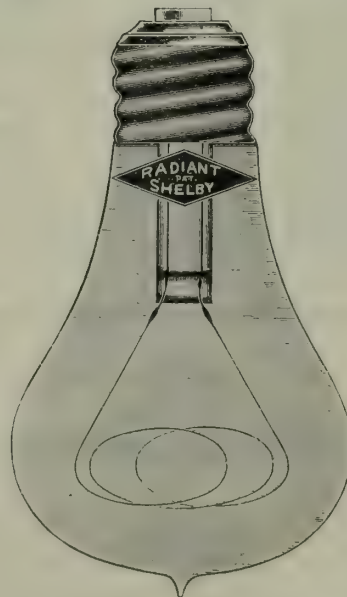
CHICAGO

NEW YORK

CATALOGUE ON REQUEST

RADIANT SHELBY LAMPS

Minimum Consumption of
Current



Perfect Diffusion of
Light

Designed to distribute the largest quantity of light through the end of lamp opposite base.

Manufactured by

The Ontario Lantern & Lamp Co.
LIMITED
HAMILTON, - - - - - ONT.

"23 FOR YOURS"

That is—if you're out for all the dollars which should come to you. Of course we refer to our

MODEL No. 23

HAMILTON RIFLE

because it is beyond all doubt the most saleable rifle ever placed on the market. Let it be known that you have our famous Model No. 23 on sale at \$3.50 and we won't worry over future orders.

Then there are others marvellously good.

No. 15 sells at \$2.00

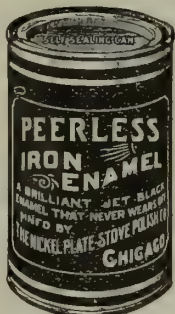
No. 19 sells at \$2.50

Now's a good time to order.

THE HAMILTON RIFLE CO.

Dept. 71

Plymouth, Mich.



Large 6-oz. Can.

WE MAKE IT!

*The BEST Air Drying Iron
Enamel Made
Try a 1-Dozen Case From
Your Jobber*

Nickel Plate Stove Polish Co.,

CHICAGO



Can. Feb. 27, 1889

Stuffy Rooms and Deadly Air

can be avoided by ventilators. Mine is guaranteed to work all the time and give satisfaction. Fix up your chimneys. Write to-day for particulars about the best seller on the market.

**CAUTION—Beware of imitations; any with Fan or
Wheels in the inside to block the
interior not genuine**

G. D. Pearson Co., Montreal.

Dear Sir,—The three eighteen-inch Cone Rotary Ventilators you put on the stable and storage have given the best satisfaction and can safely recommend them to anyone wanting a really good ventilator.

JOHN ATKIN, Brewer,
per C. H. Wallace.

Bell Telephone
East 2106

GEO. D. PEARSON & CO., Office and Works: 17 Pontiac Street, MONTREAL

Montreal, Aug. 1st. 1894.,

Want Help?

☐ If you are located in a small city or country town, a want ad. placed in the local papers means that possibly half-a-dozen young men will read it.

If you are located in even a big city, a want ad. in any metropolitan daily costs money. You are paying for a circulation of 100,000, and there is no possibility of more than 200 of the men you want to reach seeing that ad.

Doesn't that look like throwing money away? It does. Because you are paying for 99,800 of a circulation that is absolutely worthless as far as your wants are concerned.

Every Hardware clerk sufficiently interested in his business to pay you as an employee, reads

Hardware and Metal

When you want a man your ad. should appear in our Want columns. It certainly will pay you well to consider this.

Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion, and 1c. a word for subsequent insertions. Box number, 5 cents extra. Write or phone our nearest office.

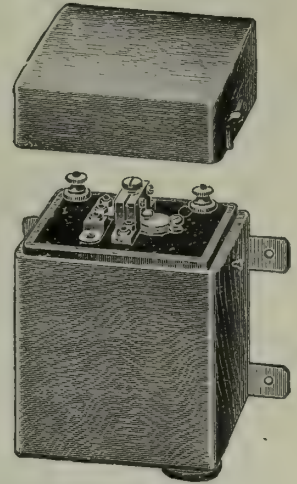
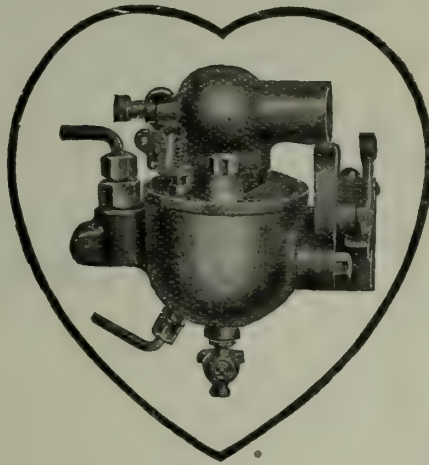
HARDWARE AND METAL

Toronto

Montreal

Winnipeg

WE ARE HEADQUARTERS FOR
AUTOMOBILE and GAS ENGINE ACCESSORIES



**Ammeters, Carburettors, Coils, Cables, Non-fluid Oils,
Prest-o-Lite Tanks, Speed Indicators, Odometers, Spark Plugs, etc.**

WRITE FOR NEW CATALOGUE.

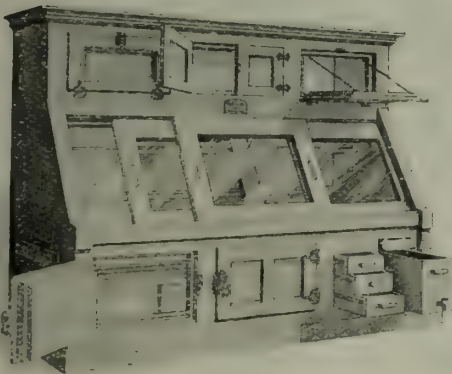
SEE OUR EXHIBIT AT MONTREAL SHOW.

CANADA CYCLE AND MOTOR CO., Limited

Branches—**OTTAWA**
WINNIPEG

VANCOUVER
MELBOURNE, AUST.

TORONTO JUNCTION, CAN.



**Now is the Time to Place Your
Orders for Refrigerators**

HANDLING OUR LINES MEANS GOOD PROFIT TO RETAILERS.

DON'T DELAY, WRITE TO-DAY FOR CATALOGUE.

C. P. FABIEN, MONTREAL, Canada

DIPLOMAS—Ottawa, Montreal and Toronto. SILVER MEDAL—Quebec Exhibition.



SCRAPERS

Wheelbarrows

for Railroad, Dock, Concrete,
Farm and Garden

Also

Trucks, for all purposes

Drilling Machines

Forges

Blacksmith Foot Vises, etc.

Wagon Skeins

Bone Cutters

Butter Workers and Shipping Boxes

Cider Mills and Presses

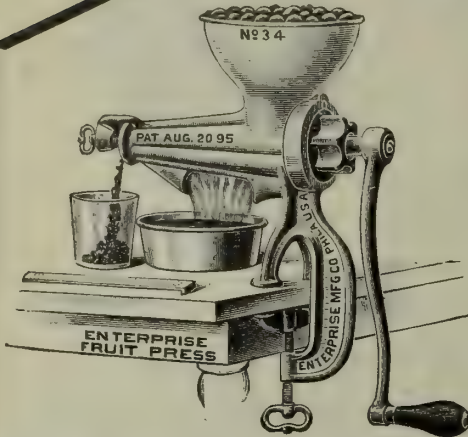
THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

Don't wait for people to ask you for season-
able things, **things that you ought to**
be showing, before you order
them. Lead the de-
mand, don't fol-
low it.



SHOW YOUR ENTERPRISE



Just now
show the En-
terprise Fruit,
Wine and Jelly
Press and Enterprise
Cherry Stoner. The de-
mand will be great, and the
dealer with the most "Enterprise"
will capture the most cash. Order
from jobbers. Write us for complete cata-
logue and advertising matter for store use.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

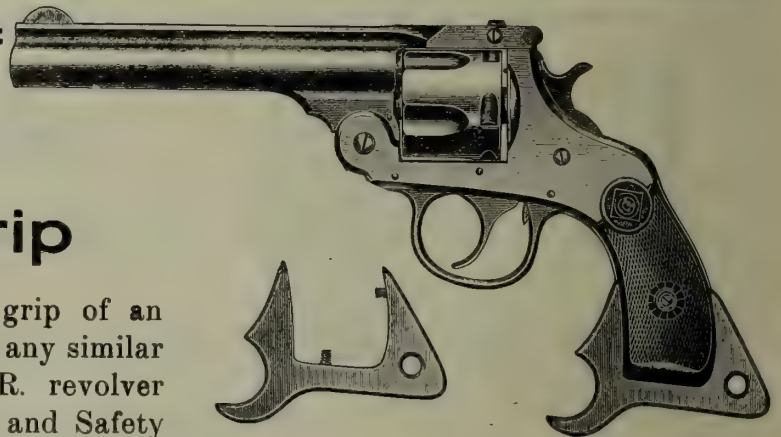
10 Warren St., New York City

438 Market St., San Francisco, Cal.



SOMETHING NEW H. & R. Revolver Grip

that gives to the pocket revolver the grip of an
army model. Gives a better hold than any similar
device. Can be applied to any H. & R. revolver
except the American, Young America and Safety
Hammer D.A. lines, and detached by removing
two small screws. Retails for \$1.00 in addition to cost of revolver.
Shown here as applied to



H. & R. Automatic Double Action Revolver

which is superior in quality and finish to any other revolver sold at
the price, and one of our most popular models; and without doubt
has had a greater sale than any other revolver ever offered.

H. & R.
Greatest
Revolver
Value
for the
Money

WRITE FOR CATALOG

HARRINGTON & RICHARDSON ARMS CO.
314 PARK AVE. - - WORCESTER, MASS.





A BETTER BARROW AND A MONEY MAKER

Mr. Dealer! You're not in business for fun. You're in the Hardware and Metal business to make money—and make it honestly and legitimately. That barrow demonstrated its money-making and money-saving qualities before we placed it on the market. We are builders and contractors and know just the sort of barrow your customers want. As an evidence of the faith that is in us we'll ship a sample on your order anywhere and if the barrow doesn't give absolute satisfaction have it shipped back to us at our expense. Is that fair?

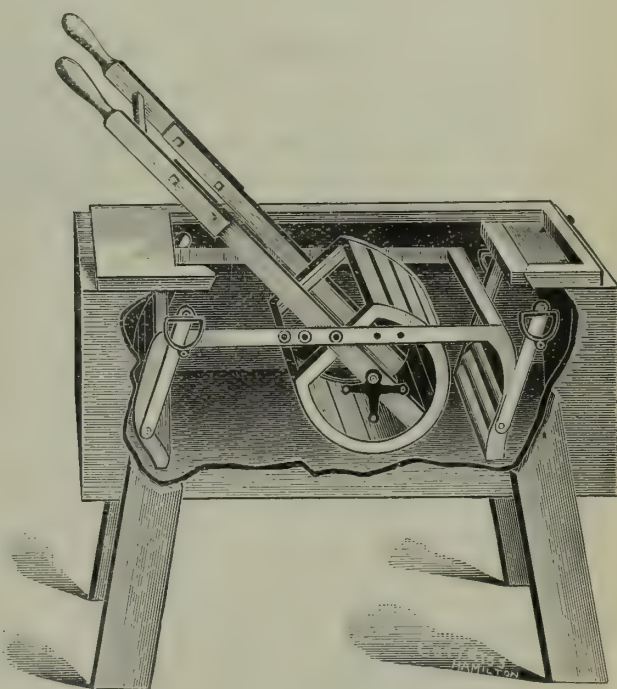
Some day there may be a better washing machine than the

Knoll Double-Action Washing Machine

placed on the market, but that day seems far away.

A washing machine which takes precedence over 800 washers must have some very excellent qualities, you'll admit.

The Knoll Washer will please your customers because it is the greatest labor-saving device ever placed in the home. We guarantee the Knoll Double-Action Washing Machine to wash Better, Faster and Cleaner than any other machine on the market. Besides, The Knoll cannot destroy clothes.



LET'S MAIL YOU INTERESTING NEWS.

THE SCHULTZ BROS. CO.

BRANTFORD, CANADA

PAROID ROOFING

"THE TIME TESTED KIND"



Plant Steamship Co's, Wharves, Halifax, N.S., covered with Paroid.

Let us tell you about our advertising plan which will bring customers to your store for other things as well as Paroid. Sign your name to a postal to-day—the best roofing season of the year will soon be here.

F. W. BIRD & SON, Makers

Established in U.S.A. 1817

Factory at HAMILTON, ONT.

Offices at Winnipeg, Man., and Hamilton, Ont.

Dealers all over Canada and the United States doubled their sales on Paroid last year. Our new advertising plan promises to make a bigger increase for them this year. Paroid is used by the leading railroad systems, manufacturers and farmers throughout Canada. It has stood the test of time and that's the test that tells.

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



Auto Spray

Compressed-Air
Automatic

Best hand sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

The "WAYNE" CARPET BEATER

Handy, Useful and Durable Household Article. "Not a Seasonable Toy"

Is now made in three styles—to
retail at popular prices.

Patented Sept. 8, 1903

The "WAYNE" is the best whip upon the market for beating clothes, carpets, rugs and furniture. Constructed of the best coppered steel wire obtainable and mounted on a seasoned hardwood handle.

The wire is fastened to the handle in such a manner that it is impossible to work it loose. A large ferrule pressed over the handle prevents the latter from splitting.

The "WAYNE" beater being made of spring steel wire always retains its shape, also eliminates the danger of puncturing or tearing article being cleaned.

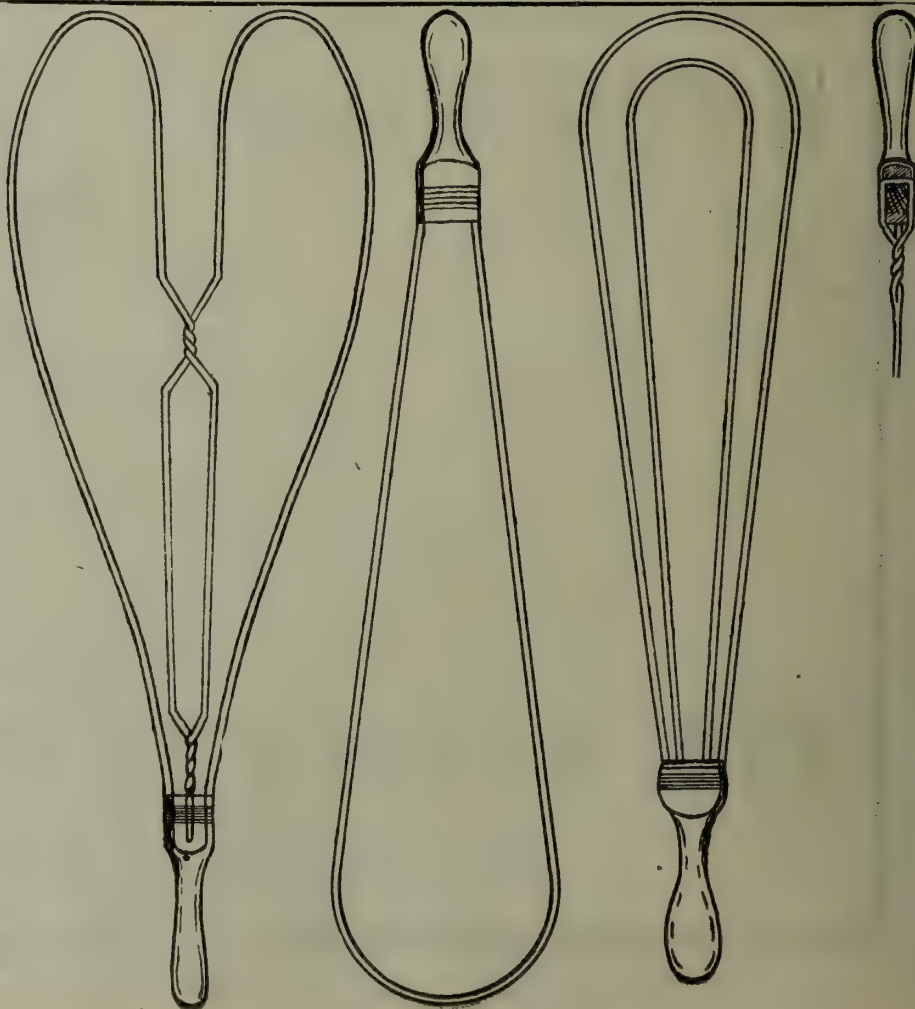
This beater is so well balanced that you get full stroke and best results with very little effort. The "WAYNE CARPET BEATER" is a trade winner. Its usefulness is recognized on sight and sells wherever shown. Place your order now.

Manufactured by

Ontario Metal Novelty Mfg. Co.
Limited

111 King Street East, - Toronto, Ont.

Manufacturers of Bath Room Fixtures and Metal Novelties, Dies, Tools, Etc. Look for something new in every week's paper. All our own make. Made in Canada. Send for prices.



Let us Help You Increase Your Business

Why not **go after**
and get the fire brick
trade in your locality?

Our expert informa-
tion is at your com-
mand and will enable
you to make this a pay-
ing line.

Make this one of
your resolutions and
KEEP IT.

Francis Hyde & Co.

**Contractors
and
Foundry Supplies
31 WELLINGTON ST.
MONTREAL**

**List your "Wants" with us and see how
quickly we'll satisfy them.**



QUALITY, FINISH, DESPATCH

MANUFACTURERS

**Cutlery, Electro Plate and Solid
Nickel Silver Flatware**

The McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, CAN.

**Persons addressing advertisers will kindly
mention having seen their advertisement in
Hardware and Metal.**



Don't Stop

Tackle Block Saves the labor of two or three
men. 600 to 5,000 pounds capacity.

to ask your neighbor, lift
the load yourself with
The Burr Self-Locking

**Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio**



**Cap Screws, Set Screws,
Machine Screws, Cold Pressed
Nuts, Studs, Coupling Bolts,
Special Milled Work, etc.**

CANADA FOUNDRY COMPANY
LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Roseland



OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS "SUPERIOR"

FARLEY WORKS, SHEFFIELD, ENG.

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. **ALL MONEYMAKERS.**

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL

TELEPHONE M 557

"MAXIMUM LIGHT GLASS"

Samples and particulars supplied on application.

A residence in the West End of London became vacant because the tenant was not satisfied with the Daylight conditions of ONE ROOM. It was always necessary to burn gas (a continual expense). The property was vacant for one year. Of the 31 parties who viewed same, 27 complained of the lack of Daylight in this room.

Owner's loss in rent, one year £186 0 0
Someone spoke of the benefits accruing from the use of "Maximum Light Glass."

Argument No. 183

Owner thought of suggestion for one month; Loss in Rent £15 0 0
£201 0 0

Maximum installed as follows:
6 sqrs. 30 x 18 ins., 15 ft. @ 1/6 £1 2 6

This property was let soon afterwards, in fact so soon that the return for rent the second year was £183 0 0

Can you see Argument No. 183?

MAXimum Light Window Glass Co.

Hobbs Manufacturing Co., Limited

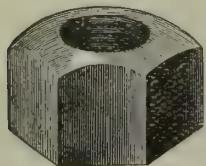
Sole Canadian Agents

London

Toronto

Winnipeg

Dark Interiors
ALWAYS Made Light
when this Illuminating Glass is used.



The John Morrow Screw, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



Covert Mfg. Co.
TROY, N. Y.

Harness Snaps, Chain,
Rope and Web Goods,
etc. For sale by Jobbers
at Manufacturers' prices.



CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

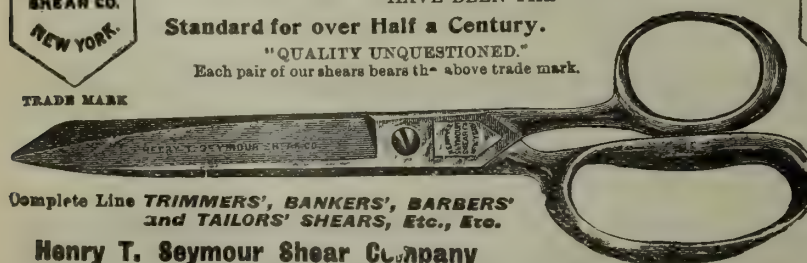
R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.



SEYMOUR SHEARS

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.



Complete Line TRIMMERS', BANKERS', BARBERS'
and TAILORS' SHEARS, Etc., Etc.

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK,

Latest Catalogue will be sent in exchange for your business card.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.
OF ONTARIO, Limited.

WaterProof Floors for
Malt Houses, Breweries,
Slaughter Houses,
Cheese Factories, Cellar,
Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for
Septic Tanks.

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

"The Tool Holder People"

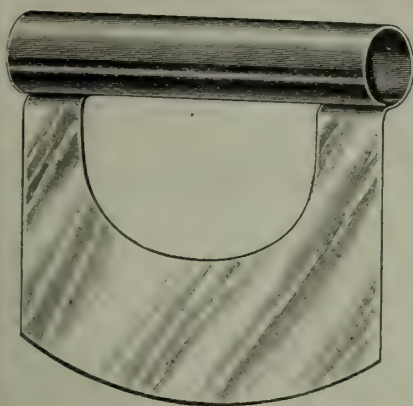
ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer
Tools and other machine shop specialties.

106 N. Francisco Ave. CHICAGO, ILL.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

Good Sellers



It's always safe to stock

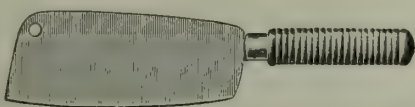
The Forsyth Line

of Household Specialties.

That Mincing Knife sells well because it is a good one. It cannot rust—unless absolutely neg-

lected—because it is nickel-plated on copper—buffed bright.

The blade of this Cleaver is made from hard, cold-rolled steel. Handle—a special design and hardwood—wax finish. A good seller, because of quality and easy priced.



Forsyth Manufacturing Co.
Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



The Stamps of Quality

Since 1800, these trademarks have stood for all that is rich and handsome—reliable and satisfactory—in

Silverware and Cutlery

Dealers may offer our goods with every confidence in their unimpeachable quality.

Wm. Hutton & Sons, Limited

LONDON SHEFFIELD BIRMINGHAM

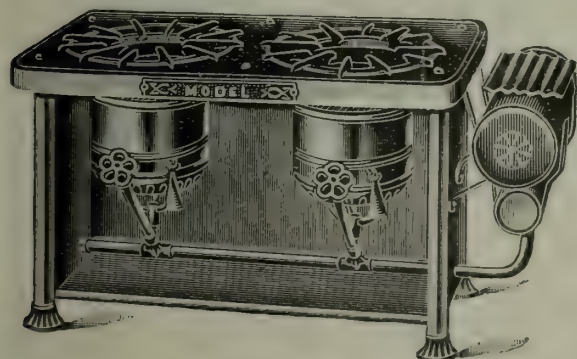
SOLE
CANADIAN
AGENT:



W. J. GRANT
LINDSAY BUILDING
MONTREAL

Oil Stoves, Gasoline Stoves and Ovens

These goods are going to have a greater sale this year than ever before; people are beginning to know their many advantages for summer cooking and good sales will be made by every dealer who puts them in stock and pushes them along. We have a complete line, such as



Model Blue Flame Oil Stoves

Made in different styles.

Summer Queen Oil Stoves

With or without extension top.

Golden Star and Triumph Lamp Stoves

Boss Gasoline Stoves

Famous Oil Heaters, also Model Ovens

Write for our catalogue, if you have not received it.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

"EVERYTHING FOR THE TINSHOP"

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON

Coil Chain
Differential Pulley Blocks
Jim Crows, Jacks

JAMES BARBER, Era Works, Sheffield

HIGHEST GRADES OF

TABLE and POCKET CUTLERY, RAZORS,
 CARVERS, Etc.

J. H. ROPER

CANADIAN REPRESENTATIVE

82 St. Francois Xavier St., - MONTREAL



"Dillon" is the modern equivalent for merit.

Nobody in the wire fencing industry could find an equivalent until we came with

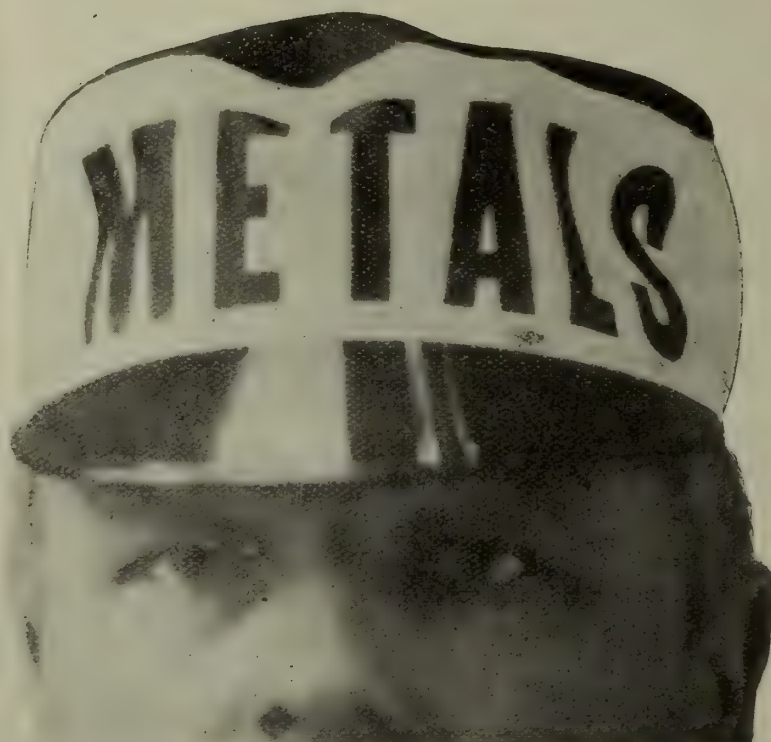
"DILLON" HINGE-STAY FIELD FENCE

Prices then immediately came down, wire fencing began to take better, last longer.

Dillon prices made it possible for every person to purchase wire fencing.

THE OWEN SOUND WIRE FENCE CO., Limited
 OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
 Messrs. Christie Bros. Co., Limited, Winnipeg



Babbitt, Solder, Lead Pipe, Etc.

The
Canada Metal Co.
 Limited
 TORONTO

"SAUGEEN BRAND" of Portland Cement

pleases the architect and practical builder better than any other brand. There is one thing sure—a better brand of cement was never placed on the market by any firm, anywhere, at any price. Then you can always depend on **dispatch** as well as quality. Let's mail you interesting facts.

The Hanover Portland Cement Co., Ltd., Hanover, Ont.

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"

"Made in Canada" from specially selected pulp. Let us send you samples.



CANADA PAPER CO.

LIMITED

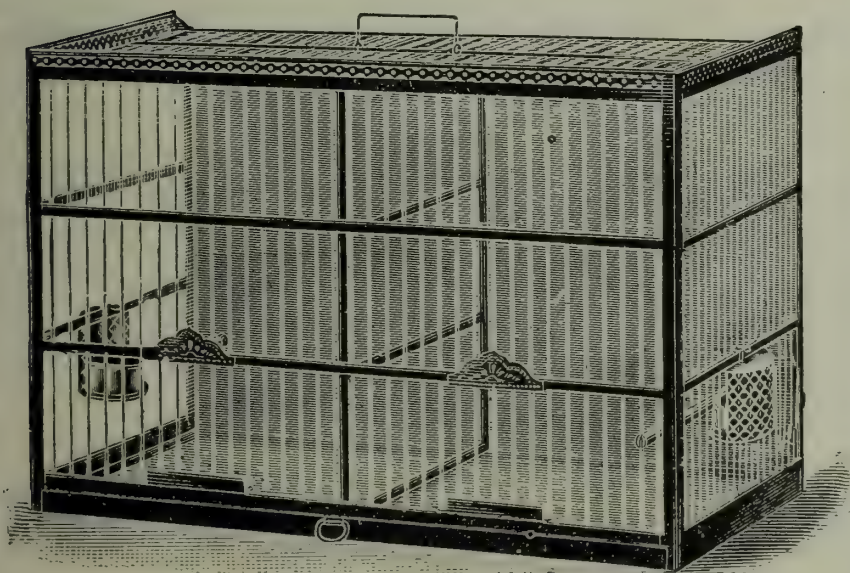
Toronto

Montreal

Windsor Mills, Que.

Japanned Breeding Cages

NESTABLE



No. 86, 20 in. long, 10 in. wide, 14 in. high, per doz., \$35.00 list

No. 87, 22 in. long, 11 in. wide, 15 in. high, per doz., 39.00 list

Write for our illustrated Bird Cage and Cage Specialty catalogue, and discounts.

Only manufacturers of Bird Cages in Canada. Our prices are right.

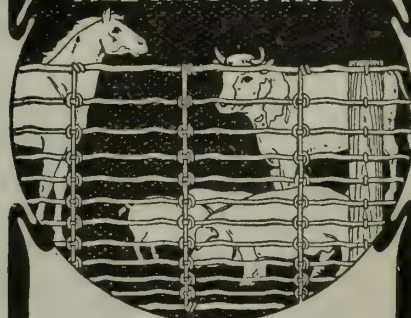
E. T. WRIGHT & CO., Hamilton, Ont.

THE PEERLESS WOVEN WIRE FENCE

The regular styles of **Peerless Fence** are made of heavily galvanized all No. 9 hard drawn steel wire because this grade has been found to be the very best for the purpose. It is not too hard nor too soft, but strong and elastic. An extremely hard wire breaks easily at a sharp bend, but very soft wire will stretch and has no elasticity. The **Peerless No. 9** is neither soft or brittle, but has the strong elastic qualities a good fence requires.

You do not want a fence to bag or sag at the center. **Peerless Fence** is strong and springy. The upright wires are stiff and are held in position by the **Peerless Lock**. This

ALL NO 9 WIRE



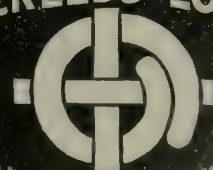
Lock holds securely without damaging the wires, and while it holds the cross and horizontal wires firmly together, the fence is elastic and will readily conform to any land surface. **Peerless Fence** offers the most complete resistance to all kinds of stock and it is impossible for them to get over, under or through it.

Write for our printed matter, telling how to build fences and make concrete posts.

The Banwell Hoxie Wire Fence Co. Ltd.

Dept. J, Hamilton, Ontario, Canada.

THE FENCE WITH THE PEERLESS LOCK



WILL TURN ANY KIND OF
STOCK



A Money Consideration

There are few other considerations worth serious thought when it comes down to business, unless it be the securing of one's reputation. Perhaps this accounts for the unprecedented success of our

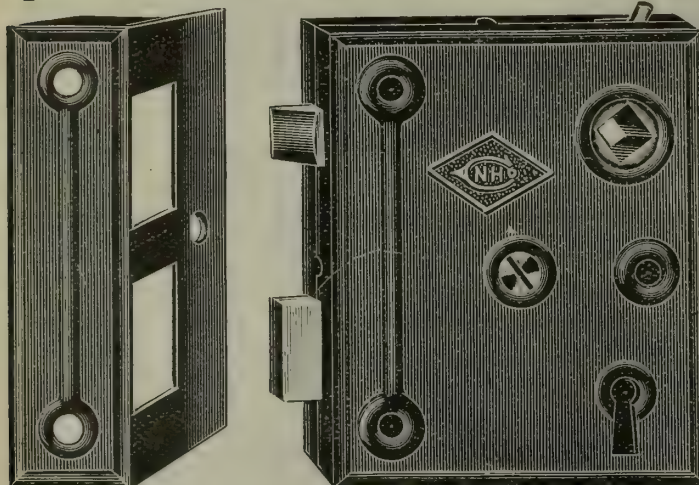
VARNISH TURPENTINE

but we are inclined to favor the belief that it captured the market because of merit and merit alone. We guarantee our Varnish Turpentine will do any work that spirits of turpentine will do, and do it better. Send for a barrel of our turpentine, test it as you please and if it is not satisfactory return it at our expense. Is that fair?

The Defiance Mfg. and Supply Co.

TORONTO ONTARIO

MAKE YOUR TALKS PROFITABLE



You can do so by recommending our lines of Builders' Hardware. Do not be afraid to emphasize our Specialty of Inside and Front Door Sets, because they mean both reputation and profit for you. Our

New Steel Rim Lock, No. 3800

is the only Steel Rim manufactured in Canada.

Our lines are handled by all the leading jobbers. Write for facts which mean profits for you. Do it now.

THE NATIONAL HARDWARE CO., Limited
ORILLIA, ONT., CANADA.

CALENDAR ADVERTISING

PAYS

LARGE DIVIDENDS

Think of calendar advertising as an investment, not as an expense.

Every successful advertiser uses this medium to great advantage—why not you?

Calendars reach the man "Who Pays the Bills"—and cannot fail to bring results.

Let us supply your requirements for 1908. We can save money for you.

THE LONDON PRINTING AND LITHO. CO.

Limited

Box 580, London, Ont.

WHAT DO YOU WANT?

If you want anything that can be supplied by some Hardware merchant, Stove or Tinware dealer in some part of Canada, the cheapest and quickest way to have that want satisfied is to insert a small advertisement in our "Want Ad" column.

Results are what count. We reproduce a letter received a few days ago from a well known Hardware firm.

Mackie & Ryan

*Hardware and Coal Merchants
Plumbing, Steam and Hot Water Heating
Stoves, Ranges and Furnaces*

PEMBROKE, ONT., March 5, 1907

HARDWARE & METAL, Toronto

Gentlemen:-

We are pleased to acknowledge receipt of your favor of the 4th inst. enclosing another lot of answers to our Advertisement in your Condensed Ad. Column.

We wish to thank you for your promptness in sending to us any replies that came to you, and also compliment you on the excellent results we have obtained from this advertising. We have received upwards of seventy inquiries from Hardware men in all parts of Canada and have been able to secure the goods we asked for in our Ad.

We do not know of any other means whereby we could have reached as many of the Hardware trade as we have through your columns; writing to as many as we could get the names of would not have been as satisfactory and would have entailed a great deal of trouble and cost.

We have frequently used your Condensed Ad. Column when in want of Clerks, Plumbers or Bookkeepers and have always been well pleased with results.

Yours truly,

(Signed) MACKIE & RYAN,

Per W. D. Dewar

The "Want Ad" in question cost 55 cents.

Rates: 2 cents per word 1st insertion
1 cent " " subsequent insertions
5 cents additional for box number
Send cash with order

HARDWARE & METAL

MONTREAL

TORONTO

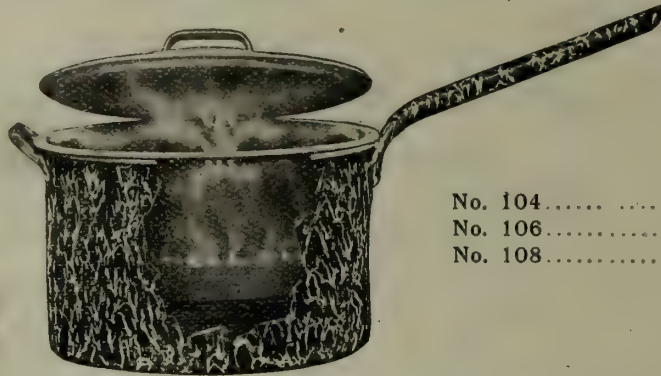
WINNIPEG

KEMP MANUFACTURING COMPANY

New Improved Cereal Cooker

THREE DISHES IN ONE

Sauce Pan, Mixing Bowl and Cereal Cooker Combined



Inside Dish

No. 104..... 4 pts.
No. 106..... 6 pts.
No. 108..... 8 pts.

No. 104..... \$13.50
No. 106..... 17.50
No. 108..... 22.00 list

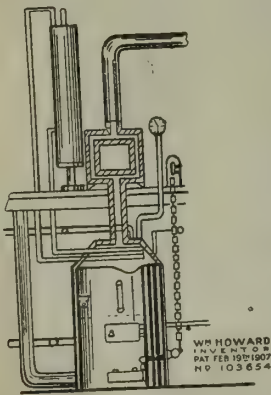
KEMP MANUFACTURING CO.,
TORONTO, CAN.

THE KEMP MFG. AND METAL CO., Ltd.
McDermot Ave. E., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL,
39 St. Antoine St., Montreal, Que.

Hardwaremen, Attention !

Your primary object is—to corner dollars. Can you afford to recommend any old heating system when the best Heater on the market is so easy priced? All practical men, who have noted the exclusive features of



The Howard Heater

unhesitatingly declare it to be second to none manufactured anywhere at any price. Practical men like yourselves say so. I do not ask you to accept unverified statements.

The Howard is superior in that it is easily controlled, eliminates pipes from your cellar and assures pure air.

Let us mail you interesting facts which every dealer in business for money should know.

WM. HOWARD - 248 MACDONNELL AVE. - Toronto
PHONE PARK 2633



"Safe Lock" Steel Shingles

(THE KIND THAT CAN'T LEAK)

Are sure money makers for dealers

You get the benefit of our extensive advertising and energetic salesmen. You require no stock, but sell simply from catalogue, with our assistance.

We back you up with prompt shipments, high-class goods and liberal treatment.

Try us and prove our statement that

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co.

PRESTON, ONT.

Limited

MONTREAL BRANCH FACTORY, Cor. St. Catherine St. and Delorimier Ave.

SALES AGENCIES

ST. JOHN, N.B.
Emerson & Fisher, Ltd.

QUEBEC
J. A. Bernard

WINNIPEG
Clare & Brockest

CALGARY
Ellis & Grogan



Greening's Steel Wire Chain

If you are interested in Chains examine carefully the perfect mechanical construction of Greening's. It is the most perfect chain made. We make it in thirteen sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

Correspondence solicited.

We send cuts with table of breaking strain, samples, etc., upon request.

THE B. GREENING WIRE CO.,

LIMITED

Hamilton, Ont. Montreal, Que.



This is the Mark that Means Something

It is the distinctive brand of genuine Armstrong Stocks and Die and Pipe Fitters' Tools. No "Armstrong pattern" or "just as good as Armstrong" have this stamp. Don't buy anything in this line that hasn't this brand as it is the mark of genuineness.

THE ARMSTRONG MANUFACTURING CO.,
292 Knowlton Street, Bridgeport, Conn.



Will Hold up a Shelf

That's what a shelf brackets for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

ATLAS MFG. CO.
New Haven, Conn.,

BRANTFORD ROOFING

SPECIAL MERITS—

Requires No Coating or Paint.
Acids and Alkali Proof.
Not Affected by Gases or Vapors.
Elastic and Pliable.
Strong and Tough.
Absolutely Water Proof.
Climatic Changes Do Not Affect it.
Both Sides Alike.
Practically Fire Proof.
Non-Volatile.
Easily Applied.
Can be Used on Steep or Flat Surfaces.
Any Workman Can Put it On.
No Odor.
Will Not Shrink or Crack.
Light in Weight.
Does Not Taint Water.

invariably they say **BRANTFORD ROOFING** leads them all. The first order means a steady customer. We are increasing our sales daily. Carloads of it going out. Carloads raw material coming in.

Samples—Prices—Free. Post Card Will Bring Them.

Brantford Roofing Co., Limited, - Brantford, Can.

IN SIX VARIETIES



AT DIFFERENT PRICES

Every dealer in deciding on a line of goods to handle, enquires which is the best?

Are you Interested In any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

SHREWD DEALERS

take no chances. Once they discover a first quality line of goods they push them all the time. That's why most recommend the



EMPIRE LINE

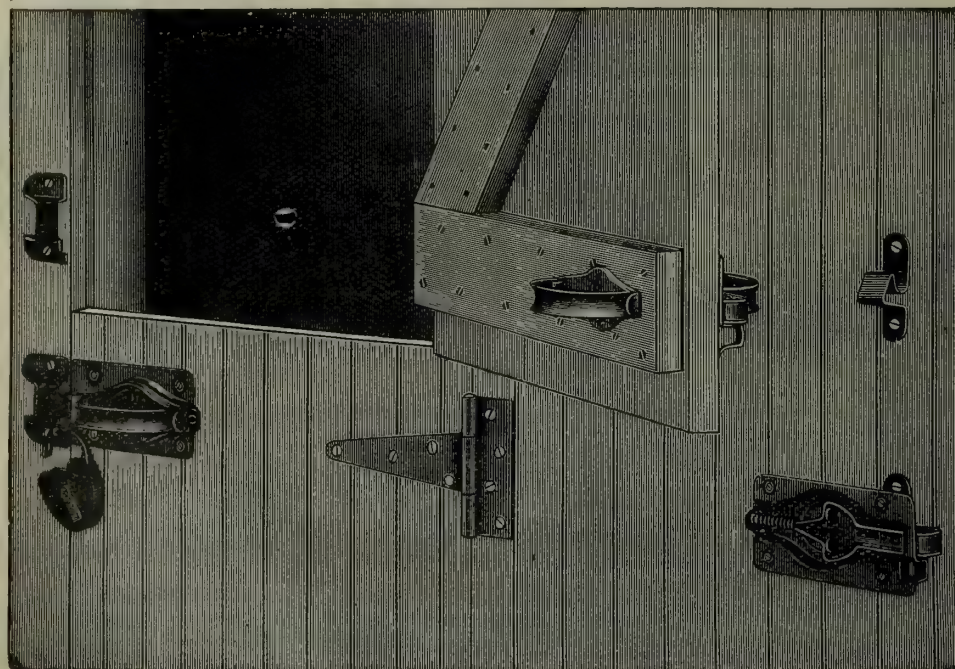
Empire Queen Ranges, Empire Steel Ranges,
Empire Special " Empire Steel Junior,
Empire Oaks, Empire Hot Blasts, Empire
Ideal Base Burners, Empire Air Tights,
and The Empire King Furnace in 3 sizes.

Success does come easier to the man who recommends reliable wares.
Then our constant advertising helps considerably.

The Canadian Heating & Ventilating Co., - - Owen Sound, Ont.
LIMITED

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.
THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

IT'S A LATCH THAT EVERY BARN NEEDS



WHITCOMB

STEEL BARN DOOR CATCH

It is convenient; it is strong :
it is durable; it is adapted to any
thickness of door; and harness,
etc., will not catch on it. Fully
guaranteed.

Get a sample and see what an
excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of PATENTED SPECIALTIES BY CONTRACT
ALBANY, WISCONSIN, U.S.A.

Patent Electric Sliding Oven Tray

THE LATEST IMPROVEMENT TO THE

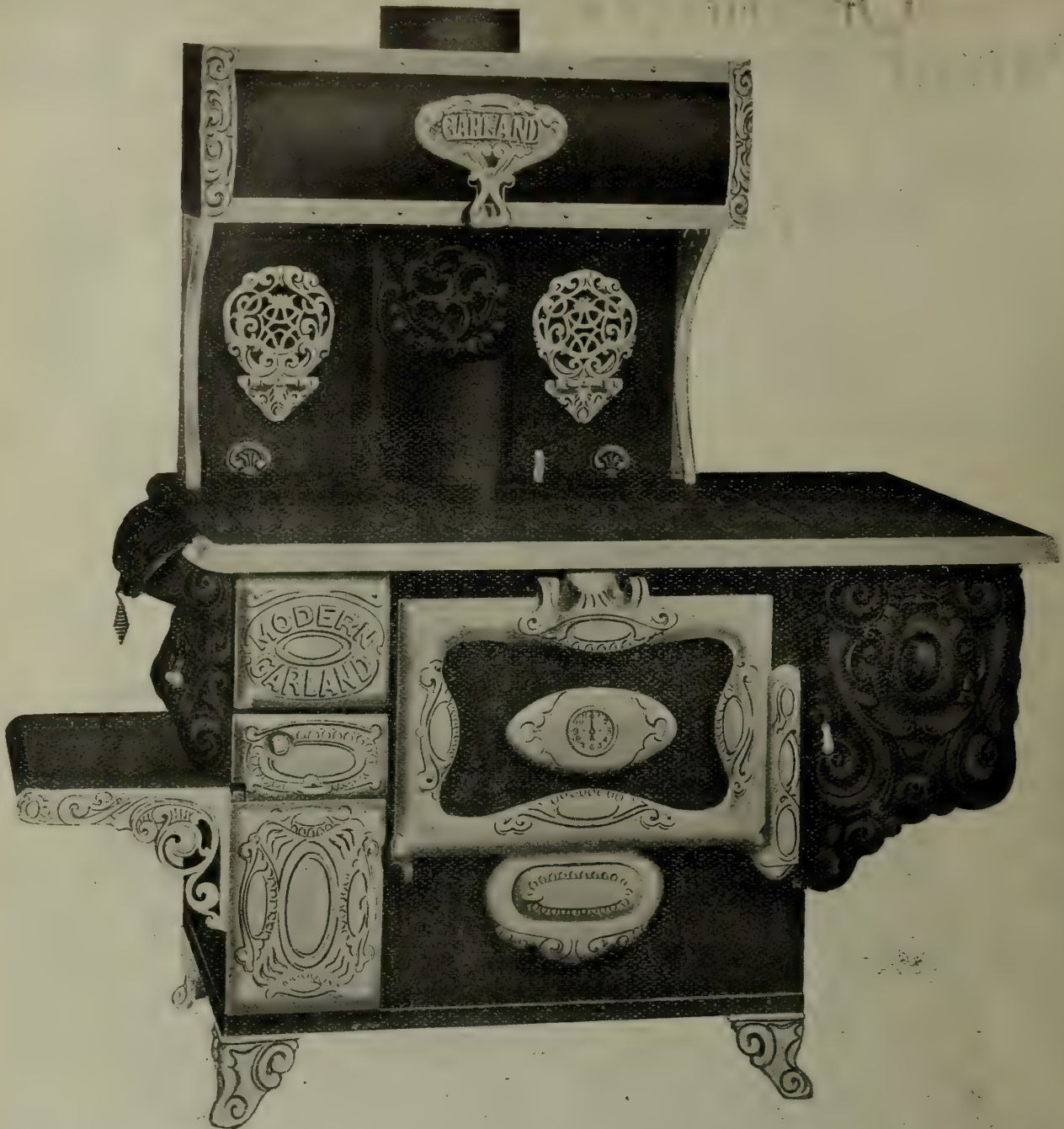
Perfect Idea Range



Nothing like it in any other Range made in Canada
SIMPLE, EASY and STRONG

The Electric Sliding Oven Tray is the best selling feature on any Range manufactured to-day. Write us about the many other points, such as removable nickel, etc.

Guelph Stove Co., Limited, Guelph, Ont.



MODERN GARLAND STEEL RANGE, 9.18 and 9.20

THE ABOVE CUT WILL SPEAK FOR ITSELF

SPECIALTIES:—Large fire pot, no wood linings needed, 10-gallon tank, smooth nickel, easy to clean, cabinet base or on legs, interchangeable. Let us hear from you at once, whether you are a customer or not.

Bowes, Jamieson & Co., - Hamilton, Ont.

MANUFACTURERS

W. A. TEMPLETON, WINNIPEG, MAN., Western Agent.

Ontario Retail Hardware Convention

Report Continued from Last Week — The Banquet an Enjoyable Affair — Interesting Discussions in the "Question Box" — Western Association Progress and British Columbia Officers.

THE QUESTION BOX

After the election of officers had taken place and the business of the convention had been concluded, the "Question Box" was called for by President-elect Scott.

J. Walton Peart, St. Mary's, was the first to be called upon, he speaking for about ten minutes on a system of accounting for a hardware store and, in answer to questions from the delegates

tailors are not capable of keeping a thorough set of books.

Cash Registers Good Investment.

"The ideal way to handle sales is by a cash register, as the savings made on the cash checks will more than save enough to pay interest on the investment. In making a credit charge the simplest way is to enter the charge first

ceeding months if the system is kept up. I consider this outlay pays big returns on the investment."

Fred W. Otton, Barrie, said he was using a large six-drawer cash register but had discontinued using the charge key as it mixed things up.

A. W. Humphries, Parkhill, had a similar experience. He used the Copeland-Chatterson book system.

J. W. Peacock, Toronto, said he used



SOME OF THE ASSOCIATION MEMBERS WHO ATTENDED THE CONVENTION IN TORONTO ON GOOD FRIDAY.

From left to right on bottom row are: V. D. McPherson, Woodville; W. B. Clifton, Alliston; E. S. Hubbell, Thamesville; C. E. Noble, Dundalk; Secretary Wrigley, Toronto; M. W. Howell, Goderich; W. F. Finkbeiner, Milverton. Second row: H. Becker, New Hamburg; John Caslor, Toronto; J. R. Hambly, Barrie; President W. G. Scott, Mount Forest; A. W. Humphries, Parkhill; Lt.-Col. MacLean, Toronto; J. Walton Peart, St. Marys; D. Brocklebank, Arthur; James Dandie, Streetsville. Third row: J. E. Westcott, Ailsa Craig; H. Jones, Uxbridge; J. S. Hall, Toronto; James Purvis, Sudbury; F. W. Sylvester, Stouffville; G. A. Blans, Newmarket; Frank Child, Gravenhurst; F. W. Otton, Barrie; D. A. McNab, Orillia. Top row: E. W. Brocklebank, Arthur; E. T. Morton, Campbellford; F. W. Jeffrey, Midland; J. W. Peacock, Toronto; C. F. Moorehouse, Toronto; J. Coffey, Barrie; W. A. Sylvester, Stouffville; A. Wideman, Markham; Frank Taylor, Carleton Place; J. S. Moir, Arnprior; and W. A. Mitchell, Kingston.

outlining his ideas as to how best to deal with the transactions made over the counter as well as in dealing with the accounts arising from plumbing and tinsmithing work. In a future issue we hope to publish Mr. Peart's ideas on these subjects in detail, but at present give a mere resume of his remarks.

"I question very much if a man should go into business," said Mr. Peart, "unless he has a practical knowledge of bookkeeping and can keep his accounts in a modern manner. In my opinion, fully fifty per cent. of the re-

on an ordinary check book and then go to the register and enter the charge on the charge key for reference at the office.

"Last year we took all our cash discounts, amounting to over \$360, and I think every dealer should make every effort possible to take his discounts. It really only means an outlay for one month, as accounts are usually due in 60 or 90 days, and if paid in 30 days to get the discounts an unnecessary outlay is made for that month only, as the payments will average the same in suc-

a cash register to good advantage, all the keys being used. He advised getting a register with a charge strip and if any slips are missing it is easy to find where they are. He keeps track of the slips daily.

J. E. Westcott, Ailsa Craig, said he was not using a cash register yet. He believed all charges should be in a counter check book so slips could not get lost.

F. W. Jeffrey, Midland, explained his system of keeping cash and credit accounts. He also said he had a cata-

logue cabinet filed under the card system, and is procuring a section for the top of his desk in which he will file small circulars and quotations for which catalogues are not supplied. These will



FRED. W. OTTON, BARRIE
Who always has something practical to say at Retail Hardware Association Conventions.

be enclosed and indexed in Shannon binding cases.

A. W. Humphries, Parkhill, said a judge in a division court would not accept charge slips from cash registers as evidence.

D. Brocklebank, Arthur, said the judge would if you had a detail slip.

J. W. Peart, St. Mary's, closed the discussion by saying that if the charge was entered in a book as well as being on a slip the judge would accept the evidence. He urged that dealers avoid adopting any bookkeeping in system. "Take their ideas but adopt your own method," he added.

AFTERNOON SESSION.

The convention reassembled at 2 o'clock on Friday afternoon, the first question taken up being as follows:

Quantity System Necessary.

"Should large retailers be able to buy goods as cheaply as jobbers, or, in other words, is the quantity system of buying



C. E. NOBLE, DUNDALK
An Active Member of the Ontario Retail Hardware Association.

the most satisfactory manufacturers can adopt?"

James Purvis, of Sudbury, in reply, said he believed every retailer should have a good understanding with

his jobber. "I would not be where I am without the backing of my jobbers, and there are dozens of dealers in the same position," said Mr. Purvis.

"A dealer can keep his stock in the best shape by buying in quantity, although we all sometimes buy more than we should. There are some lines we cannot help buying from manufacturers, enamelware and building paper, for instance. We are also forced to buy bar iron, bolts, tacks, etc., in quantity from the manufacturers as we do some jobbing with the general stores in our district. It is too bad that jobbers cannot supply us all these lines."

J. R. Hambly, Barrie, backed up what Mr. Purvis had said. "If a dealer does a jobbing trade he should buy wherever he can buy cheapest. I'd lost my mill trade entirely if I wasn't able to buy from the manufacturers on a quantity basis." He further said he was able to buy sufficient to keep on the special list for bolts, horseshoes and horse nails.

THE NEW OFFICERS

President—W. G. Scott, Mount Forest.

1st Vice—J. R. Hambly, Barrie.

2nd Vice—J. Walton Peart, St. Mary's.

Secretary—Weston Wrigley, Toronto.

Treasurer—John Caslor, Toronto.

Executive—H. Becker, New Hamburg.

G. A. Binns, Newmarket.

D. Brocklebank, Arthur.

A. W. Humphries, Parkhill.

W. A. Mitchell, Kingston.

Frank Taylor, Carleton Place.

Auditors—C. F. Moorehouse, Toronto.

J. W. Peacock, Toronto.

Buying More Important Than Selling.

"Should the head of a business devote his greatest attention to buying right or to looking after the selling end?" was replied to by Frank Taylor, Carleton Place, who acknowledged himself to be a crank on buying. His contention was that dealers who buy in large quantities should devote their chief attention to buying. The average dealer could also afford to pay special attention to this end until he satisfies himself that he has mastered all the 50 or 60 jobbers' discounts. When he is on the "C" list he may think he is in good shape, but "B" is usually ten per cent. better. Having mastered the buying he can give more attention to his customers and see that sales are well made and good sales are not lost. Credit buyers want to do business with the head of the house as a rule.

Newspaper Advertising Best.

"To what extent does it pay a hardware dealer to advertise in the local

newspaper? What forms of advertising have been found the most profitable? Is it profitable to advertise in programmes, etc.?"

E. W. Brocklebank, Arthur, discussed



W. B. CLIFTON, ALLISTON
One of the Speakers in the "Question Box," Discussion on Good Friday.

sed this question in a very interesting manner. "We use a space two columns wide in our local weekly, varying the depth according to the season, in busy seasons using two full columns, paying at the rate of \$40 per year per column. On this basis we find our advertising does not cost us more than half of one per cent. Newspaper advertising is undoubtedly best, but to be effective prices must be quoted.

"We got out an unpriced catalogue three years ago showing the lines we carried in stock and giving 'reasons why' we could give better satisfaction than other dealers, the experiment giving good results. Another plan which has given us satisfaction is personal letters to people in our district who are building barns, putting in furnaces or baths, painting their houses, etc.

"Calendar advertising, as a rule, is money wasted," said Mr. Brocklebank, in reply to a question from Mr. Noble. "We sometimes use novelties, but never spend more than about \$25 per year in



H. BECKER, NEW HAMBURG
One of the New Members of the Executive Committee.

this direction. Last Christmas we purchased five gross of vases at \$7 per gross and distributed them in pairs amongst our customers. No advertisement whatever was put on them. We

have a mailing list of about 1,200, and have paint firms, etc., supply calendars and other advertising matter to the names on the list. Concert programmes we never use unless we have some special bargain to announce for the day following the concert."

Bargain Counters Pay.

"Do 5 and 10 cent counters pay in small towns?" A. W. Humphries, Parkhill, replied to this by saying they did so far as his own experience was concerned. In January, stock-taking was done. In the dull month of February he put up a 15, 20 or 25 cent counter to get rid of odds and ends and found it very profitable as it helped to dispose of a lot of small goods otherwise unsaleable. It should not be of long duration, however. It can be improved by putting on the counter some cheap and attractive side line.

W. G. Scott, Mt. Forest, thought it a good idea and apart from the set prices of 10 or 15 cents the counter was a good advertising device and brought good results.

Offer Premium to Clerks.

"How can unsaleable lines be disposed of satisfactorily, without cutting prices?" was answered by F. W. Otton, Barrie, who said that it was a hard proposition and he saw only one way, by offering to the clerks premiums as incentives to dispose of these goods. It is better to offer premiums to clerks than to the customers.

Percentage of Expenses.

"What percentage of a merchant's turnover should his expenses be, and what percentage should be spent on advertising?" were questions answered by J. R. Hambly, Barrie. He found that a man doing a \$50,000 business would generally spend altogether about \$4,200. He said 11 per cent. was the lowest percentage he could get; one year he paid a little over 14 per cent. of his turnover.

Marking Goods in Plain Figures.

"Should goods be marked in plain figures or ciphers?" was replied to by W. B. Clifton, Alliston, who thought that goods should be marked in plain figures, intelligible to all customers, as it would inspire their confidence as an honest method, and keep prices constant. The parcel boy may help in selling goods if they are marked in plain figures.

Methods of Handling Oil.

"What is the cheapest and best method of handling oil?" J. E. Westcott, Ailsa Craig, said the old barrel system was unremunerative and cumbersome. He has a tank system installed and finds it very satisfactory.

D. Brocklebank, Arthur, said he had installed the Beman system. Part of his tinshop in the rear of the hardware department was occupied by his outside tanks, costing \$200, each tank holding 5 imperial gallons, and his insurance had been decreased from \$1.35 to \$1. The entire cost of his system was \$400. In winter he has these tanks heated by radiators and scales are also being installed to detect any shortage of oil. In a 5-barrel lot he had found a shortage of 20 gallons.

G. A. Binns, Newmarket, said he had the Bowser system installed and said he wouldn't be without it. An inspection after 4 years of constant use found it in perfect condition.

Mr. Brocklebank said he liked the Bowser pump, but it was too expensive for him.

Mr. Jeffrey, Midland, considered the Bowser pumps indispensable. J. S. Moir, Arnprior, had Bowser pumps installed for gasoline and found them very satisfactory, they being located some distance from his store building. In reply to Mr. Binns he said a business of 30 barrels of gasoline a year would be necessary to make an installation pay. The insurance people considered it perfectly satisfactory.

Check Freight Bills.

W. G. Scott, Mt. Forest, replied in affirmative to the question as to whether it pays to weigh freight and check freight bills. He checked his bills over carefully and sometimes found instances

THE APOLOGY ACCEPTED.

Here's a letter which ought to stir up some of the slow ones who recognize the value of a retail hardware trade organization, but who "simply neglect" to do their duty and help along the men who are unselfishly spending their time and money in bettering the conditions of the retail trade. There are several hundred firms in Ontario who probably feel as Bridge Bros. did, but who haven't yet sent along their fee. Read the following:

Thessalon, March 27, 1907.

Weston Wrigley, Toronto.

Dear Sir,—Enclosed find \$3, our membership fee for 1907. We feel like apologizing for not responding sooner, we simply neglected the matter. In our opinion every hardware dealer in Ontario should be a member of the association, and we are pleased to note that such a large number have not been so neglectful as ourselves.

Yours truly,

BRIDGE BROS.

of overcharge. He urged all retailers to take some time in studying freight classification and getting familiar with the goods belonging to each class so as to preclude the possibility of overcharge by wrong classification by shippers. Mr. Scott stated that more than once his freight had been charged by the wrong classification.

Cash System Urged.

"Should there be a difference between cash and credit prices? If so, how much?" F. Taylor, Carleton Place, stated that he had adopted a strictly cash system in Almonte and found it altogether satisfactory. In the tin-smith and plumbing departments of the business Mr. Taylor considered the cash system rather stringent. "We are very conservative in our system of credit in our Carleton Place store. We insist on settlement before the end of our year, either with cash or note, so long as the account is closed."

Shortage of Tinsmiths.

H. Becker, New Hamburg, in reply to a question said that the shortage of tinsmiths was a serious problem in the Dominion and thought that the only recourse was in employing helpers. W. B. Clifton, Alliston, also found helpers very satisfactory.

Employing Lady Clerks.

"Does it pay to employ female clerks to look after the housefurnishing department and lady customers?" D. Brocklebank, Arthur, thought it did. He found the sales increased considerably by having a lady clerk to sell cutlery, silverware and housefurnishings. W. B. Clifton had also found female employees very satisfactory and profitable.

Peddlers in Country Districts.

The question of stove peddlers was brought up. J. R. Hambly, Barrie, thought drastic measures should be adopted to suppress the evil. He said that a certain peddler sold last year in the district between Bradford and Orillia about 500 ranges, which meant a big depletion in the sales of the retail hardware merchants.

W. B. Clifton said that a peddler came to Alliston two years ago and made a large number of sales. The merchants got together and sent a deputation to the town council to see if license could not be levied on the stove peddler. A lawyer and a member of the council said there was no possible way in which he could be taxed.

J. Purvis, Sudbury, said he saw no particular difficulty, as the peddlers really killed their own trade and if the matter were allowed to lie, it would work its own destruction.

W. A. Mitchell, Kingston, said they had been troubled with peddlers in Kingston. The retailers asked the council to levy a tax. It had very little effect in bettering the conditions.

C. E. Noble, Dundalk, expressed his indignation by saying, "Our law isn't right if we can't get at them (the peddlers.)"

President Scott thought the question an important one and suggested that it be further looked into by the executive.

The convention adjourned at 4.20 p.m. after which the executive met to discuss matters of importance.

"I have noticed the good work that has been done and trust that you will be able to do more," wrote J. G. Hayes, Dryden, Ont., when sending his \$3 fee. He couldn't get down to the convention from far-off New Ontario, but he swung into line all the same. Probably the dealers in his district will form a district association and have a little convention of their own.

After Vice-president Hambly got home Saturday he enjoyed a visit from Mr. Hartman, of Midland, and it didn't take him long to point out the good work the association was doing for the trade. "With very little urging he signed a membership card," writes Mr. Hambly, "and I would ask you to send me some more blank application cards. I have no doubt if we can once get a hardware retailer to join and attend one convention we will have no trouble in holding him if he is interested in advancing his business."

AN ENJOYABLE EVENING

The complimentary dinner tendered to members of the association by Lt.-Col. MacLean and the staff of Hardware and Metal was the social feature of the convention and as such was a decided success. About a hundred accepted the invitation to attend, the members of the retail association being reinforced by representatives of the wholesale houses and Commercial Travelers' Association.

The special guests representing the wholesale houses in Montreal, Quebec, Hamilton and London were unable to attend and sent letters of regret, amongst these being one from President T. H. Newman, of the Canadian Wholesale Hardware Association, a member of the firm of Caverhill, Learmont & Company, Montreal. Mr. Newman tendered his wishes for the success of the Retail Hardware Association, and for an enjoyable time at the dinner. The invited guests who attended were:

Thos. G. Dexter, of H. S. Howland, Sons & Co., Toronto, vice-president Canadian Wholesale Hardware Association; James Hardy, Toronto, secretary Canadian Wholesale Hardware Association; Samuel Frame, of Jenkins & Hardy, Toronto; A. E. Gilverson, secretary Rice Lewis & Son, Toronto; J. Boulton Reade, of the Kennedy Hardware Company, Toronto; A. R. Hatch, director Hamilton board Commercial Travelers' Association; E. Fielding, Toronto, treasurer Commercial Travelers' Association; A. Kelly Evans, Toronto, secretary Fish and Game Protective Association; Geo. W. Howland, of the Graham Nail Works, Toronto, and Charles G. Knott, Toronto representative of the Canada Screw Co., Hamilton, the last two named kindly entertaining the company with recitations and songs.

John H. Tilden, Hamilton, president of the Stove Manufacturers' Association; A. E. Kemp, M.P., R. Blain, M.P., W. F. Cockshutt, M.P., Adam Taylor, director Guelph board Commercial Travelers' Association, and several others sent regrets at their inability to attend.

The Banquet.

McConkey's was the rendezvous on Thursday evening, the company assembling in the delightful Turkish smoking room, where for an hour or so jobbers, retailers, travelers and trade newspapermen rubbed shoulders, clasped hands, conversed on subjects of mutual interest, got acquainted with each other and generally passed an enjoyable time. About 7 o'clock dinner was announced and the company proceeded to the handsomely decorated palm room, where the tables were spread and the accompanying menu was served.

After doing full justice to the good things (the soup had been served "direct to consumer," and the coffee had been consumed in spite of the absence of a company to provide the mutual insurance policies) Col. MacLean suggested that the guests desist eating and partake of the "brain feast" prepared by those who had consented to sing a song, tell a story or say a few words of practical value to hardware merchants.

After "The King" was toasted in royal fashion, A. Kelly Evans, secretary of the Fish and Game Protective Association, was introduced, and he, in an exceedingly practical address, proposed the health of the Ontario Retail Hardware Association. Mr. Evans has been

engaged in the unselfish work of protecting the wild game and game fish from extinction in Ontario in order that the generations to come may be able to enjoy some of the pleasures which nature has so richly endowed this province with. He referred to the remarkable results secured by the State of Maine by game protection and pointed out the folly of granting rights to private game preserves comprising tens of thousands of acres, contending that the only rational policy to follow is to refuse special privileges to all private individuals or clubs, except in the way of licenses providing for a proper regulation of the number and method of the game destroyed. He made it clear also that hardware merchants have a great interest at stake in encouraging the tourist trade, the erection of summer cottages,

MENU

SOUP

Direct to consumer with no rebate
Consomme Royale

FISH

Caught in season by Kelly Evans
Filet of Sea Bass — Joinville
Pomme Duchesse

ENTREE

f.o.b. cars — not ex warehouse
Lamb Chop en Paupiette

ROAST

Price cutting not permissible
Young Chicken au Cresson

VEGETABLES

Prepared in enamelware seconds
Potato Croquettes, Green Peas

SALADE

Served with an extra 10 off
Salade du Saison

DESSERT

Via parcels post c.o.d.
Individual Fancy Ices Rum Croquettes
Assorted Pastries

Black Coffee

Take a Mutual Insurance Policy

etc., as well as in preserving the attractions which draw this trade to Ontario.

Mr. Evans' Address.

In opening, Mr. Evans eulogised the progress made by Canada by saying:—"The rapid development of this country is an unique feature in the annals of history. In the particular trade of common interest to you and me, we must act now or lose the possibilities of the future."

He compared the State of Maine and Ontario in regard to resources. He said: "Maine has the same waters, the same trees, the same climate, the same mountains as Ontario. In 1867 the depletion of game had arrived at such a serious stage that a commission was appointed to look into the matter. It was found that the forests were small

and that moose were scarce. A house to house and hotel to hotel canvas was made in 1903, after steps had been taken to replete the stock of game and add to the attractiveness of those districts, and it was found that 133,888 people were attracted to that state by its fisheries and hunting grounds. In that year altogether \$4,000,000 came into the state and was left there. The licenses paid for hunting and fishing amounted to sufficient to pay the wardens and inspectors and to help the schools of the state."

In 1836, he said, it was found that there were only four large fishing ponds. In 1902, there were 1,000 lakes and ponds stocked with the best fish.

Turning to Quebec, Mr. Evans stated that \$300 was paid by a man there for the exclusive shooting rights in an area larger than the whole State of Maine.

In regard to a proposal made to institute such a system of hunting rights in Ontario a year or so ago, Mr. Evans made himself very clear. He said:—"You, as Ontarians, must stand shoulder to shoulder and prevent any such hideous atrocity from being perpetrated here."

Last year in Ontario \$10,000 was collected by the Government in a cursory way by charging \$2 from all non-resident anglers, which meant that 5,000 Americans were attracted to Ontario to enjoy her fishing privileges.

"If we give bait to Americans to come over here we'll make lots of money."

He considered the development of the Trent Valley canal would increase the prosperity of Ontario by opening up new districts rich in fish and game. He called on the men engaged in the hardware trade to unite in protecting the fisheries of Ontario in order to attract American tourists.

President Humphries replied on behalf of the association, making an exceedingly clever and humorous after-dinner address, full of well-told stories. He said he had no idea of the importance or splendid work done by the Ontario Fish and Game Association. "I was grateful to Mr. Evans for the information he had given along this line."

"You must study human nature to make sales, so be careful how you talk to your customers." He thought it unwise to take a customer out of the hands of the clerk, if he is a competent clerk, and referred to a custom in England, where, if a clerk let three customers slip through his hands he was dismissed. Speaking of the value of belonging to the association, Mr. Humphries said: "I have saved a great deal by being a member and my experience is that it has paid me to attend the conventions of the association."

Secretary Wrigley followed in a brief address on the value of organized effort and the benefits to be derived by both jobber and retailer through the existence of a retail hardware association. He outlined the progress made by the association during the past year, and emphasized the necessity of more thorough organization and co-operation.

W. G. Scott, Mount Forest, proposed the toast to the Wholesale Hardware Association, saying he was glad to see so many hardwaremen present, and expressed his confidence that those who were not present would be sorry and would make haste to enroll themselves as members of the association. "We can learn much by being members of the association."

Addresses by Jobbers.

T. G. Dexter, vice-president Canadian Wholesale Association, said he wasn't surprised that many wholesale men who were invited to the banquet were not present, as he knew they were busy endeavoring to accumulate goods to meet the demand from every part of Canada. Mr. Dexter spoke briefly regarding the tightness of money. He said: "This is



JAMES HARDY, Toronto, Secretary Canadian Wholesale Hardware Association.

a good season for you to improve the situation by insisting upon the farmers paying cash for the goods they buy, because they are the people now who have the money."

James Hardy, secretary Wholesale Hardware Association, said: "In these prosperous times you should embrace the opportunity to improve the financial situation." He considered organizations very efficient in such improvements. "You can get together, talk over matters of mutual interest and settle disputes." He emphasized the importance of offering every inducement to American tourists to spend their summers in Ontario, and added: "There isn't any tourist who comes into this country who doesn't spend \$50 in hardware if he puts up any kind of a house." Mr. Hardy referred to the triumph of the association in preventing the passing of c.o.d. parcels post legislation, by saying: "You have as yet scarcely realized the benefit you have derived in averting the c.o.d. catastrophe. The trade in the United States is contending with it with a good deal of anxiety and difficulty." He said that it wasn't wise to let customers see prices quoted in the paper on the goods they sell.

H. T. Hunter, manager of Hardware and Metal, spoke briefly, dwelling on the value of knowledge of goods sold to successful salesmanship.

E. A. Brocklebank, in proposing a toast to the travelers, expressed his pleasure at the successes of the association. He thought it valuable as providing a means of getting retailers together to understand each other better and thereby smooth away animosities between competitors. The traveler was the medium between the wholesaler and

the retailer. He advised retailers to treat the travelers kindly, and said that travelers did well when done well by. He considered Hardware and Metal indispensable to the trade, being the one traveler he looked forward to meeting every week.

A. F. Hatch, director of the Hamilton board of the Commercial Travelers' Association, responded to the toast by saying: "Be good to the travelers." He called on the retailers to be loyal to the Canadian manufacturers, as Canadian goods are just as good as American. He said: "Patronize domestic industries, and keep your money at home." Mr. Hatch said Mr. Brocklebank's story about the salesman who offered to substitute sandpaper for toilet paper was a "pretty hard rub."

E. Fielding, treasurer of the Commercial Travelers' Association, who was the next speaker, emphasized the value of honesty in pushing the sale of goods and the evil of misrepresentation. He said there were no hardware stores in the country when he started to travel, all the business being confined to the general stores. It was folly for retailers to cut prices to secure more business. They should keep the prices up to what the goods are worth.

The amusing recitation given by Geo. W. Howland, and the singing of the "Boys of the Old Brigade," by Charles G. Knott, together with the amusing stories told by the different speakers, helped to enliven the evening's proceedings, which were brought to a close by J. Walton Peart, St. Marys, moving a vote of thanks to Col. MacLean, the latter replying by outlining the different plans under way for a still further improvement of Hardware and Metal, for which a corps of specialists to write on various subjects of interest to the retail hardwareman is being arranged for.

At 11 o'clock the National Anthem was sung and the majority of the delegates went home, some, however, lingering until night cars were available.

CONVENTION NOTES.

Sickness kept R. J. Walkem, of Tottenham, away—that's about the only thing that would do so.

Much regret was expressed at the loss the association had sustained in the recent death of W. R. Hobbs, Tillsonburg. All who knew him held him in high esteem.

"I enjoyed the convention very much this year, together with the kind hospitality of Hardware and Metal," wrote D. A. MacNab, Orillia, after he got home.

E. P. Paulin, Goderich, one of last year's executive, wrote regretting that circumstances kept him at home. "My help has left me and for the present I am tied," said he.

A valuable new member of the executive committee is W. A. Mitchell, of Kingston, who as secretary of the Kingston branch of the Retail Merchants' Association, has experience which will undoubtedly be of considerable assistance to his co-workers on the executive.

Eastern Ontario was more largely represented at this convention than at previous ones. With new members from Kingston, Ottawa, Cambellford and Arnprior, it looks as though the eastern dealers are beginning to swing into line.

There is room for a good district association in the Ottawa Valley and several other districts should also get organized.

Vice-President Dexter of the Wholesale Hardware Association, got after Secretary Wrigley a few days before the convention because of the fact that the short time of the convention gave the jobbers no chance to extend their hospitality to the delegates. He would have liked to have arranged a theatre party or an automobile ride around the city. If the convention is held in February next year, cheap rates will be available for an entire week, members will be asked to bring their wives along and lady members of the association (one is already enrolled) will also be urged to attend. Then the jobbers can get busy—if the retailers will trust their ladies to the tender mercies of Mr. Dexter and the gallant jobbers who have risen from the ranks of the traveling salesmen.

SPLENDID FINANCIAL STATEMENT.

The auditors of the Ontario Association were not able to get together in order to prepare a statement for publication this week. The financial statement, however, will show a balance brought forward from last year of \$59, with \$221 in the treasury on March 30.

This is exclusive of nearly \$300 due on membership fees from 1906 members who have so far neglected to send their remittances to the secretary. These should read the letter published in another column under the heading of "Western Association Notes."

Another matter which is not included in the statement is the expense ac-



T. G. DEXTER
Vice-President Canadian Wholesale Hardware Association.

count for the month of March, including the convention printing, hall rent, and secretary's honorarium.

Altogether the statement will show assets of about \$400 over liabilities—not a bad statement for an organization a year old, eh?

CORRESPONDENCE REGARDING CARTAGE CHARGES

The following correspondence between the secretary of the Ontario Retail Hardware Association and the Board of Railway Commissioners, will be read with interest by all in the trade.

The first letter from the secretary of the Canadian Wholesale Hardware Association shows that that body declined to grant the request of the retailers. At the joint conference in September representatives of the jobbers told the retail deputation that the cartage companies would charge cartage on shipments carried to the freight sheds on the jobbers' own wagons. This position, it will be seen, is declared to be illegal by the Railway Commission in their replies to the Ontario Retail Hardware Executive through Secretary Wrigley.

The executive referred the correspondence to the members of the association and the convention referred the matter back to the executive committee, with instructions to push the matter still further until a satisfactory conclusion is arrived at.

The correspondence follows :

Weston Wrigley,
Secretary Ontario Retail Hardware
and Stove Dealers' Association,

Dear Sir :—We beg to advise you that at the annual meeting of this association held on the 28th ult., there was brought up the request of your association that the charge for cartage on shipments from wholesaler's warehouse, be assumed by the wholesaler.

The matter was carefully considered and the members were of the opinion that the charge is a legitimate part of the laid down cost of goods to the retailer, and should be borne by the purchaser to whom the goods belong.

For this reason, also because of the many difficulties which are in the way of carrying out the request in question, the association regretted that the request could not be entertained.

The above remarks apply also to the charge for boxing.

With best wishes for the welfare of your association, we remain,

Yours truly,

JENKINS & HARDY,
Secretary-treasurer.

Toronto, Oct. 20, 1906

A. C. Killam, Esq.,
Chairman of Board of Railway Commissioners, Ottawa,

Dear Sir :—On behalf of the Ontario Retail Hardware and Stove Dealers' Association, we desire to direct your attention to an unjust existing condition which we ask to have remedied. We refer to the cartage charges at point of shipment being added to the expense bill of the consignee, instead of being paid by the shipper. The present system has nothing in its favor, being a direct concession to the large wholesale and manufacturing houses, to the detriment of the retailer, and providing a monopoly for the cartage companies at certain points.

We shall be glad to have an acknowledgment from you stating that the commission will investigate the matter, as we are satisfied that once investigated by your body, the unjust levy upon the receiving retailer will be removed and placed in proper quarters.

Yours most respectfully,

WESTON WRIGLEY,
Secretary.

Toronto, Jan. 15, 1907.

Weston Wrigley,
Secretary Ontario Retail Hardware
and Stove Dealers' Association,

Sir :—I am in receipt of yours of 15th January, asking the board to have cartage charges at points of shipment added to the expense bills of consignees instead of being paid by shippers.

Your letter was received in Ottawa during my absence, which is the reason of the delay in answering.

I do not see in what way the Board of Railway Commissioners can do anything in the direction which you desire. We have no jurisdiction to determine how transportation charges shall be borne as between shippers and consignees. This must be settled by the usages of business or by special arrangement between the parties.

Your obedient servant,

A. C. KILLAM,
Chief Commissioner.

Ottawa, Jan. 24, 1907.

* * *

A. C. Killam, Esq.,
Board of Railway Commissioners,
Ottawa,

Dear Sir :—I beg to acknowledge receipt of your favor of the 24th ult., in reply to mine of the 15th. We quite appreciate the fact that your board has no jurisdiction to determine how transportation charges shall be borne, but we believe you have jurisdiction to determine what transportation charges are. The difficulty at present is that at certain points called "cartage points" the cartage companies have a monopoly of the cartage business, NO SHIPPER BEING PERMITTED TO CARRY HIS OWN GOODS FROM HIS WAREHOUSE TO THE FREIGHT SHEDS. This in itself is unjust and obviously nurses a monopoly.

The chief objection from the standpoint of the consignee, however, is that, this charge for cartage instead of being borne by the shipper, is by arrangement with the railway companies, added to the bill of the consignee, thereby forcing him to pay both his own and the shipper's cartage charges. The shippers tell us it is a matter between our members and the railway companies. We claim that it is not part of the transportation charges, and that your board, having jurisdiction over rates of transportation should prohibit this unjust arrangement, and forbid the railway companies from entering into arrangement with the cartage companies which provides them a monopoly, and creates a condition whereby the expense charge of the large shippers is borne by the small retailer at point of destination, who has also, of course, to pay his own cartage charges from the depot to his store.

We hope for a careful consideration of this matter by your board and if you are still of the opinion that the matter is without the bounds of your jurisdiction we will appreciate your opinion as to whether the present agreement between the cartage companies and the railway companies is a legal one, and why, if the cartage charge is as is claimed a portion of the freight rate your body has no authority to determine its regulation.

Sincerely yours,

WESTON WRIGLEY,
Secretary.

Toronto, Feb. 8, 1907.

Weston Wrigley,
Secretary Ontario Retail Hardware
Dealers' Association,
Toronto.

Sir :—Under direction of the board, I beg to enclose you herewith a copy of the chief traffic officer's report on the above matter, and to say that, in the opinion of the board, the railway companies have no right to refuse to receive and carry traffic brought by shippers to them for shipment, or to insist upon being allowed to perform the cartage from shippers' premises themselves or through cartage companies; but that if the railway companies, with the concurrence of shippers, perform the cartage and are not paid therefor by the shippers, they are entitled to charge a reasonable sum therefor in addition to the charges for transportation by rail; and it appears to the board that, in such a case, the matter is one for adjustment between shippers and consignees and not for the interference of the board.

Yours truly,

A. D. CARTWRIGHT.

Ottawa, February, 19, 1907.

REPORT OF CHIEF TRAFFIC OFFICER.

Referring to the letter dated Toronto, February 8th, from Weston Wrigley, secretary of the Ontario Retail Hardware and Stove Dealers' Association; as directed in your letter of the 11th inst., I beg to report as follows :

The points at which the railway companies have established the cartage system are :

Three Rivers, St. Hyacinthe, Montreal, Ottawa, Cornwall, Valleyfield, Kingston, Don, Toronto, North Parkdale, Hamilton, St. Catharines, Guelph, Brantford, London, St. Thomas, Glencoe, Newbury, Bothwell, Thamesville, Chatham, Sarnia, Windsor, Walkerville.

The cartage services are performed by contractors, whom the railway companies refer to as their "cartage agents."

The rule with regard to cartage, as published in the tariffs of the companies, is as follows :

Rates named in this tariff are exclusive of cartage. At all stations at which the railway companies undertake to perform a cartage service, through their cartage agents, the additional charge for the service will be :

On 1st, 2nd, 3rd, 4th and 5th class freight, 1½c. per 100 lbs., subject to a minimum cartage charge of 12 cents for any one consignment.

On classes lower than 5th class (when cartage is undertaken) not less than 2 cents per 100 lbs., but the gross rate not to exceed 5th class plus 1½ cents per 100 lbs.

Mr. Wrigley makes two complaints :—First, that no shipper is permitted to carry his own goods from his warehouse to the freight sheds. He takes the ground that this is unjust and creates a monopoly. Secondly, that instead of collecting the cartage at the shipping point from the shipper, the railway companies make it a charge against the goods to be paid by the consignee.

As regards the first complaint, I think Mr. Wrigley must have been misinformed. It has always been my understanding that if the shipper prefers to cart his goods to the railway himself he is at

perfect liberty to do so, in which case he saves the extra charge which would have been collected from him, or from his consignee, had he requested the company's cartage agents to do the work. If the system has been changed during the past year or two, I have no knowledge of it.

The second complaint is one which I have often heard; but it is one which is susceptible of adjustment between the shipper and the consignee, and, under the system, would be a difficult one for the companies to eradicate. The shipper who has his shipment carted by the company may prepay the cartage charges at the forwarding point, but if he does not do so, the company must obviously bill the charge forward against the goods, in addition to the rail charges, and collect the two together from the consignee. The expense bill, or bill of charges, which the consignee receives from the company, ought to show the items of rail charges and cartage separately, and this rule ought to be imperative. If the consignee considers that the shipper, and not he, should pay the cartage at the forwarding point, he can recoup himself by deducting the amount from the shipper's account when paying for the goods.

The railway cartage system is an English institution and was imitated by the

Grand Trunk Co. in its early days. In Great Britain it has been carried to great perfection; in the United States it is not followed. The Canadian system has been modified two or three times, has been adopted by the Canadian Pacific and other companies, and has become a part of the commercial system in all the important distributing centres, where it seems to be favored for its responsibility and efficient service. At first, the entire cost of cartage was borne by the railway companies; but in 1892 the carriers first made an additional charge for the service. The extra charge was at first 1½ cents per 100 lbs., on classes 1 to 4, and 1 cent per 100 lbs. on 5th class freight. On November 15th, 1903, the rate of 1½ cents per 100 lbs., as at present charged on classes 1 to 5, was adopted.

The contract price charged to the railway companies by the cartage companies varies in different cities; but it is in all cases, so I understand, greater than the amount collected by the railway companies from the public, the difference being paid by the companies out of their rail rates.

Respectfully submitted,
JAS HARDWELL,
Chief Traffic Officer.
Ottawa, Feb. 12, 1907.

what hampered for lack of funds. The association deserves the hearty support of all its members and it should not be necessary for it to beg for funds.

OFFICERS OF BRITISH COLUMBIA ASSOCIATION.

The officers of the British Columbia Retail Hardware Dealers Association, elected at the recent convention, are as follows:

President, L. B. Lusby, of Anderson & Lusby, New Westminster.

Vice-president, C. Snell, of J. A. Flett & Co., Vancouver.

Executive, W. Stearman, of Hodgson & Stearman, Vancouver; H. T. Kirk, New Westminster; R. A. Ogilvie, of Ogilvie Hardware Co., Victoria.

The association at present takes in the cities of Victoria, New Westminster and Vancouver, and hopes to increase its membership by including the surrounding towns, and later on the dealers in the interior will probably form a distinct association.

WESTERN ASSOCIATION NOTES

In different parts of the west, local meetings of the various branches of the Western Retail Hardware Association are being held. This is an encouraging sign, as local matters can be handled satisfactorily only by local meetings.

A successful meeting was held in Dauphin, Man., one night last week. Secretary McRobie had planned to be present, but owing to uncertain train service on the Dauphin line, did not manage to attend.

The hardwaremen on the Kirkella branch are alive to the benefits of local organization and very successful meetings have been held recently at Abernethy and Strasburg.

A big meeting was held at Neepawa this week.

of Lundy & McLeod, is enthusiastic in his support of the association.

* * *

Smith & Gaetz, of Red Deer, Alta., have written Mr. McRobie a very sensible letter which Hardware and Metal takes pleasure in reproducing:

Ded Deer, March 4th, 1907.
J. E. McRobie, Esq.
Sec-Treas., Winnipeg.

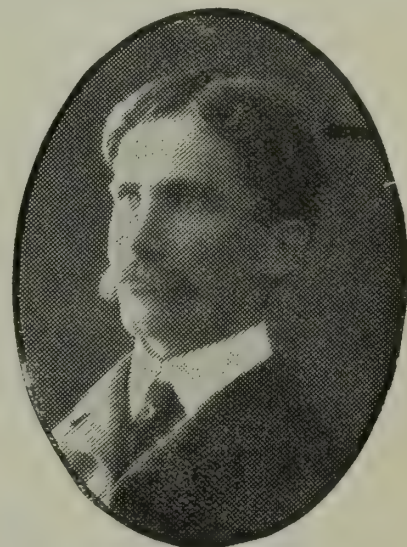
Dear Sir,—Although we were unable to attend the convention, we are glad to learn that it was successful and we have carefully read the circular letter of the 23rd ult., which we received. There is one item in it that appears to us must be very discouraging to the management, and that is the failure of the members to pay their dues promptly. It is hard to understand how people who are in business can be so careless and it is an evidence of a trait of character in some merchants that has contributed to the upbuilding of catalogue houses more than any other reason, viz., careless neglect of details. No other reason than carelessness can be assigned for their failure to pay their dues, and it seems to us that this furnishes a key to their general business methods. Have you ever tried passing sight drafts on the delinquent members? It is quite possible that they would be glad to accept them.

Assuring you of our sympathy in the hard, and perhaps thankless, work you are doing, we are

Yours faithfully,
SMITH & GAETZ.

* * *

Is the inference drawn by Smith & Gaetz correct? It is a fact that a large number of members have been dilatory in paying their dues and as a consequence the association is some-



H. S. CAMERON, BEAVERTON
Of Cameron & Cameron, Hardware Merchants,
Elected President of the Canadian Lacrosse
Association on Good Friday.

PARAGRAPHS OF INTEREST.

P. H. Alexander, of the Alexander Hardware Co., Hamilton, also sent his regrets and best wishes for a successful meeting.

James S. Greenhill, of Greenhill & Moffat, of Leamington, Ont., who are such strong believers in associations that the firm belong to both the Ontario and Michigan Retail Hardware Associations, writes that he was unable to attend the convention owing to stock-taking not being completed.

Chas. W. Conn, of Tillsonburg, was greatly disappointed in not being able to attend the convention, having been laid up with rheumatism for the past couple of weeks. Mr. Conn writes: "You can rest assured if it were possible for me to be around I would be there, as I am sure you will have a grand time, which will result in a lot of good being done for the trade."



A. E. CLEMENS, SEDGEWICK, ALBERTA
A Member of the Executive of the Western Canada
Retail Hardware Association.

Members from Edmonton and vicinity have written Secretary McRobie for collection forms and reports. This indicates that the association is flourishing in the Alberta capital. Mr. Lundy,

Business Management:

By Howard R. Wellington.

THE OFFICE END OF
A RETAIL STORE.

In introducing a subject of this nature, it might be said that the average merchant is usually too busy with the buying and selling end of his business to devote a great deal of time to the office end. A simple yet effective record should be kept of every transaction and accounts kept which will show at the end of a given period the exact standing of merchant. Too many are satisfied in these busy days to allow the bookkeeping end of the business to drift, and sales are made frequently at an actual loss through the lack of practical points obtainable from even a simple set of books. Merchants will continue in business year after year, finding difficulty at periods to finance their respective businesses, possibly unconsciously going backwards gradually, until one day two or three large accounts must be paid at about the same time, the merchant is forced to assign, and, upon investigation, it is found that the liabilities are about four times the assets; a payment of 20 cents on the dollar is made; the merchant is surprised at the condition of affairs simply because he has not studied the condition of his business and endeavored to remedy the fault before it became too late.

It must be remembered that the merchant, and his business, are separate and distinct, that is to say, whatever a merchant invests in his business is chargeable to the business, under such accounts as cash, accounts receivable, bills receivable, real estate, equipment, etc., capital account being credited with the total investment.

As the net profits are ascertained from year to year, the respective amounts are transferred from profit and loss account to the credit of capital account, thus showing the value of the business at any time. It is customary to keep a personal account with the owner of the business, against which are charged all withdrawals, and at the end of the period, the total is transferred to the debit of the capital account.

In a recent investigation it was found that the accounts of the merchant were kept exceptionally well. Merchandise account showed the purchases and sales less returns; bills payable and bills receivable accounts showed the outstanding bills payable and receivable; the customers' and creditors' accounts were accurately kept; an elaborate division of expenses was kept, such as postage, stationery, collection, interest, general expense, etc., but, unfortunately, one link was missing, viz., the capital ac-

count. It was impossible to ascertain what had been invested in the business at the commencement or what had been drawn from the business during the period.

In case a merchant should desire to make a change in the method of his bookkeeping, in order that his position may be accurately known at any time, the following suggestions may be found helpful:

First—Ascertain the value of the merchandise on hand. By "merchandise" is meant all goods which are being offered for sale, not including fixtures or equipment of any kind. This should be valued at the cost price to the merchant, i.e., invoice price, to which is added freight, cartage, duty, etc.

Second—Value the fixtures and equipment of the business, such as furniture, wagons, tools, lighting fixtures, etc.

Third—Ascertain the value of the bills receivable from the bill book and the accounts receivable from the customers' accounts in the ledger.

Fourth—Ascertain the value of the bills payable from the bill book and the accounts payable from the creditors' accounts in the ledger.

Fifth—Ascertain the amount of cash on hand and in the bank.

Sixth—Value the property and buildings.

Seventh—Ascertain if there are any amounts for insurance, light, taxes, etc., either prepaid or due.

With these particulars it is quite a simple matter to adjust the entries so as to commence business, or thither to continue business, with the entries recorded in a manner which will enable the dealer to know exactly where he stands at any time.

The entry will be as follows:

1—Merchandise Dr. (as per list of goods).

2—Fixtures and Equipment Dr. (as per list).

3—Accounts Receivable Dr. (as per ledger).

4—Bills Receivable Dr. (as per ledger).

5—Cash on Hand and in Bank Dr. (as per cash books).

6—Real Estate and Buildings Dr. (valuation).

7—Expense Account Dr. (prepaid items).

Cash Entries:

4—Bills Payable Cr. (as per ledger).

4—Accounts Payable Cr. (as per ledger).

7—Expense Account Cr. (items due unpaid).

Capital Account (difference between total debit and total credit).

The books are now in balance. As goods are bought charge or debit merchandise account. When sold, credit merchandise account. Add to the debit side, or purchase side, the goods on hand at the start, and to the credit side the goods on hand at the finish; the difference shows the gross gain. Against this gross gain charge all expenses, and the balance then shows net gain, which is transferred each year, as explained above, to the credit side of capital account.

WISCONSIN DEALER'S NOVEL IDEA.

A certain dealer in Wisconsin recently originated a scheme that combined the effectiveness of a good show window with the business-bringing qualities of a clever sales contest. In addition it was a sort of window display that demanded the closest scrutiny; it was simple, effective and inexpensive. He filled the window with a number of men's hunting and athletic goods and in the centre arranged the figure of a man rigged out for a camping and hunting trip into the woods. Around about were scattered various articles of sporting and athletic goods, all tagged with price marks. A card pinned to the coat of the man informed the public that a certain article necessary to the perfect equipment of a man bound for the woods had been omitted from the man's outfit. Five dollars was offered to the purchaser who named correctly the missing article. The window was allowed to stand for a week, and it was interesting to see how the people stood before it in deep study of every article it contained, endeavoring to discover what was lacking. It was on the day before the end of the week that a boy discovered the want of a hunting knife in the kit that was spread out to view. This window sold a great quantity of goods, as people took time to read the show cards and look over each article displayed. Those wishing to try for the prize had to go inside and make a small purchase, and their name and address were also obtained for future use in distributing advertising matter. There are not many better ways than this for bringing business to the dealer located in a comparatively small town.

Amongst the Salesmen

KEEPING UP STOCK.

Make it a rule with every employe, from the office boy up, to report at once any line of goods that is out or getting low and teach them as far as possible what your experience has taught you is "low" and what is "enough" in your trade," writes an experienced retailer. Otherwise where several clerks are employed one of those unexpected little runs upon an article will sell you out before you know it and probably turn several disappointed customers away into the bargain.

A system of immediate reports insures a constant warning as a run on any line begins to deplete it, a good method being to supply each clerk with cards for the purpose. When a sale is made and the cash is sent to the cashier the clerk should at once fill out a "depletion card" and send it in. The system, properly worked out to meet the needs of individual establishments, keeps its head in more constant touch with what is going on through the day than the more delayed report in its usual form.

Not only should these "depletion cards" be closely watched by the buyer, or whoever is responsible for keeping up the stock, but by the advertising man as well. He will get many points and suggestions that will greatly influence his own work.

A GOOD CUSTOMER.

The well-dressed stranger stepped into the chemist's shop, and, passing by the boy who usually attended to casual customers, approached the proprietor, who was arranging some goods on a show case.

"Mr. S., I presume," he remarked pleasantly, and the chemist turned and bowed gravely.

"I have heard by friend, Mr. Quorn, speak of you often," said the brisk man. "He told me if I needed anything in this line to come to you. He spoke of you as a man on whom who could rely with perfect confidence, who had only the best of everything, and with whom it was always a pleasure to deal."

"Mr. Quorn is very kind," answered the other, beaming with gratification. "He is one of my best customers. What can I do for you this morning?"

"Well—er—this morning, at it happens," said the stranger, with just a little less briskness, "this morning I should like, if you will allow me, to consult your directory."

"Certainly," was the calm reply.

"We also have a good selection of postage stamps as well as railway timetables, if you need anything of that kind."

TRY AGAIN.

A man walked into a grocer's shop and handed to the assistant a paper containing some white powder.

"I say," he asked, "what do you think that is? Just taste it, and tell me your opinion."

The grocer smelled it, then touched it with his tongue.

"Well, I should say that was soda."

"That's just what I say," was the triumphant reply. "But my wife said it was rat poison. You might try it again to make sure."

BEWARE—AND BE CHEERFUL.

If on life's pathway you should find

A fellow-traveler overkind,

Beware! he has an axe to grind;

Don't tumble.

If unjust censure gives you pain,

Never retract, never explain,

Do all your work with might and main;

Let them grumble.

We know the cynics' mighty host—

They do the least that growl the most;

They snarl, and nag, and brag, and boast.

Let them growl.

The fault in others that I see;

'Tis not those most ripe in me;

Should we expect all to agree

Without a howl?

For good or bad, for weal or woe,

We all shall reap whate'er we sow—

Along life's journey as we go,

Let us be careful.

By pleasant word or kindly deed,

Make love your church and peace your creed,

Of all that's good take thoughtful heed.

And be cheerful.

—J. B. WELCH.

WATERPROOF CARD-BOARD SIGNS

Card-board signs for use out of doors may be rendered water-proof by brushing over them with two successive coatings—allowing one to dry before the other is applied—of a mixture made of four parts of slacked lime in three parts of skimmed milk, with a little alum added.

A water-proof ink may be made by boiling together two ounces of shellac and two ounces of borax with sufficient water to make a solution, and then adding two ounces of acacia and sufficient lamp-black to give the desired color. The thickness of the ink is regulated by the amount of water used. Another water-proof ink is made by dissolving together by gentle heat one ounce of bleached shellac, one-half ounce of Venice turpentine and two and a half ounces of oil of turpentine, afterward adding the color—powdered indigo, lampblack, vermilion, and so forth.

NOTES.

The salesman who gets the customer's attention gives his.

There is no substitute or anything else just as good as the truth.

The clock watcher gets let out first when trade gets a little slow.

The man who never argues with a customer is the most successful.

The fellow who thinks he controls the trade soon finds out he can't even control himself.

A polite "thank you" should complete every transaction. It satisfies the patron, and costs nothing.

The clerk who talks with his customer, and not at him, always has a customer to talk with.

Know the value of a good personal appearance; do not think that any detail of your attire will escape notice.

Spend wisely your spare time; count every hour golden, every moment an opportunity, don't waste a minute at any time.

All fixtures and property of the house should be treated with the greatest care; the first scratch paves the way for carelessness.

Avoid being influenced for the wrong by other persons, have a purpose of your own, weigh counsel, but act from your own best thought.

Each day should find one doing things better than previously. Acquire the habit of promptness in every matter, large or small, which is left to your care.

Learn to show a thorough interest in a customer or any person approaching you; try to look at the matter from his standpoint as well as your own.

Make memoranda of little points while you think of them; run over the various subdivisions of your work to recall any points you may have forgotten.

HARDWARE AND METAL

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ORGANIZE DISTRICT ASSOCIATIONS.

The past year has seen a splendid development in retail hardware organization in Canada, Ontario, British Columbia and Nova Scotia having joined the three prairie provinces in Western Canada in their pioneer work of organization.

The coming year should see even greater progress made, as through the Dominion Retail Hardware Association, now well forward towards organization, Quebec, New Brunswick and Prince Edward Island should swing into line and the older provinces should round off the work already accomplished by getting the trade in every district working together. In Ontario the great work for the coming year is to double or treble the size of the membership roll, this being necessary in order to secure the best results from work already commenced.

Mr. Purvis, of Sudbury, has made the practical suggestion that three district associations be organized in the vast territory known as New Ontario. The dealers from Port Arthur to Kenora should get together in one district, from Sudbury to Sault Ste. Marie (including Manitoulin Island) in another, the Cobalt, Haileybury and North Bay

districts in another, with the Ottawa Valley and Parry Sound districts also forming separate organizations. Following out this idea strong district associations could be formed in many of the older sections of the province just as several are already in working order.

In one town not far from Toronto, wire nails have been selling up to the present for as low as \$2.10 retail, in spite of the fact that the jobbers' price is from 30 to 40 cents above that amount. Price cutting has been going on for years, but at last this foolish state of affairs seems to be likely to come to an end. Next week the four dealers will get together and if they act as intelligent business men should they will agree to stop playing into the hands of the assignee by selling for less than they can buy.

The Provincial Association is organized largely for purposes of opposing unfavorable legislation and for remedying evils which the retail trade suffers from. Price agreements do not come within its scope of action. In cases, such as referred to above, however, it does not require any extraordinary intelligence or outside assistance to see that fair prices should be asked. Any agreement entered into by merchants to charge market prices for goods cannot be taken exception to. What the law and the public objects to is the restraint of trade by organizations which arrange prices in excess of what the market demands.

District associations should be a valuable adjunct to the provincial organizations. Hardware merchants are busy men and with the scarcity of help it is difficult for dealers to spare the time necessary to attend conventions. New Ontario merchants can hardly be expected to attend conventions in Toronto in large numbers, but if district associations are formed, regularly appointed delegates could be sent down to express the wishes of the trade in those sections.

The retail hardware trade throughout Canada has made a good start towards trade organization. Many do not yet realize the advantages which can be secured by getting together. Some want to wait till the organization succeeds before putting their shoulder to the wheel. The trade will be wise if it backs up the officers of the various associations and gives them a chance to do their best work. Now is the time that help is required and all should unite to push the good work along.

NEW PLUMBING PAPER.

The second issue of the "Plumber and Steamfitter of Canada," the new paper recently announced by the publishers of Hardware and Metal, will appear next week. It will contain several able articles by Canadian writers, and readers of Hardware and Metal who have a plumbing and heating department in their business will find the new paper a valuable addition to their trade literature and one which their plumbers will read to the advantage of both employer and employee.

The new paper is an outgrowth of the Plumbing and Steamfitting Department of Hardware and Metal. For some years this section of the paper has been the only means whereby Canadian plumbers could keep posted regarding their trade and market happenings, as well as read technical articles written in plain understandable terms. The department, valuable though it was, did not give the best of satisfaction to either publishers or subscribers, as if several pages of space were given to plumbing subjects letters would be received from hardwaremen who do not engage in plumbing, objecting to too much attention being given that department. One Ottawa hardwareman actually stopped his paper a few months ago because too much space was given to plumbing and steamfitting.

The truth is, however, that the publishers have not been able to give sufficient attention to plumbing, heating and ventilating and for a long time the subject of commencing the publication of a new paper has been under consideration. The great encouragement received since announcing the new publication has shown that the trade wants a paper devoted exclusively to plumbing and heating. Already a large number of subscriptions have been sent in for the new paper but the publishers have a special offer to make to those who are already on Hardware and Metal's subscription list. The regular subscription price will be one dollar, but to present subscribers of this paper this rate will be cut in two. For \$2.50, therefore, readers can secure both papers and the publishers will be able to give a far better service to those engaged in plumbing and heating work as well as improving Hardware and Metal by having more space to devote to purely hardware subjects.

The new arrangement will give those engaged in hardware a better hardware paper, and it will provide a better plumbing paper for both the plumber and the hardware dealer who engages in plumbing and heating work. It is an improvement all round and should be satisfactory to all concerned.

THE CLERK WITH INITIATIVE.

If a census of retail store men were taken and their various qualifications noted, it would be found that a very small percentage of the men have what is expressed by the indefinite term personality. A clerk with a personality, that is, with a mind of his own—not the self-centred type,—with initiative and energy is an invaluable asset for any establishment.

Such clerks are found here and there, and they are conspicuous for their scarcity. They form the vital part of a store. Such clerks should be watched by their employers, encouraged, helped, and, above all, put in the way of doing things and developing self-confidence and control. If possible, do not give them undue attention to arouse any jealousy in the others. These clerks are valuable. Help them and they will help you.

FIRE PREVENTATIVE MEASURES.

In a paper recently read before the Toronto Insurance Institute, Paul von Szeliski, of the insurance firm of Szeliski & McLean, Toronto, discussed the great fire waste of this continent resulting from conflagrations and general causes, and arising partly from lack of adequate fire protection, municipal as well as private, and partly from poor building construction. Proper care, supervision and foresight, so largely exercised both by individual citizens, and municipal authorities of European countries in matters of fire protection and prevention, must be lacking in Canada and the United States, judging from the number of fires. Not only can few buildings be erected in a manner to make them susceptible of only a minimum of damage from fire, but also old buildings of faulty construction can be improved in many ways, and in return therefor a considerable rate reduction be obtained from the fire insurance companies.

"Fire walls," ("cut-offs," or brick division walls extending through roof) can be introduced to make floor areas as small as the demands of your business will permit; large areas are the principal cause of conflagration. Openings between floors and between rooms should be limited to those absolutely required which should be protected by automatically closing doors or traps to prevent the spreading of fires; openings toward "exposing" buildings can be protected either by shutters, wire glass windows or open sprinklers; fire buckets and standpipes can be provided with which to extinguish a fire before it can assume large proportions. However, the

best device for protection against interior fires, and which has reduced losses phenomenally, consists in automatic sprinklers, a system of pipes, variously supplied with water under pressure, generally suspended from the ceiling, and provided every 8 to 10 feet with "sprinkler heads." These heads open automatically by the heat of any incipient fires, and by the water immediately

building construction will, no doubt, prove of value. They will be followed at a later date by hints by the same way on the arrangement and safeguarding of hazards and the warehousing of merchandise by the assured so as to reduce fire insurance rates.

LET US REMEMBER

In view of the recent slump in the stock markets and its effect on the metal markets in the week the following editorial from the Wall Street Journal is significant:

"Let us remember that we have had ten years of rising prices from the very low level of 1897 to the end of 1906, during which time there has been an advance of 40 per cent, in the relative prices of commodities. The State senate of Pennsylvania is inaugurating a special inquiry into the cost of food in that State, in the belief that most of its people are paying excessively high prices for things which they must have to eat. This is a sign that the consumer is waking up and becoming critical. The investigation is likely to take a much more extended form than the limits of the current session of the legislature allow, but it is a symptom of change that should not be forgotten.

"Let us remember that every available dollar of the world's money has been working overtime and bearing more than its ordinary share of the burden, and that if the truth were known, many new enterprises would be found operating on entirely too small a basis of working capital to do themselves justice or to contribute to the security of the industrial system as a whole. This is known to be the case not only in progressive America, but also in conservative Germany.

"Let us remember that when the limits of service in cash are reached, then confidence has to be drawn upon, and that confidence to be of service as a cash substitute must find a solid foundation somewhere before it can become a working asset in dealings among men. At the rate at which liquidation is now going on, may it not be that the financial world is getting down to rock bottom where a new start may be made? Let us remember to take counsel with our waith rather than with our fears."

rushing from the opening, the flames are extinguished or at least kept in check. Watchmen's portable or electric clocks, as also central station control and alarm systems are coming into more general use.

All such improvements and devices merit allowances in the fire insurance rate and the reductions of rate thus secured are dividends on the money spent for their introduction. To some of our readers these suggestions as to

"Trotter seems to be a very happy man. He never has any bills to pay."

"How's that?"

"No one will ever trust him."

Markets and Market Notes

For detailed prices see Current Market Quotations, page 74.)

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street, Montreal, April 5, 1907.

Business during the past week or so has remained excellent in spite of the break caused by the Easter holidays, which one would be led to suppose, would bring down the average. Holidays or no holidays, the orders come in just the same and must go out on time, with the result that when a large house gets a holiday, it means really no lost time, as the staff has to put on more steam before and after, in order to make up for the day lost.

Gangs of men have in the past few days been employed cleaning the streets of ice and snow, with the result that they are now in very fair shape in most localities. There are, however, some exceptions and in these districts, the volume of business done is away below the average. Unless further snow storms are experienced, this should be made right within another week, and from that time on, everybody expects to be extremely busy.

There is nothing of any importance to report this week, conditions as regards prices and orders remaining practically at last reported.

A good trade is looked for in rubber hose this year, and a number of dealers have booked very heavily, anticipating advances in prices.

In some sizes of bolts and nuts, the shortage is still very marked, and the same may be said as applying to green wire cloth, and coat and hat hooks.

The demand for rivets and burrs, hay wire and wire nails is exceedingly strong without any change in quotations, in spite of the trouble manufacturers are having to supply the demand.

Wire nails seem to be supplementing the cut article in a more or less degree as the demand for the latter is not so strong as formerly.

Building paper is still in steady demand, but manufacturers report that this is only the general condition of affairs, as they do a very even business nearly all year round.

Ammunition seems to be coming to life like the bears, after their long sleep, but shot is still in the land of oblivion.

Horseshoes, horsenails, poultry nettings, lawn mowers, binder twine, etc., show no special features over last week's reports.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 5, 1907.

The demand for all lines of hardware is brisk, so much so in some cases as to cause a scarcity. Trade conditions are very good and should within a couple of weeks more be much better.

The business in screws is good, with firm and unchanged prices.

Wire nails continue to be very scarce. They are now 3¢ all the way up. The

ed as being very firm in the Old Country, with no prospects for lower figures for four or five months. We have only lowered our figures, as shown above, because some dealers advised us that they were quoted a little high, and not from any changes in general conditions.

It is thought among metal men, that the slump experienced in copper last week was due directly to the same conditions in financial circles, and that as soon as the stock markets steady down to their normal condition, metals will do likewise, and stop fluctuating.

All other metals in the Montreal market are without feature this week and remain practically the same as when last quoted.

In the States, the depression due to the recent floods at Pittsburg and throughout the Ohio valley, are rapidly disappearing, and the congestion of southern iron south of the river appears to be relieved somewhat.

The car condition, however, seems to be as bad as ever and shipments are still going forward very irregularly.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 5, 1907

The Easter holidays have interrupted trade somewhat, but things are moving along on the local market with little happening to excite comment. The demand for material keeps up and jobbers report that not for many years have stocks of finished materials been so light as at the present time. All sheets are short and the demand is far greater than the capacity of the jobbers to secure supplies, even though the railways are doing much better work than for some months back.

Of price changes there is little to report locally. There has been a decline in the speculative price of copper in response to the slump on the stock markets, but as Calumet and Hecla has made a large sale of copper at 25 cents for June and July delivery, the opinion is expressed in New York that lower prices cannot be expected for six months at least. Local jobbers say that at the above price there is nothing in handling copper business at their present Toronto price of 26 cents. We are marking down the quotations on sheet zinc and zinc spelter 25 cents each.

Before the Easter holidays the metal markets in London were very weak but on the re-opening on Tuesday morning prices jumped back to near their former level, the advances totaling as follows: 30 shillings on tin, 15 shillings on copper, 2½ shillings on lead, 5 shillings on spelter, and from four to six pence on pig iron warrants.

In the States confidence in the strength of the metal markets seems to be gaining ground. The Metal Market Report draws the conclusion from recent purchases of pig iron that the iron market is in no serious danger before the close of the year. It is a sign of great strength in the financial position of the American market that no failures fol-

changed.

Ingot tin advanced about £2 in England, but the prices here have not been altered.

We have advanced our prices on some sizes of galvanized sheets and are now quoting "Ordinary," 18x24x52, \$4.35; 18x24x60, \$4.60; 20x28x80, \$8.70; 20x28x94, \$9.20.

We have cut our prices 25 cents per 100 lbs. on sheet zinc and zinc spelter, and now quote: 5 cwt. casks, sheet zinc, \$7.75; part casks, \$8; foreign zinc spelter, per 100 lbs., \$7.25; domestic, \$6.75.

Galvanized iron and sheets are report-

lowed the recent slump in railroad and industrial stocks. It is also interesting to note that the inventory contained in the report of the U.S. Steel Corporation just issued, shows that concern to be carrying more than double the quantity of pig tin, spelter and lead that it did one year ago. If the corporation looked for lower prices its stocks would certainly be in a different shape.

Pig iron keeps very firm with all the Canadian furnaces booked up for the year, and prices of Summerlee and Middlesboro unchanged at \$25 and \$22.50, respectively. The floods in the Pittsburg district are over, but no iron is obtainable from that quarter.

Lead and antimony remain as before, with a fair business being done. Tin plates, galvanized sheets and other finished materials are in active demand and old material is moving in large quantities on account of the high prices generally ruling.

London, Eng., Metal Markets

From Metal Market Report, April 3, 1907.

PIG IRON.—Cleveland warrants are quoted at 53s. 7½d., and Glasgow standard warrants at 52s. 7d., making prices as compared with last week on Cleveland warrants 9d. higher; on Glasgow standard warrants, 7d. higher.

TIN.—Spot tin opened weak at £184, futures at £181 15s., and after sales of 550 tons spot and 450 tons futures, closed weak at £183 for spot and £181 for futures, making price compared with last week, £1 7s. 6d. higher on spot and £1 7s. 6d. higher on futures.

COPPER.—Spot copper opened weak at £93 15s. and £95 15s. for futures, and after sales of 600 tons of spot and 1,500 tons of futures, closed weak at £91 15s. for spot and £93 10s. for futures, making prices as compared with last week, £5 2s. lower on spot and £5 2s. lower on futures.

LEAD.—The market closed at £19 12s. 6d., making price compared with last week, 6s. 3d. higher.

SPELTER.—The market closed at £26, making price compared with last week, 5s. higher.

United States Metal Markets

From the Iron Age, April 4, 1907.

In its ultimate analysis the financial situation dominates the future of the iron trade for the second half. By far the greatest part of the orders now on the books, notably those coming from the railroads, were financed long ago and will go through; but the troubling question is what requirements will come up when the work in hand is delivered. The trade will welcome some slackening, but is really nervous over the danger that the demand may sink below the normal. The hysterics of the railroads should be discounted; on the other hand the flat-footed denials that there have been no cancellations and no withholding of specifications should be accepted with reserve.

The pig iron markets have been rather quiet in all the principal distributing and primary markets, and there are some indications of easing prices. Buyers are again beginning to be highly critical of quality, which is usually one of the earliest indications of a desire to

claim adjustments. Deliveries are beginning to be better, and cases are cropping up where prices recently ruling firm for later deliveries are being accepted for earlier deliveries. Spot iron, while not as scarce as it was, still commands a handsome premium.

The Steel Corporation has exercised its option for 15,000 tons of May Bessemer pig. A lot of 9,000 tons of Bessemer pig for the second half has been sold at \$21, Valley furnace.

In the lighter lines the heavy pressure for deliveries continues unabated. The American Sheet & Tin Plate Company cannot promise deliveries on galvanized sheets inside of 24 weeks, on blue annealed sheets 20 weeks, and on box annealed sheets 18 and 19 weeks.

The leading interest has opened its books for tin plate for the third quarter at \$3.90, and is taking a good many orders at that figure.

From the Iron Trade Review, April 4, 1907.

Blast furnaces throughout the eastern district are sold fully five months ahead, and in the central west a considerable number of furnaces are sold six months ahead. Hence furnace interests are not anxious to sell, and on the other hand, buyers are not eager to contract at the present time. The market is quiet but firm in the north. In the south, foreign competition is more strongly felt. Imported iron is now being delivered at New Orleans at \$19.50 duty paid. Deliveries from the south have improved greatly and the tonnage on southern yards has been much reduced. Conditions in that section can be described as distinctly easier, although large producers are still very firm in their views of prices. The new freight rates are now effective after having been postponed two months. Consumers pay the freight.

Specifications on nearly all kinds of finished material are the heaviest on record. Eastern mills which have been obtaining large premiums on plates are now supplied with orders for two or three months, and mills in the Pittsburg district cannot take orders for delivery before August or September. With the coming of milder weather the already very heavy demand for wire products has been increased, many orders coming from jobbers, and mills are overwhelmed with business. Heavy inquiries for standard section rails from steam lines are pending and traction interests are also prominent in the market.

Nova Scotia News

Halifax, N.S., March 28, 1907.

Mine operators, mine managers and mining engineers, representing all the great mining industries of this province, assembled here this week to attend the annual meeting of the Mining Society of Nova Scotia. The meetings were held at the Board of Trade rooms and the sessions, which were largely attended, were presided over by the president, A. A. Hayward. A number of interesting and valuable papers were read, included in which were the following:—

Mine pumping with direct connected turbine pumps, by P. H. Moore, M.E., of Bridgewater.

Sinking and timbering of the Allan

shaft, in Pictou county, by H. E. Gall, M.E.

George W. Stuart, of Truro, gave a paper on the decline of the gold mining industry in Nova Scotia.

An interesting discussion took place on the deposits of tin in Nova Scotia. Harry Piers, of Halifax, described an examination that he had made at New Ross, where tin had been found. It was announced that an expert would likely be sent to New Ross to make a report on the deposits.

The society appointed a special committee to report on the fire clay of Nova Scotia.

Other papers read were: Notes on the property of the Seal Harbor Mining Co., by T. G. Mackenzie; Classification of Coal, by A. L. MacCallum; Coal Shipping Piers, by Hiram Donkin, C.E.; Geological Conditions of the Iron Ores of N.S., by Prof. Woodman; Coal Sampling, by Prof. Woodman; Londonderry Furnace Practice, by H. S. Badger; Sibley Mine, North Brookfield, by E. Percy Brown.

The following were elected officers:—President, C. J. Coll, manager of the Acadia Coal Company; first vice-president, Prof. J. E. Woodman, Dalhousie University; second vice-president, T. J. Brown, general manager Nova Scotia Steel and Coal Company; secretary-treasurer, H. M. Wyld; council, J. A. Johnson, F. H. Sexton, R. H. Brown, H. S. Poole, Geo. Stuart, B. F. Pearson.

Mining Society's Banquet.

One of the pleasantest features of the meeting was the banquet at the Halifax hotel, which was attended by over two hundred guests. The banquet was the most brilliant in the history of the society. The band of the Royal Canadian Regiment furnished excellent music.

Robert Reford, of Montreal, chairman of the Royal Transportation Commission in Canada in 1903-4, delivered an interesting address on transportation problems, in which he drew attention to the fact that the distance between Great Britain and Canada, or say, the port of Liverpool and the port of Halifax, is more than 700 miles less than the distance between Liverpool and New York, and that a still greater difference exists in Canada's favor between Canada and the United States Pacific ports and Japan, so marking out Canada as the natural ferry route for travel, mails and express freight across both oceans, and for the all-round-the-world travel which has already commenced and is likely to develop into great things in the future.

The average time of passage between Liverpool and New York is seven days, which can be cut down to four by 25-knot steamers between Halifax and Stranaer, and perhaps Liverpool, and possibly 3½ days by using an Irish port, so making it possible to run a bi-weekly line between Great Britain and Halifax, with four steamers in commission, and one in reserve, as against six steamers, and one in reserve, that would be required for a similar service with New York.

He believed the proposed route between Halifax and Ireland, with proper appliances, would soon become the favorite one, and cut out New York, for not only all Canada's mails and passengers, 75 per cent. of which now come and go via New York, but also for western states traffic as far south as San Francisco, and for the travel between Europe

and Asia, assuring as it would, a maximum of comfort and safety, with a minimum of expense. As things are now, all passengers and mails via Liverpool and New York via Queenston are subjected to great delays, and passengers to heavy expense in New York and also Liverpool, all of which could be saved by rightly arranged sailings from Halifax and a British port, sailings from both of which should be at noon on Wednesdays and Saturdays, trains running alongside the steamers and transferring their mails and passengers directly into same, and vice versa trains meeting steamers and taking their passengers from them.

Halifax, N.S., April 1.

The executive of the Maritime Hardware Association met in Halifax last week to consider a revision of prices. The following representatives from St. John were present: John Keefe, William Smith, Fred H. Murray and John A. McAvity. The changes in the list were as follows:

Raw oil, from 60 to 65 cents per gal. Boiled oil, from 65 to 68 cents per gal. This is an advance in the price of both.

Turpentine, from one to four barrel lots, \$1.05 per gal.; for over five barrels the market is open. Previous to the change the whole market was open.

Poultry netting rolls: 50 yards, 12 x 2 inches, 19 gauge, 80c. per roll; 18-in., \$1.15; 24-in., \$1.55; 30-in., \$1.95; 36-in., \$2.30; 48-in., \$3.10; 60-in., \$3.90; 72-in., \$4.60. This is a reduction all round, the old figures being restored.

Sheet iron: Black, 16 gauge, \$3; 18 x 20, \$2.60; 22 x 24, \$2.65; 26, \$2.80. This is an advance of 10 cents per 100 pounds.

Sheet zinc is reduced 75 cents per 100 pounds. It is now quoted at \$7.75 for cash lots.

Galvanized barbed wire has been advanced from \$2.55 to \$2.80 for carload lots, and for less than car lots, \$2.90.

Plain twisted wire fencing is also advanced from \$3.15 to \$3.25. This advance is said to be due to the change in the tariff.

Plain galvanized wire, 9 gauge, is now quoted at \$2.75, and 12 gauge at \$2.90.

Wire nails are also higher, \$2.60 base being the price quoted. This is an advance of ten cents.

* * *

To better enable it to increase its output and meet the demand for its product, the Sydney Cement Company has decided to instal an additional mill to the present equipment. Manager Burchell contemplates an output of eight thousand barrels before the close of next season.

* * *

J. W. Clarey, of the Pyles Electric Headlight Company of Chicago, accompanied by C. S. McCarthy, of Moncton, is visiting the eastern section of the Intercolonial Railway for the purpose of instructing the enginemen of the road in the mechanism of the new light. In the course of a few weeks it is said

the I. C. R. will have forty more of these lights in use on the road.

* * *

J. H. Hamilton, who resigned his position as town engineer of Amherst, has accepted the management of the Maritime Gypsum Co.'s quarries at Amherst Point.

* * *

Business is booming in the town of Amherst and the big industries are taxed to their capacity. Rhodes, Curry & Co. are now turning out an average of twelve cars per day. In the freight car shop work is being pushed on the order of 2,500 cars for the Grand Trunk Pacific. The work is retarded somewhat by the scarcity of stock. Two motor cars for the I. C. R. are also being constructed in the freight car shop. In the passenger car shop combination baggage and express cars and first-class cars for the Canadian Northern are being constructed, and axles are being turned out for the C.P.R.

The Robb Engineering Company is also sharing in the prosperity and orders are coming in from all quarters. Among those recently received were:

From Western Fuel Co., of Vancouver, B.C., 200 horse power Robb Armstrong-Corliss engine.

From Canadian Fairbanks Company, Montreal, two 45 h.p. and one 95 h.p. portable boilers. These boilers are for use in British Columbia saw mills.

From Canadian Pacific Railway Co., one Robb-Armstrong cross compound Corliss engine of one thousand h.p., and a one hundred h.p. Robb-Armstrong slide valve engine. This machinery is for the Angus shops at Montreal. This makes ten Robb-Armstrong engines ordered by the C.P.R. for these shops.

Messrs. Haley & Son, of St. Stephen, N.B., have ordered a 100 h.p. engine for their American plant in Calais, Me.

* * *

The firm of I. Matheson & Company, of New Glasgow, N.S., announce that they will this summer build for the firm of J. W. Carmichael & Company, a large three-masted steel schooner, 140 feet in length, and 490 tons burden. Several of the gentlemen connected with these firms, in the older days, were interested in wooden shipbuilding, an art in which they excelled, and there is every reason to believe they will be equally successful in steel shipbuilding. The builders have had considerable practice along this line. They built the steamer Mulgrave and one or two smaller tug boats, and more recently they completed for the Dominion Government three large steel scows for dredging purposes. The new schooner will be the initial one of what should be a most important industry in Nova Scotia.

Printer's ink is the best tonic for a business that has got that tired feeling. Use it winter, spring, summer and fall. Use it as a preventive as well as a cure.

N.B. Hardware Trade News

St. John, N.B., April 2, 1907.

John Keefe, vice-president, T. Carleton Lee, Wm. H. Smith and F. R. Murray, who were in Halifax last Tuesday, attending the quarterly meeting of the Maritime Hardware Association, returned home the latter part of the week. Mr. Keefe said the business was mainly of a routine nature, no material changes in prices resulting. The annual meeting of the association will be held in Yarmouth (N.S.) about the middle of July.

* * *

Word reached here on Thursday last of the death at Sharon, Mass., of Jas. C. Robertson, formerly manager of the Harris car works here. Mr. Robertson had made his home in Sharon for some years past. He was in his sixty-third year and is survived by his wife, who was Miss Sarah Harris; one son, Harold S., in Sharon, and two daughters, Mrs. McKenzie, in Sarnia, (Ont.); and Miss Kathleen, at home.

Mr. Robertson came here from Halifax and was for a long time manager of the extensive Harris works, in the north end. After the transfer of the works to Amherst, he was connected with the Portland Rolling Mills for some years, later removing to Springfield, Mass., and two or three years ago to Sharon. He was interested in the oak lumber business in the States, and was also a director of Rhodes, Curry & Co., Amherst.

* * *

T. S. Simms, head of the T. S. Simms Company, brush manufacturers, of this city, is making a tour of Palestine and other eastern countries. He expects to be absent three or four months.

* * *

A labor struggle on a small scale is reported at Dunbar's foundry, in Woodstock. On Thursday last nearly all the men and apprentices went out on strike, demanding an increase in wages and a nine hour day on Saturday. The main grievance appears to be in the action of the firm in bringing out five or six workmen from Scotland, on a yearly contract, at \$2.75 per day. The men claim that the wage is higher than they are receiving, and the Scotchmen, not being familiar with the work or machines, have not made good. The strikers ask for an increase in pay or the reduction of the imported workers' pay to the average received by the other men.

* * *

Letters patent have been issued, incorporating H. W. Gross, J. Willard Smith, James McGivern, Herbert H. Smith, Hedley McKinnon, Charles A. Peck, Walter B. Dickson, and others, as the Hillsboro Hardwood Flooring Co., with a capital stock of \$30,000.

W. Malcolm MacKay, Frank S. White, Andrew Dodds, Susan Rankin MacKay, and Fred R. Taylor, of St. John, are seeking incorporation as W. Malcolm MacKay. The object is to acquire and carry on the business of W. Malcolm MacKay, lumber merchant. The capital stock is to be \$100,000, and St. John is to be the chief place of business.

Stanley Harris, who has been in the employ of T. McAvity & Sons for some years, will leave shortly to take charge of the retail store of Phillip Grannan, Main Street.

* * *

The contract for the large railway wharf at Souris (P.E.I.) has been awarded to E. A. Walberg, Montreal. This wharf will be built of reinforced concrete.

* * *

R. Chestnut & Sons, of Fredericton, are making a shipment of six of their canoes to Australia.

* * *

The electric plant of the Sackville Electric Light & Telephone Company has been purchased by Charles W. Fawcett and Charles Pickard of Sackville. It is understood the system will be put in first-class shape.

* * *

James Hunter, the well known dealer in electrical supplies, was surprised on Thursday evening last when about forty lady and gentlemen friends called upon him and his wife and presented them with a handsome silver service, it being the 25th anniversary of their wedding.

* * *

William Hare, representing T. McAvity & Sons, of this city, left on Monday for a trip to the north shore. He reports that business has been exceptionally good this season, especially in mill supplies.

* * *

A meeting of a number of prominent merchants was held in the Board of Trade rooms on Thursday of last week, at which Supt. G. M. Jarvis and L. R. Ross, terminal agent of the I.C.R., were present, and the need of increased facilities in the I.C.R. yards and warehouses was discussed. It is probable that extensive improvements will be made, as the present conditions are very unsatisfactory and the merchants are put to great inconvenience in getting goods delivered promptly.

ONLY ONE OF MANY.

"You deserve to be complimented on the magnificent Spring Number of Hardware and Metal and also on the very prompt manner in which part of the convention proceedings were given in last week's issue," wrote G. A. Binns, Newmarket, on April 4.

This is only one of many letters received complimenting the publishers on the excellence of the Spring Number. We appreciate the commendations, but would equally appreciate a few kicks or suggestions as to how the paper can be still further improved.

The Schultz firm, of Hamilton, has reorganized under the name of the Schultz Mfr Co. The annual meeting was held at Hamilton, the following officers being elected: E. Schultz, president and managing-director; A. H. Brittain, Montreal, vice-president; E. A. Schultz, jr., superintendent; E. L. G. Whately, secretary. The company in the future will pay more attention to the manufacturing of lamp and lantern burners and their lantern globes.

COBALT COMPARISONS

From The Financial Post.

The luring mining advertisement which early last autumn heralded some new promotion had usually this to say:

Foster was 80 cents, now \$3.50.

Buffalo was \$1, now \$3.95.

Nipissing was \$5, now \$30.

Hudson Bay (mine) was \$1, now \$110.

At that time one might with greater force have said:

C. P. R. was \$48, now (about) \$200.

Hudson Bay (the real) was £20, now £120. (An advance of 500 points.)

Canada Northwest Land was \$2, now \$520.

We are going back at the most nine years in the low quotations.

In the excitement over Cobalt the temptation to share in some of the new found fortunes, many of them yet on paper, is keen. The small investor, the man who has a few savings put by and the widow who depends for her existence on her income from a well invested capital, should leave mining stocks alone. As one American authority put the case, mining stocks should be bought only by the men who have made mining a business or the rich individuals who can afford the hazard a mining proposition inevitably entails.

No one who has seen Cobalt can doubt the mineral wealth that is self-evident. Its extent has yet to be determined. The successful mine-buyer conducts his purchases in a conservative manner. The big men usually want to see a large percentage of the purchase money in sight. The discreet buyer will not pay a million dollars for a mine unless he sees \$750,000 worth of ore in sight.

The public in the stock craze are at present paying on a basis of millions for properties that can show the expert only a small fraction of the capital.

Prizes are not confined to mining alone. Almost equally as good results have been obtained, and may yet be obtained, out of absolutely sound investments.

A wage-earner who had \$300 laid by could have bought in 1897 six shares of C. P. R. With the additional issues of stock in 1902, 1904 and 1906, assuming that he had put by \$100 yearly, he would now possess for a total outlay of \$900 12 shares. Those market prices may be placed (for the purposes of illustration in any event) at \$2,400. In the nine years he has, besides, received in dividends nearly \$50 more.

Consider even a bank stock, Imperial Bank for a good example.

In 1897 he could have bought two shares for \$360. In 1906, if he had saved \$100 per year and invested it in the new stock issues, he would have paid out \$1,300 and own eight shares worth \$2,000, and would have received in the meantime \$300 in dividends.

Take Hudson's Bay Company (not the mining concern). It is true there is something remarkable about the name

of Hudson Bay in the stock market. In 1905 he could have bought one share for \$250. In less than eight months he could have sold it for \$625. Dividend meantime was \$20.

In 1897 he could have bought one share for \$100.

Canada Northwest Land could have been bought in 1907 on the basis of \$2 a share. That share can now be sold for \$520.

The legitimate investments required a little longer time, but they will last a little longer in all human probability.

Cobalt has produced up to the end of the year something over \$5,500,000, a remarkable record for a new camp, but when compared with the extent of flotations, which run about \$250,000,000, quite out of keeping.

The production has been as follows:

Government Report, 1904 ...	\$ 136,218
Government Report, 1905 ...	1,468,524
Government Report, 1906, nine months	1,750,344

\$3,355,086

In October, shipments were 1,201 tons. November was less, with 725 tons. December values are higher, but the \$5,-500,000 mark can hardly be passed.

The unsafest guides as to stock proposals are the men who live in the camp. Cobalt is so exceptional in surface showings and in the ease with which ore is quarried, rather than mined, that one can readily understand the optimism of the man on the spot.

To quote an instance, the City of Cobalt prospect is one of the most highly regarded prospects in the camp. This claim is situated in the town itself. It lies largely under the houses. The company formed for its exploitation secured the mining rights by giving agreements for stock to the owners.

The promoters considered the claim was conservatively capitalized at \$500,000, in shares of \$1 each. No certificates were issued. Trading in the camp soon began in agreements for the stock when delivered. The spectacle was immediately presented of men buying pieces of paper, some of them written in lead pencil. The sales began about \$1.50, then \$2, then \$3. In early November it was a favor to secure a prospective share at this price. By the end of the month transfers were being made at \$6, even at \$8. No work had been done beyond the stripping of a vein. The bulls claimed that every vein in the camp ran into the city of Cobalt.

The fact was, that the Buffalo vein had been uncovered. Thus the merest prospect was being traded in on a basis of millions, and not even a certificate issued or any development work done. Any consideration of the difficulty of mining on this particular property was lightly brushed aside.

Cases like these should be better warnings than any sermon.

MANITOBA HARDWARE AND METAL MARKETS

Market quotations corrected by telegraph up to 12 a.m. Room 511, Union Bank Building, Winnipeg, Man.

Advances in galvanized iron, Canada plates, and tin plates are the features of the market this week. As noted last week, wire nails have been advanced 10 cents per cwt. All lines of builders' hardware and building material of all kinds are in brisk demand. Wholesalers still complain of delayed shipments between Fort William and Winnipeg and great difficulty is reported in distributing goods among the western trade. Business is very active and were it not for unsatisfactory transportation facilities, the trade would have little reason to complain. Collections are improving.

LANTERNS—Cold blast, per dozen, \$6.50; coppered, \$8.50; dash, \$8.50.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9 \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.00; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.96; 11, \$3.02; 12, \$3.10; 13, \$3.20; 14, \$3.30; 15, \$3.45. Annealed wires (uncoiled) 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

HORSESHOES—Iron No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILS—Capewell brand, quotations on application. No. 10, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c., per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M" brand and other brands, 55 to 60 p.c. Add 15c. per box.

WIRE NAILS—\$2.95 f.o.b. Winnipeg, and \$2.50 f.o.b. Fort William.

CUT NAILS—Now \$2.90 per keg.

PRESSED SPIKES—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS—Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS—Bolts, carriage, ¾ or smaller, 60 per cent. bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stone bolts, 70 and 10 p.c.

RIVETS—Iron, 60 and 10 p.c.; copper, No. 7, 43c., No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—¼ in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, \$4.50; ½, \$4.25; 9-16, \$4.20; ¾, \$4.25; ¾, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory doz., \$3.15; No. 1, \$1.90. No. 2, \$1.60; octagon, extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. dis. off list; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$4.50; Black Prince,

\$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS—Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS—Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-inch, per 100 feet length, \$9; 7-inch, \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ per cent.; other galvanized lines 30 per cent.

CORDAGE—Rope, sisal, 7-16 and larger, basis, \$11.25; Manilla, 7-16 and larger, basis, \$16.25; Lathyrn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS—Royal Canadian, \$35; B.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 p.c.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.

AMMUNITION, ETC.—Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot, ordinary, per 100 lbs., \$7.75; chilled, \$8.10; powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, ½ inch, \$2.65; ¾, \$2.80; 1, \$3.50; 1¼, \$4.40. 1, \$6.35; 1¼, \$8.65; 1½, \$10.40; 2, 13.85; 2½, \$19.00; 3, \$25.00. Gal-

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephen's Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand Will you supply it in your territory?

Write for our special pan, tells how "We help you sell."

G. F. Stephens & Co.

Limited

PAINT AND COLOR DEALERS

WINNIPEG,

CANADA

THE Winnipeg Paint and Glass Co. Limited

Our name stands for Quality, Goods, Right Prices,
Prompt Shipments, Fair Dealing.
If it's Paint or Paint Specialty Goods we have it.
Complete Paint Catalogue just out, write for one.

WE MAKE SHOW-CASES, OFFICE, BANK AND BAR FIXTURES

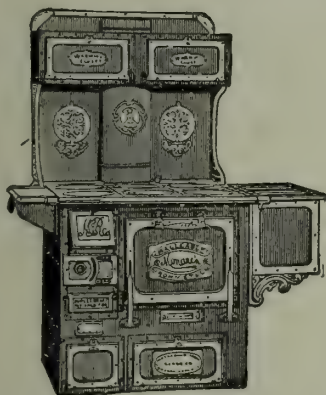
CALGARY

Warehouses

WINNIPEG

Monarch Malleable Range

HIGH-CLASS IN EVERY RESPECT



Made of Malleable Iron throughout and constructed on scientific principles. The range that will stand the hardest kind of usage and consume the least possible amount of fuel. The Range that every Stove Dealer should have for a leader.

Write for Catalogue No. 9, and booklet "Our Plan" outlining system we follow in assisting the dealer to create inquiries and close sales.

MERRICK-ANDERSON COMPANY
WINNIPEG, MAN.

vanized iron pipe, $\frac{3}{8}$ inch. \$3.75; $\frac{1}{2}$, \$4.35; $\frac{3}{4}$, \$5.65; 1, \$8.10; $1\frac{1}{4}$, \$11.00; $1\frac{1}{2}$, \$13.25; 2, inch, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON.—Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.90, 30 gauge or 10 $\frac{3}{4}$ oz., \$5.20; Queen's Head 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20x28, box \$10; IX charcoal, 20x28, \$12; XXI charcoal, 20x28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES—18x21, 18x24, \$3.50; 20x28, \$3.80; full polished, \$4.30;

LUBRICATING OILS—600W. cylinders, 80c.; capital cylinders, 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

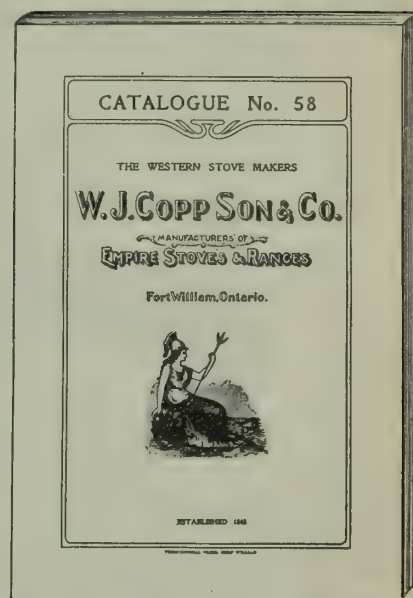
PETROLEUM AND GASOLINE—Silver Star in brls., per gal., 20c.; Sun-

light in brls. per gal., 22c.; per case, \$2.35; Eocene in brls., per gal., 24c.; per case, \$2.50; Pennoline in brls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; Engine gasoline in barrels, gal. 27c., f.o.b. Winnipeg in cases, \$2.75.

PAINTS AND OILS—White lead, Pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2 $\frac{1}{2}$ c.; in kegs, 3 $\frac{1}{2}$ c.; turpentine, barrel lots, Winnipeg, \$1.01; Calgary, \$1.08; Lethbridge, \$1.08; Edmonton, \$1.09. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to \$17.30.

Empire Stoves and Ranges



Have you received a copy of our 1907 catalogue? It will cost you just one cent—a post card—it cost us hundreds of dollars. It's worth your while, and you are worth the best we can give you. We offer both gladly.

W.J. COPP SON & CO.
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

DAVID REID & CO.

Hardware Commission Merchants

Room 22 Stanley Block, - Winnipeg, Man.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg and the North West.

We have sub-agents throughout Western Canada

BEST OF REFERENCES

Novelties for the Hardwareman

NEW MARLIN REPEATING RIFLE, NO. 20.

The accompanying cuts show the new Model 20 repeater manufactured by the Marlin Firearms Co., New Haven, Conn. This rifle is operated on the popular trombone principle, having solid top, side ejector and regular closed-in Marlin frame. The solid top does not hold rain or snow, thus preventing rust; it provides a wall of metal between the shooter's head and the cartridge, and prevents powder and gas from blowing back into your face. The following are the specifications of the new rifle: It holds 15 short, 12 long or 11 long-rifle cartridges. The barrels are octagon, with only one length, 22½ inches. It has the ivory bead front sight, and a special adjustable, flat-top rear sight. The buttstock is of black walnut, 13¼ inches long, with a drop at the comb of 1 9-16 inches, and 2½ inches at the heel. The length of the gun over all is 39¼ inches; length taken down, 26 inches.

NEW PATENTS.

T. S. Morton, Quincy, Ill., has secured a patent on a new lock comprising a

can be thrown out of gear by a single manipulation of the parts, and can be used for making a single rivet at a time.

R. S. Whipple and J. A. Olessak, Philadelphia, have secured a patent on novel details of the construction for a



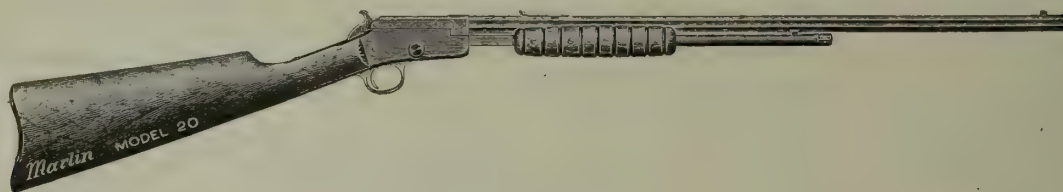
Marlin Model—No. 20 in Sections.

wood-turning tool and a caliper attachment.

J. Garrigan, New York city, has secured a patent on a new coffee and tea flask provided with a centre draft-tube, down which air is drawn to cause the lamp-flame to spread over the bottom of the flask, causing quick heating of the fluid.

ing of the wires characteristic of most hooks. Anyone wishing further information regarding this hook may get same by writing the company.

An ounce of confidence in yourself is better than a pound of confidence in others.



New Marlin Rifle—Model 20.

casing, a sliding latch, and a gravity member pivoted in the middle of its head and below the pivotal connection of the same with the latch.

J. P. Tibbits, New York city, has secured a patent on a device for holding

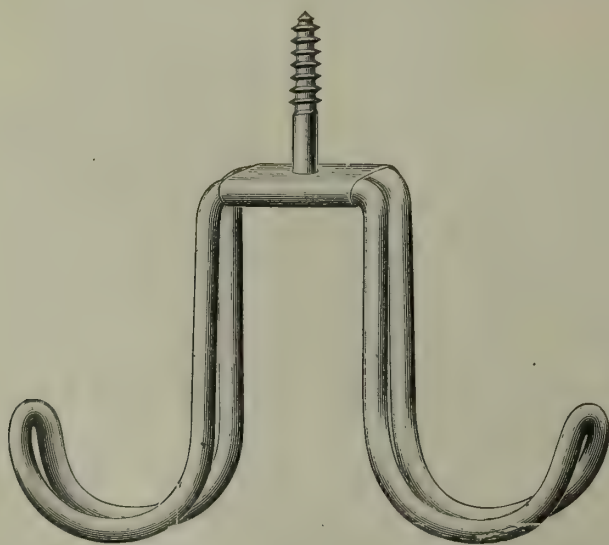
the swelling of the sash or other causes. It consists of a lever with a reduced end to work in a recess of the lower frame

J. S. Hawley, New York city, has secured a patent on a window jack for prying up windows stuck by reason of

'TIS TIME TO GET BUSY.

The average retail dealer has to contend with pretty keen competition and is so situated that he cannot get even his legitimate share of the trade of his community without making a strong bid for it. Many fail to get the results they should out of their "Housecleaning Department," owing to the erroneous impression that people must have these goods and will therefore call for them, so tuck them away in obscure corners—nine chances out of ten entirely out of the customer's view—and, as a consequence, sales are light. Make a grand display, including paint brushes, varnish brushes, scrubbing brushes, waxing brushes, stove brushes, hair brooms, window brushes, window rubbers, cornice dusters, cobweb brushes, wall sweepers, feather dusters, plate brushes, brooms, pails, tubs, washboards, clothes pins, mops, wringers, step ladders, baskets, clothes lines, etc., a wide range of goods that surely will enable you to make a number of attractive displays, and then business is bound to come your way.

If bought right, displayed right, advertised right, and sold right, the profit will be a good one, which depends, however, upon carrying a standard line of goods, and the utmost care should be used in selecting only guaranteed goods with an undoubted reputation as to reliability.



Bradley Metal Clasp Ceiling Hook.

plates and saucers in such position as to allow the same to drain thoroughly.

J. Buckley, Waterbury, Conn., has secured a patent on a multiple machine used for making rivets and nails, which

of the sash and carrying fulcrum-blocks of different heights at opposite sides.

Business follows the crowd. In other words, business makes business.

HARDWARE TRADE GOSSIP

Ontario

J. H. Willmott, tinsmith, Milton, is advertising his business for sale.

J. S. Allen, Burlington, has sold out to H. B. Murphy, of Oxford Mills.

T. W. Fullerton, Monkton, was married last week to Miss Jessie Huggins, of the same village.

J. S. Millar, of the Bond Hardware Co., Guelph, has recently bought 32 building lots in that district.

H. Field, of the Field Hardware Co., Cobourg, says that their business has not yet been sold, although it may be disposed of.

The following hardware merchants were in Toronto this week: W. Robinson, Stevensville; T. Kyle, Stratford; W. Knight, Maple; T. Marshall, Dunnville; M. Chapman, Pickering.

The citizens of North Gower were given an entertainment by the dramatic circle of that village, in aid of their public library. J. W. Matthews, H. Scott and G. Craig assisted in the programme.

Western Canada.

G. S. Smaill, Lang, is succeeded by Smaill and Perks.

J. G. Hopper, Arcola, Sask., has sold to Cunningham & Co.

S. Taylor, Yellow Grass, Sask., has sold to Gunn & Jacques.

Montjoy & Glover, Heward, have been succeeded by Montjoy Bros.

Mackenzie Bros., Winnipeg, had their building slightly damaged by fire.

M. McKenzie & Son will open up a hardware business at Canora, Sask.

An extension has been granted to F. G. Elliott, hardware merchant, Gainsboro.

Chas. S. Archibald, of the Nicholson File Co., Port Hope, was in Winnipeg last week on his regular Spring trip through Western Canada to the coast.

Quebec.

Paquette, Lambert & Bro., Montreal, hardware merchants, have been registered.

A USEFUL LAWN MOWER.

J. A. Swenson, New York City, has secured a patent on a new lawn mower which should prove very useful, especially in rural districts. While capable of use for the ordinary operation of mowing lawns, this mower is especially designed for use in clipping around the edges and in places inaccessible by ordinary mowers. The cutting knives are located in such a position that they will cut to the edges of fences, trees and other obstructions, and provides means whereby the cutting knives can be readily manipulated by hand.

SURVIVAL OF THE FITTEST

Our "Manitoba" pattern in

"Metallic" Sidings

continues to lead for Elevators, Warehouses, Factories, and our Brick and Stone patterns for Stores, Dwellings, etc.

Easily sold, readily handled, and reasonable profit and remember

OUR DEALERS ALWAYS PROTECTED.

Prompt shipment.

Right prices

THE METALLIC ROOFING CO.

OF CANADA, LIMITED

Manufacturers

TORONTO AND WINNIPEG

SAD-IRON HEATER.

The object of a new sad-iron heater patented by H. W. Russell, Manchester, N.H., is to provide a gas heater which is adapted to be used with the least possible expenditure of gas, to make it absolutely safe, and to enable the heater to be used without generating the offensive odor common to such devices.

POCKET KNIVES.

A new pocket-knife has been patented by S. Sanderson, Northwood, N.D., the object of which is to provide a knife having a blade capable of being concealed and locked in the handle and adapted to be extended for use and held locked in the extended position without the use of springs and to prevent accidental closing while being used.

A tired clerk is a damage to any store. Store mistakes are caused by carelessness ninety-nine times out of a hundred. Carelessness increased seven hundred per cent. by weariness. Save your clerks when you can.

A new and easily operated swivel has been patented by R. H. Beebe, Kalama, Wash. The various parts of this swivel may be quickly assembled or separated. The bearings for the flanges of the eye or hook are protected from dirt, enabling its operation without unnecessary friction and adding to the wearing powers of the swivel.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.

Limited.

HAMILTON ONT.

FOUNDRY AND METAL INDUSTRIES

U. S. COPPER IMPORTS.

Imports into the United States of copper and copper materials for the year 1906 with re-exports of foreign metal, are reported as follows; the figures give the contents of all material in long tons of fine copper:

	Iron		Metal ore, etc. Total.	
Mexico	38,212	14,147	52,359	
Canada	13,794	4,612	18,406	
Great Britain...	10,067	.....	10,067	
Japan	3,025	.....	3,025	
South Amer. ....	.....	1,960	1,960	
Other countries.	13,723	1,283	15,006	
Total imports	78,821	22,002	100,823	
Re-exports	699	83	728	
Net imports ..	78,122	21,919	100,041	
Net imports, '05	70,938	22,368	93,306	

The total increase in the net imports in 1906 was 6,735 tons, 7.3 per cent. The actual tonnage of ores and matte imported from Mexico this year was 97,770 tons; from Canada and Newfoundland, 75,115; from South America, 10,715 tons.

SUBSTITUTES FOR COPPER.

It is characteristic of the present high prices for copper and the actual shortage of the metal for mechanical uses that any discovery which contains any promise of providing a practical substitute should be greeted with the greatest attention by the scientific and engineering world.

An interesting illustration of this fact has occurred with the reported discovery of an alloy of aluminum and cobalt fused at high temperature which, it is claimed, possesses merits superior to copper in point of conductivity and weight. The discoverer of the new alloy is William C. Davis, of Vermont. The tests on the alloy were conducted at the Stanley Electric Works, Pittsfield, Mass.

Some details of the discovery of the new metal have already leaked out and the value and possibilities of the discovery have been given an emphasis which it is not as yet demonstrated they possess. On the actual comparative tests made on given samples of the aluminum-cobalt ore and copper, both furnished by Mr. Davis, it is true that the results favored the new alloy.

The electricians claim, however, that the tests made were not conclusive, as the copper samples used were of a low grade of copper, much inferior in quality to that which is used in copper wires and cables. In their opinion, further exhaustive tests will be necessary to establish the commercial importance of Mr. Davis's discovery. As matters stand, however, it is safe to assert that copper consumers are no nearer finding an all-round copper substitute than they were when the merits of aluminum were first exploited and which has since been

111 YEARS IN BUSINESS.

The chronology of the firm of Raymond & Frere, St. Hyacinthe, Que., is in some respects remarkable. The grandfather of the present owners established the business in the year 1796. He was succeeded by sons, and turn by a each, Mr. Raymond and Raymond, the present etors. will be this busi- had a con- existence years.



Mr. R. Raymond

The firm has made it a point to handle only the best lines in all goods they sell, and thus have built an enviable reputation that has had much to do with their continued prosperity. In line with their policy they secured the agency for Sherwin-Williams Paints and Varnishes five years ago and since that time have rapidly increased their paint sales and enlarged this depart-



A Corner in the Paint Department of Raymond & Frere's Store.

found to have only a limited substitute value.

The distinctive feature of the Davis alloy is the process by which the two metals are fused. Patents have been applied for to protect this process.

A NEW METAL.

A new metal called hydeslite is being produced by the Hydeslite Metal Company, Philadelphia. It consists of an amalgamation of various minerals and when mixed with brass it imparts to it extraordinary strength. While common brass will crumble when exposed to great heat, experiments show that when mixed with hydeslite it will bend or roll hot, neither breaking nor crumbling. Philadelphia manufacturers of goods requiring brass finish are taking so kindly to the new metal that the company are arranging to enlarge greatly the capacity of its plant.

PLATING ALUMINUM.

A process of plating aluminum with copper by welding methods has been in-

ment of their store from time to time.

These are conservative business men who must be "shown" what a proposition will do before they give it serious attention, but it is only the stronger



Another View in Raymond & Frere's Store.

evidence in favor of the S-W. Agency Proposition that they are today among the most enthusiastic agents in the Dominion.

The illustration shown below of a corner in Raymond & Frere's paint department gives some idea of the splendid stock they carry. They have found, as so many other dealers, that Sherwin-Williams Paints and Varnishes are the kind that sell, stay sold, and customer next time.



Mr. H. Raymond

By taking advantage of advertising campaigns of Co. they widely in the line vantages. consistent ing ad- the special ing cam- the S-W. are able to troduce and its ad- T h u s a trade has been built up and steadily maintained.

The S-W. Agency Proposition is a live proposition that every dealer should investigate. Write The Sherwin-Williams Co., 639 Centre St., Montreal, Que., for full particulars.

vented in Germany by Herr Wahnitz. This is regarded as important, because one of the obstacles to a wider use of aluminum has been its comparative lack or resistance to the action of many fluids and its failure to hold paint. These objections are removed when it is covered with a thin plating of copper, while its weight is not materially increased.

Business methods of five years ago are ancient to-day. Those of to-day will be out-of-date five years hence. Are you keeping up with the band?

FOR SALE.

FOR SALE CHEAP—One hundred gallons paint, well assorted; one St. Thomas acetylene gas machine, with fixtures for twenty lights. Apply to Box 217, Port Hope.

FOR SALE—Complete set of tinner's tools. Apply Landon & Fleisher, Barrie, Ont. [14]

FOR SALE—One spray motor Jr. O-F, \$7; one spray motor Jr. O, \$3.50; one London fence machine, \$5. All new. Box 609, HARDWARE AND METAL, Toronto. [14]

STEEL for Sale—1,200 lbs. black diamond octogan drill steel, inch and one-eighth, six ninety one hundred f.o.b. Gravenhurst. Wire. Aaron Child & Son. [14]

FOR SALE—First-class set of tinner's tools, almost new. Apply P. A. Cheeners, 252 Burwell St., London, Ont. [14]

"Dominion Crown"

Polished Sheets
Polished Canadas.

Best Quality and Finish

STOCK AND IMPORT

A. C. LESLIE & CO.
Limited
MONTREAL

No. 7 Hand Drill

Cut gearing, change of speed for light or heavy work. Ball bearings, Rack and pinion feed, either hand or automatic. Treadle feed to lower the spindle to the work. A weighted lever raises the spindle instantly as soon as the feed is disengaged. Incomparably the best hand drill in the market, and also a first-class wood boring machine. Fitted for power if desired without extra charge. Weight 375 lbs. Send for circular.

It pays to use the best tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

GET PRICES FOR
GILBERTSON'S

COMET

Brand

GALVANIZED FLAT SHEETS

for any purpose where the best is needed. Wide-awake jobbers handle this brand. They are well galvanized, true to gauge and especially soft for working up purposes. Every sheet bears the name "Gilbertson." That is a guarantee

MAKERS:

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Alex. Gibb, 13 St. John St., Montreal.

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

OAKEY'S

The original and only Genuine
Preparation for Cleaning Cut-
lery, 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

**NOVA SCOTIA STEEL
& COAL Co., Limited**
NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brands:

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

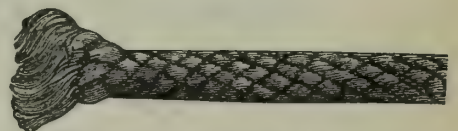
We are ready to offer the Canadian Trade
very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents
and inquiries.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

TRADE WITH ENGLAND

Every Canadian who wishes to trade
successfully with the Old Country
should read

"Commercial Intelligence"

(The address is 168 Fleet St.,
London, England.)

The cost is only 6c. per week. (Annual
subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed
to advertise without charge in the paper.
See the rules.

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

**Consolidated
Plate
Glass
Company
of Canada
Limited**

**Glazing
Glass
of all kinds**

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

**TORONTO
MONTREAL
WINNIPEG**

A large new hotel will be built at Strathclair, Man.

Regina will spend \$125,000 on pavements this year.

A \$75,000 hotel will be built at Moose Jaw by the C.P.R.

Methodists of Springfield, N.B., will build a new \$9,000 church.

The Grand Trunk Railway will enlarge its St. Thomas shops.

Building permits issued in Vancouver during March totalled \$460,970.

The C.P.R. will erect a new \$200,000 station at Calgary this summer.

Building permits issued in Toronto for March aggregated \$1,508,530.

Permits amounting to \$518,561 were issued at Montreal during March.

The G.T.R. will increase their staff and enlarge their shops at London.

Building permits issued in Stratford during March amounted to \$56,875.

The McLaughlin Carriage Co., Oshawa, will build a \$11,000 warehouse.

A new Anglican church will be erected at Granby, Que., to cost \$30,000.

A new Jewish synagogue will be erected in Toronto at a cost of \$5,000.

The Sovereign Bank will build a market branch in Toronto to cost \$40,000.

Dallas Hotel, Lethbridge, will have its accommodation doubled at a cost of \$6,000.

The Sawyer-Massey Company, Hamilton, will erect a warehouse at Saskatoon.

Tenders are out for the erection of a new city hall and police headquarters for Calgary.

The T. Eaton Co. will build a store on Portage Avenue, Winnipeg, to cost \$110,000.

Disston, Son & Co., saw mfrs., Toronto, are making a \$15,000 addition to their mills.

The total value of building permits issued in Hamilton since January 1, are \$600,000.

The Agricultural College at Guelph will have \$75,000 worth of buildings added to its property this summer.

The Radcliffe Lumber Co., Duluth, have bought blocks of land on Vancouver Island and will erect a large mill there.

Chadwick & Beckett have completed the plans for a new \$9,000 factory on



Simple Operation of Screw.

Sterling Road for the General Brass Co.

Gould, Shapley & Muir, Brantford, whose plant was partially destroyed by fire, have decided to double their capacity at a cost of \$60,000.

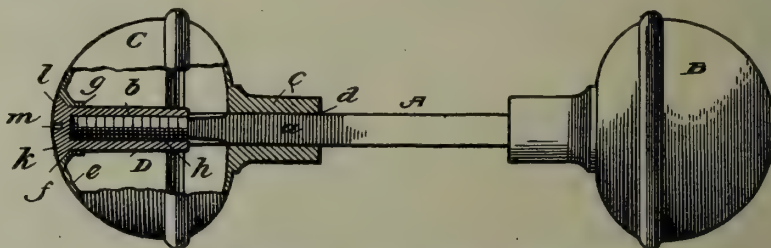
R. Chestnut & Sons, Fredericton, will erect a new canvas canoe factory in that city, provided they are given free rental and free water for ten years.

The Canadian General Electric Co., Toronto, will erect a five-storey head office building at the corner of King and Simcoe Streets, to cost \$400,000.

The Massey-Harris Co., Toronto, will erect this summer a new moulding and blacksmith shop to cost \$20,000, at Galt.

A HARDWAREMAN'S INVENTION.

J. T. Henderson, a hardware merchant of Niagara Falls, has recently secured a patent for Canada on a screwless door knob of his own invention. It is a simple invention, and does away with the small screws that fasten the knob to the spindle, also the small washers that are with every knob to make up for the difference in thickness of



Door Knob Invented by Niagara Falls Hardware Dealer.

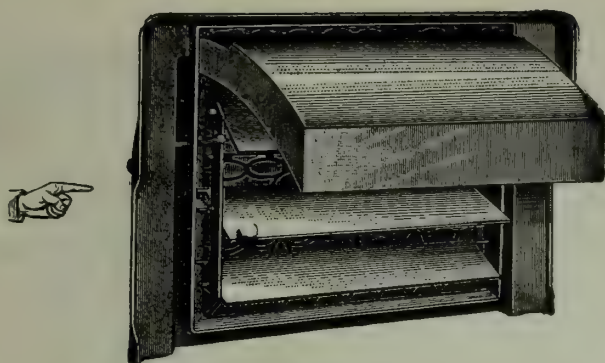
The Western Fuel Co., Nanaimo, will erect a new sawmill with a capacity of 15,000 feet.

Building permits issued in Toronto from the first of the year to April, aggregate \$3,071,840.

The C.P.R. will build a branch line between Peterboro and Victoria Harbor, to cost \$3,000,000.

The Home Bank of Canada will open a new branch in Toronto at the corner of Bloor and Bathurst Streets,

doors. This door-knob will fit any thickness of door from 1 1/4 inches to 2 inches. The one end of the spindle can be cast into the shank of one of the knobs, while the other end is threaded and has a tubular nut with a countersunk head and goes through the knob, and can be adjusted with a screw-driver to fit any thickness of door. This will be a time-saver, and is, no doubt, a valuable invention. We reproduce herewith illustrations showing the operation of the invention.



REAR VIEW

Our "Waterloo" Register

for use in side-walls, has a

Vapor Pan Attachment

which aids considerably in supplying **air** that is **moist** as well as **warm**.

There is no other register made with any similar attachment. **This Register** also has a **foot rest** with which it may be **opened** or **shut without stooping** or **burning the fingers**.

*We shall also be pleased
to quote prices on our
"ECONOMY" Furnaces and Boilers.*

Pease Foundry Co., Limited, Toronto
Pease Waldon Co., Limited, Winnipeg

BEST ELBOWS

— FOR —

CONDUCTOR
PURPOSES

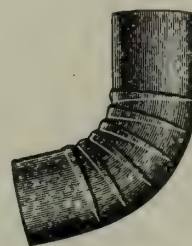
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U. S. A.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning **HARDWARE AND METAL** to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Kynoch's Ammunition.

Those who know Kynoch, simply as manufacturers of military and sporting ammunition, cut nails and tacks, steel castings, etc., and who receive their printed matter from time to time, may not have noticed that every item bears the imprint of the Kynoch press and is done by Kynoch's own workmen at their works in Witton, Birmingham. A half-dozen different booklets are now before us, and we question if any commercial literature could be designed with more dignity or printed more tastefully than these. One booklet, a programme of "Axite" demonstrations, printed on heavy coated paper, is interleaved with fine quality cream laid note for manuscript notes. The booklet on "Sporting Ammunition" contains perfect color illustrations of principal lines, and a tasty little booklet on "The Cheapest Power on Earth" gives much information that shows what economy can be effected by the use of the Kynoch gas plants. If regarded simply as specimens of good printing, these booklets are interesting, but they contain much matter that is of importance to the trade. Copies are offered to the readers of this paper. Address "Advertising Department" as above.

"About Diamonds."

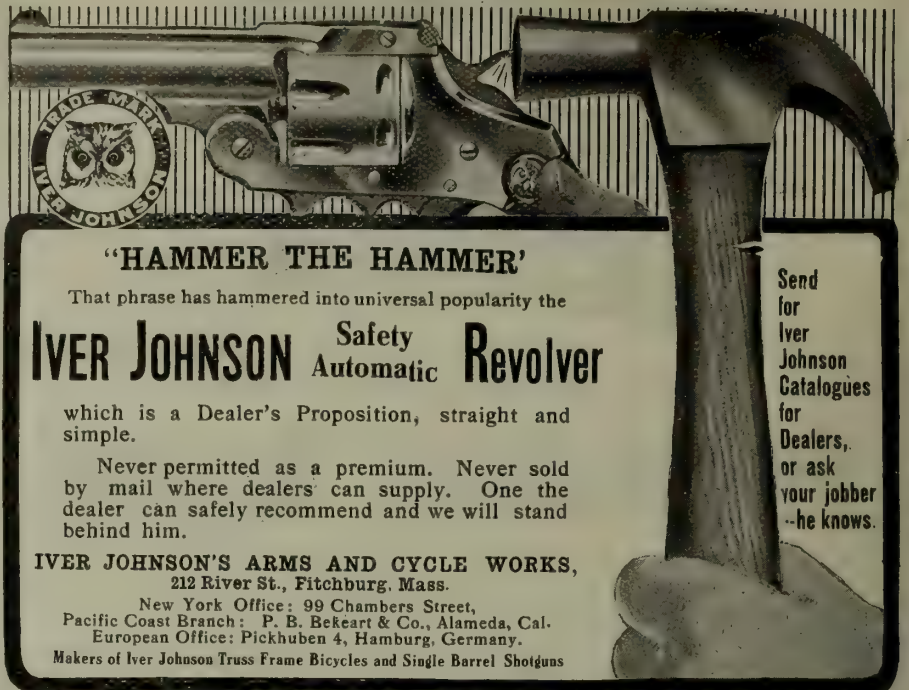
It is a long time since we have received a business booklet of so interesting a nature as that entitled "About Diamonds," sent to us by Messrs. Sharratt & Newth, of Percival street, London, England. It reads like a little romance and it gives the story of diamonds from the earliest period in the world's history up to their adoption for glazier's use. This story of the diamond is romantic and engaging, and illustrated, as it is in this booklet, by sketches, photographs and colored engravings, it becomes a subject of absorbing interest.

Messrs. Sharratt & Newth illustrate by photographs some of the most noteworthy gems in the world, and they also show enlarged fac similes of stones such as are used in the mounting of their glaziers' diamonds. Besides this, there are many hints and suggestions to glaziers for the care and use of diamonds, also illustrations of many of the styles in which these stones are mounted. This pamphlet is strongly commended to the attention of readers of **Hardware and Metal**, to whom, we understand, Messrs. Sharratt & Newth will be able to send a limited number of copies if applied for.

Customer: "Yes, I like this suit. I suppose you will make any alterations I may require free."

Tailor: "O, yes, sir, certainly."

"Very well, then, just alter the price from \$20 to \$10 and I'll take it with me."



"HAMMER THE HAMMER"

That phrase has hammered into universal popularity the

IVER JOHNSON Safety Automatic Revolver

which is a Dealer's Proposition, straight and simple.

Never permitted as a premium. Never sold by mail where dealers can supply. One the dealer can safely recommend and we will stand behind him.

IVER JOHNSON'S ARMS AND CYCLE WORKS,
212 River St., Fitchburg, Mass.

New York Office: 99 Chambers Street,
Pacific Coast Branch: P. B. Bekeart & Co., Alameda, Cal.
European Office: Pickhuben 4, Hamburg, Germany.

Makers of Iver Johnson Truss Frame Bicycles and Single Barrel Shotguns

Send for Iver Johnson Catalogues for Dealers, or ask your jobber --he knows.



WHITE LEAD

- ¶ Pure White Lead mixed with Linseed Oil makes the best paint, because it covers best, spreads easiest, and wears longer than any other paint.
- ¶ "TIGER" brand White Lead is asked for by painters all over the country on account of the reputation it has earned for purity and for its excellent covering and wearing qualities.
- ¶ It is absolutely pure and guaranteed so, every package bearing the yellow label of the Lead Grinders' Association.
- ¶ Specify "TIGER" and get the best.

MADE BY

The Montreal Rolling Mills Co.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES.

HARDWARE Business; including stoves, tinware and tinsmith tools, in thriving town in West Ontario peninsular, stock about \$5,000; building can be leased if desired, dwelling also. Box 583 **HARDWARE AND METAL, Toronto.** (17)

HARDWARE AND STOVE BUSINESS—Established twenty years; doing good business, Toronto; stock and fixtures, including tinsmith tools, about \$3,500; good reasons for selling. Box 604, **HARDWARE AND METAL** (15)

HARDWARE BUSINESS, TORONTO—Established five years, business increasing each year; good chance for a tinner or bicycle repair man; stock and fixtures between \$800 and \$900. Box 605, **HARDWARE AND METAL.** (15)

SITUATION WANTED

WANTED—By experienced hardware clerk and bookkeeper, position as head clerk in retail. Box 598, **HARDWARE AND METAL, Toronto.**

A YOUNG man with 4 years experience in retail hardware and 3 years in wholesale desires permanent position either wholesale or retail in Toronto. Box 610, **HARDWARE AND METAL.**

WANTED—By a young man with one year's experience at the tinsmithing; a situation by the 15th of April; best of references. Box 72, **Tiverton, Ont.** [14]

AGENCY WANTED

WELL-known London firm holding Canadian Agencies, wishes to meet Canadian Traveller or Firm holding other agencies to work to mutual advantage. "Wincan", Deacons, Leadenhall Street, London, Eng.

WANTED.

WANTED—A house to handle cast-iron tees, elbows, iron fittings and straight-way gate valves of all sizes. **HARDWARE AND METAL.** [17]

SITUATIONS VACANT.

HARDWARE Clerk Wanted—For a retail store; applicant to state age, experience and salary expected; give name of last employer and how long employed by him, also send references. C. W. Gray, Lethbridge, Alta. [14]

REPRESENTATIVE agent calling upon the wholesale hardware trade in Ontario, wanted to handle a strong line of nails and tacks; only first-class men with connection need apply in confidence to The Bazin Mfg. Co., 94 Arago St., Quebec.

WANTED—Immediately, reliable hardware clerk for B.C.; must be good buyer, stockkeeper and salesman of general hardware, etc.; state habits, capabilities, reasons for changing and salary expected to Box 596, **HARDWARE AND METAL, Toronto.**

TINSMITH WANTED—Competant man wanted for Brandon, Manitoba; must thoroughly understand his business, especially hot air heating; must be strictly temperate; salary, \$1,200 per annum; steady employment to the right man. Apply with references to Brown & Mitchell, Brandon, Manitoba. [14]

HARDWARE CLERK WANTED—Must be good salesman and stock keeper; state age, experience and salary expected. J. S. Moir, Arnprior, Ont. (16)

TINSMITH WANTED—Hardwareman offers shop rent free to tinsmith who furnishes his own tools. Man can run his own business and make good profit. Twenty miles from Toronto. Good opening. Box 606 **HARDWARE AND METAL.**

EXPERIENCED Hardware Clerk Wanted—One to take charge, must be good salesman and stock-keeper; state experience and salary expected. Address Brown & Mitchell, Brandon, Man. [16]

WANTED—Tinsmith; good general hand for country shop; living rates low, good wages paid weekly; yearly job. Box 600, **HARDWARE AND METAL.** [14]

Galt Sure Grip Shingles

make the HAND-SOMEST and most DURABLE roof. Are the EASIEST and QUICKEST to either SELL or put on. See them and get acquainted.



GALT ART METAL CO. Ltd.
GALT, ONT.

Get Our Catalogs

and Price Lists. That's the surest way to be "in the game." Your Opposition will have to "step fast" if he beats you and Our Line. We are using our every endeavor to make Our Line interesting to "the trade." We want good representation in every locality. Write us about it to-day.

Western Distributing Agencies:

THE McCLARY MFG. CO.
Winnipeg and Calgary

Get in Shape

To give your customers intelligent information and trade-winning prices on the most up-to-the-minute and best-selling line of Sheet Metal Building Goods. This is an important matter to the Hardware and Tinsmith Trades. There will be an enormous demand for these goods this year. Builders and Owners from your very locality are now enquiring about this line. Speak up—And let them know "you're in the game."

Galt Steel Siding



is made in original designs. Sharp, bold patterns. Close-fitting and invisible joints make them great sellers. People won't have the ordinary kinds once they see ours.

GALT ART METAL CO., Ltd.
GALT, ONT.

"QUALITY UNSURPASSED"

**High-Grade Material
Best Workmanship
Up-to-date Equipment
Practical Knowledge
Careful Supervision**

PRODUCE

BELLEVILLE BRAND



HORSE SHOES

Manufactured by

Toronto and Belleville Rolling Mills

BELLEVILLE, ONT.

LIMITED

CUTLERY TRAVELLER WANTED—Wanted a young man having a thorough knowledge of the cutlery business; must be a good salesman; both salary and commission paid. Apply stating experience had. to Box P, **HARDWARE AND METAL, Montreal.** (14)

WANTED—Experienced traveller for builders' supplies; territory, Alberta. Apply Ellis & Grogan, Calgary, Alta.

WANTED—At once, a capable hardware book-keeper for town in New Ontario; must have satisfactory references as to ability and character; situation permanent. Box 608, **HARDWARE AND METAL, Toronto.** (16)

TINSMITH—With 3 or 4 years experience, and with some knowledge of plumbing; state wages; steady job. W. B. Clifton, Alliston, Ont. [14]

Paint, Oil and Brush Trades

QUOTE WALL PAPER BY THE ROOM.

As a dealer in wall paper you would rather handle a high grade line of goods than you would a poor one, wouldn't you? You have your reasons, too! In the first place your profit is higher; and that is the main thing. But, better still, your customer is bound to be more satisfied with his purchase; and his satisfaction will certainly make him consider your store a first-class institution. He will come again, and for other things beside wall paper.

You have doubtless had many a customer asking for a choice line of wall paper, and you have shown him the best goods in your stock; and he has balked, and taken a lower grade of goods because the price was more per roll. The difference in price between the high and low grade paper wasn't much, perhaps, but the customer pointed out that he needed much more than one roll, and in his mind it figured out too much.

A case like that needs salesmanship. You have to bring out your arguments. Now, perhaps, you haven't given much attention to quoting the cost of wall paper by the room instead of by the roll. You should try it. Many a customer, who knows a good paper when he sees it, could be induced to spend a little more on his wall decorations if he were shown how well the cost compared with other things.

Get a wall paper chart. By its aid it is a very simple matter to accurately ascertain the quantity of paper required to cover any room. Quote the customer a price for enough paper to fill his requirements. Show him that it costs no more to hang good paper than it costs to hang poor. Go further, and tell him it costs less, because he doesn't have to hang paper so often.

Compare the cost of a rug or curtain or any other ornamental article of furniture with the cost of a good grade of paper, and show him that he gets as good—perhaps better—a return for money spent on first-class wall paper as he does for any other expense of his housekeeping. Show him that it is practical economy to get the best papers because of their superior wearing qualities; to say nothing of the amount of pleasure he can get out of a really artistic design. Point out that wall paper is a decoration, and, if he wants to decorate his rooms really well, if he wants to be surrounded by tasty decorations, pictures, furniture, he must start on a proper basis—good wall paper.

Try this method, Mr. Dealer: Quote your customer to whom the better classes of wall paper appeal, but who thinks he cannot afford them, the cost of the room instead of by the roll, and increase the business of your wall paper department in better grade goods, and

establish the local reputation of keeping the best variety of up-to-date, attractive, decorative and reliable wall papers. Such a reputation has a distinct money value.

THE VALUE OF WHITE LEAD.

At the convention of the North Dakota Retail Hardware Association held at Minot, during the second week of March, a very interesting and instructive address was delivered by Dr. D. W. Thompson, of New York City, on the subject "White Lead: its Advantages as a Paint Pigment." "Generally speaking," he said, "there is but one paint vehicle, and that is linseed oil." Other materials, such as turpentine and benzine, have been used, but when we adopt the standard of commercial worth no product which has appeared on the market is comparable to linseed oil. Of all the varieties of white pigments, white lead is the only one that has been successfully used in conjunction with linseed oil.

As to the relative hiding or covering power of various white pigments, the powers of white lead are incomparably superior. Dr. Thompson said: "When thinned to a consistency proper for

painting, white lead has a covering or hiding power unequalled by any other white pigment. If we are to compare two paints for a hiding or covering power, let us bear in mind that these two paints may work entirely different as to the amounts that can be put on a certain definite surface in the hands of an intelligent painter. Thus, on very careful tests made by a very competent man, I have found that one paint, applied to a surface of about 200 square feet, spread at the rate of 1,000 square feet to the gallon; whereas another paint, applied by the same man, spread at the rate of 600 square feet to the gallon."

In conclusion, Dr. Thompson repeated a former assertion: "We have no hesitancy in saying that white lead is the only commercially successful white pigment which, when mixed with a consistency proper for painting, or to a consistency where the brush marks flow out, has a high and satisfactory covering or hiding power."

Good paint should result in good profits.

A pleased customer will pay better than a big sale.

Wouldn't it be Worth

a good deal to you to know when a customer comes into your store and asks for a varnish for a certain purpose, while you cannot advise from your own knowledge of varnishes and their uses, you may feel perfectly safe in recommending **ELASTILITE**.

ELASTILITE VARNISH is for all outside or inside uses. Good Body, Brilliant Lustre, and very Durable.

In cans only, $\frac{1}{2}$ pints to 1 gallon, with our brass seal.

See Catalogue No. 10, page 3.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

It has paid most dealers to recommend and push

NEW ERA PAINT

and it certainly will pay you. Send for our catalogue and give yourself a square deal.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED
WINDSOR - ONTARIO

Floors to be Proud of

are produced by using

JAMIESON'S FLOOR ENAMEL

We show a fine range of colors, all of which give a finish which cannot be equalled by any **Floor Paint** sold.

They wear well, never stick after drying, and do not rub off by washing. In short, they have none of the defects of the common floor paints.

Try a sample order of these goods and you'll want some more.

R. C. JAMIESON & CO.

LIMITED

Sole Manufacturers,

MONTREAL

They are the best by any test—

Pearcy's Pure Prepared Paints

and the wise dealer knows it.

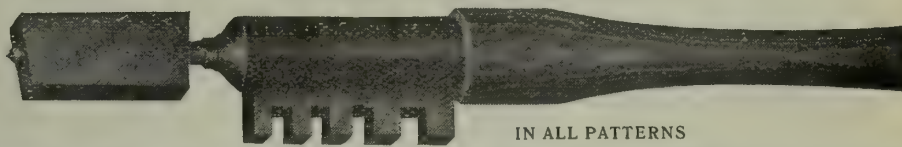
PROMPT DELIVERIES A SPECIALTY

SANDERSON PEARCY & CO., Ltd.
Toronto, Canada



A. RUDD & CO., St. Helens, Lancashire, England
Manufacturers of highest grade

GLAZIERS' DIAMONDS



IN ALL PATTERNS

Made only by thoroughly experienced workmen, 10 years as glass cutter and 16 years as chooser and setter being the experience of our head setter.

Canadian Agent: **J. B. GIBSON, P.O. Box No. 476 MONTREAL**
From whom users of Glaziers' Diamonds can obtain the names of wholesale merchants who stock A. Rudd's goods.

McCaskill, Dougall & Co.

Manufacturers



RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

WE SPECIALLY CATER FOR

PAINT GRINDERS.

Our Pure Greens, Permanent Reds, Blues, Lakes, etc. are worth attention. All qualities, with prices that talk!

Write to-day for samples to

WM. O. GREENWAY, 13 St. John St., MONTREAL

W. J. COWAN & SONS

Expert Color Manufacturers,
BETHNAL GREEN, LONDON, E. (England)

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 5, 1907.

Notwithstanding the Easter holidays, shipments are being made steadily and there seems to be a large number of bookings among the several manufacturers for the first of the month. During the week the outgoings have been very heavy.

Trade conditions show a buoyancy and healthfulness which is most marked and it is not thought that this healthy state will be impeded for some time.

LINSEED OIL.—Is in good request, without change in prices, which are: Raw, 1 to 4 barrels, 62c.; 5 to 9 barrels, 61c.; boiled, 1 to 4 barrels, 65c.; 5 to 9 barrels, 64c.

TURPENTINE.—Brisk, and notwithstanding that the new crops are almost in sight, prices do not show any tendency to sag: Single barrel, \$1 per gal.; for smaller quantities than barrels, 5c extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD.—Feels the spring demand, and is much in request, especially in Ontario and the west. Best brands, Government standard, \$7.25 to \$7.50; No. 1, \$6.90 to \$7.15; No. 2, \$6.55 to \$6.90; No. 3, \$6.30 to \$6.55; all f.o.b. Montreal.

DRY WHITE ZINC.—Inquired for more freely at the same old prices, which are: V.M. Red Seal, 7½c. to 8c.; Red Seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC GROUND IN OIL.—Fair demand exists, with no change in prices. Pure, 8½c. to 9½c.; No. 1, 7c. to 8c.; No. 2, 5½c. to 6½c.

PUTTY.—In good request, and it is with difficulty that grinders keep up with the demand now made on them. Pure linseed oil, \$1.75 1-5 to \$1.85 1-5; bulk in bbls., \$1.50 1-5; in 25-lb. irons, \$1.80 1-5; in tins, \$1.90 1-5; bladder putty in bbls., \$1.75 1-5.

ORANGE MINERAL.—Quiet without change: Casks 8c.; 100 lb. kegs, 8½c.

RED LEAD.—In spasmodic request, with prices exceedingly firm at last week's figures: Genuine red lead, in casks, \$6; in 100-lb. kegs, \$6.25; in less quantities at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6, and smaller quantities, \$6.75.

PARIS GREEN.—Call for this article is still light and not much change is anticipated either in quotations or demand for another month or six weeks: In barrels, about 600 lbs., 25½c per lb.; in arsenic kegs, 250 lbs., 25¾c; in 50-lb. drums, 26¼c; in 25-lb. drums, 26¾c; in 1-lb. packets, 100 lbs. in case, 27¼c; in 1-lb. packets, 50 lbs. in case, 27¾c; in ½-lb. packets, 100 lbs. in case, 29¼c; in 1-lb. tins, 28¼c f.o.b. Montreal. Terms, three months net or 2 per cent. 30 days.

SHELLAC GUMS.—Quiet. Some fair parcels have been placed, without affecting quotations, which are: Bleached in bars or ground, 46c. per lb., f.o.b. Eastern Canadian points; bone dry, 57c. per lb., f.o.b. Eastern Canadian points; T. N. orange, etc., 48c. per lb., f.o.b. New York.

SHELLAC VARNISH.—Good call for this article, as well as japans and varnishes generally: Pure white bleached shellac, \$3 to \$3.25; pure orange, \$2.80 to \$3; No. 1, orange, \$2.60 to \$2.80.

PETROLEUM.—American prime white coal, 15½c per gallon; American water, 17c per gallon; Pratt's Astral, 19½c per gallon.

WINDOW GLASS.—First break, 50 feet, \$1.85; second break, 50 feet, \$1.95: first break, 100 feet, \$3.20; second break, 100 feet, \$3.40; third break, 100 feet, \$3.95; fourth break, 100 feet, \$4.15; fifth break, 100 feet, \$4.40; sixth break, 100 feet, \$4.95. Diamond Star: First break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second break, \$4.80; third break, 100 feet, \$5.75; fourth break, 100 feet, \$6.50; fifth break, 100 feet, \$7.50; sixth break, 100 feet, \$7.50; seventh break, 100 feet, \$8; eighth break, 100 feet, \$9. Double Diamond: First break, 50 feet, \$3.45; second break, 50 feet, \$3.75; first break, 100 feet, \$6.75; second break, 100 feet, \$7.25; third break, 100 feet, \$8.75; fourth break, 100 feet, \$10; fifth break, 100 feet, \$11.50; sixth break, 100 feet, \$12.50; seventh break, 100 feet, \$14; eighth break, 100 feet, \$16.50; ninth break, 100 feet, \$18; tenth break, 100 feet, \$20; eleventh break, 100 feet, \$24; twelfth break, 100 feet, \$28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 5, 1906.

The paint and oil trade is brisk, the spring rush for general lines of goods prevails, but shipments are late. Scarcity at present exists in oil and white lead. The oil situation is a great detriment to the trade.

Putty prices have been advanced all around 10c. per 100 lbs., owing to the high price of whiting and the increased cost of labor and cooperage.

Prices remain firm, advances having been made in only one or two lines. The present high prices on turpentine will probably obtain for a week or ten days yet, when there may be a drop.

WHITE LEAD.—There is a great scarcity of this, the demand continuing strong. We quote: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; ½c. per lb. will be charged extra for 12½-lb. packages; genuine dry white lead in casks, \$7.

RED LEAD.—The demand for this is not active at present. We continue to quote:



"English"

Liquid House Paints represent a shining example of the truism, "It is easy to sell a known good article."

"English"

When you've said "English" Liquid House Paints you've said it all. Everybody, or almost everybody, knows them by reputation or by experience.

"Brandram's B.B. Genuine"

is the only white lead used in their manufacture, and

"Brandram's B.B. Genuine"

white lead is the world's standard white lead.

These paints will bring you the paint business

BRANDRAM-HENDERSON, LIMITED

MANUFACTURERS

**Montreal, Halifax,
St. John, Winnipeg,
MARSHALL WELLS CO., Winnipeg**

Sole Distributors for Western Canada

Are you ready for your spring paint trade?



Are you ready for your spring paint trade? Ready for the painter when he asks for a paint that will do its work honestly? Ready for the consumer who looks to you for guidance and advice? Have you the right paint? Have you the right assortment? Have

you seen a color card of Ramsay's Paints? Let us help you to get ready, and to take advantage of spring business and spring advertising planned in progressive style for the sale of Ramsay's Paints. Write us.

A. RAMSAY & SON COMPANY

Est. 1842

MONTREAL

PAINT MAKERS

Just try some ordinary green paint on a panel of wood; see how hard it works,—don't cover, lacks body. Then try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it covers,—that's body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK,

PHILADELPHIA,

CHICAGO

BLANCHITE

- ¶ We do all possible to build up the business of the dealer who handles Blanchite Paints, Enamels, etc., by getting in close touch with his customer and providing superior goods which bring back the satisfied purchaser.
- ¶ It gives confidence to the dealer when he knows he is selling a paint which is the best. This confidence, which means increased business, we can supply.

Write for Information. A Few Agencies Left.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, CAN.

HOUSE PAINTERS'

JAPAN

No house painter or decorator should be without the C. P. Co's House Painters' Japan. It has been thoroughly tested by practical workmen in all parts of the Dominion with the greatest satisfaction. To hasten work and at the same time obtain good results, a tin of our House Painters' Japan is a handy form of overcoming many slow-drying difficulties.

The contents of package, when not in use, must be carefully corked or sealed to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. For Baking Japans or Gold Size Japans for coach work please see catalogue.

**THE
CANADA
PAINT CO.**

LIMITED

**MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG**

Genuine in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

DRY WHITE ZINC—Prices remain firm and unchanged with fair demand. We continue to quote: In casks, 7½c.; in 100 lbs., 8c., No. 1, in casks, 6½c., in 100 lbs., 7c. Ground in oil—In 25 lb. irons, 8c.; in 12½ lbs., 8½c.

SHELLAC VARNISH—We continue to quote: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange) \$2.50; gum shellac, dry bone, 63c. Toronto, T.N. (orange) 51c. net Toronto.

LINSEED OIL—At present there is a great scarcity of oil, owing to delays in shipment. Prices remain unchanged: Raw, 1 to 3 barrels, 65c.; 4 to 7 barrels, 64c.; 8 barrels and over, 63c. Add 3c. to this price for boiled oil, f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

TURPENTINE—Prices continue variable, with fair demand. We continue to quote: Single barrels at \$1.04 f.o.b. point of shipment, net 30 days; less than barrels, \$1.09 per gallon.

PARIS GREEN—There is little or no activity in the Paris green trade. We continue to quote: English and Canadian at 27½c. base.

PETROLEUM—Canadian prices have not been affected by the advance on American refined products. We continue to quote: Prime white, 13c.; water white, 14½c.; Pratt's astral, 18c.

For additional figures see current quotations at back of paper.

TO CLEAN OILY BOTTLES.

To clean oily bottles, says the Oil and Color Trades Journal, drain the bottle and put into it some linseed meal—about ½-oz. for an 8-oz. bottle. Allow the meal to absorb as much of the oil as possible, then add a little water shaking well. Fill the bottle with water, shake well, empty, rinse with clean water, and the bottle will be clean and free from odor. The same method will clean out any other oils that are not oxidised on the inside of the bottle.

CRACKING OF VARNISH.

One common cause of cracking of varnish is the adding of terebine to a varnish in order to make it harden quickly, especially when exposed to the sunlight. These cracks at first give the varnish a silky appearance, due to their hairlike fineness and great numbers. Subsequently many of the cracks open out wider under atmospheric variations.

The application of any hard, quick-drying coat of paint or varnish on a soft undercoat is liable to cause cracking, and would affect any second coat in the same way.

Another cause of cracking is the application of a coat of size upon a hard, non-porous ground prior to varnishing, such as sometimes occurs when re-varnishing old work in cheap jobs, if the size be fairly strong, the cracks caused being generally of polygon shape and

the edges having a tendency to curl outwards.

To avoid tendency to cracking, there is no better course than to take care that every coat prior to varnishing be thin and allowed to dry hard before applying the following coat. It is important also that no quick-drying medium, such as gold-size or terebine, be used in painting over a coat mixed with ordinary linseed or boiled oil, though the reverse order may be employed without danger. A hard varnish may be used as an undercoat, and an elastic finishing over-varnish over that.

BRUSH MATERIALS.

The best bristles for heavy painting come from Russia, being dressed in Poland ready for the market. In fact Russia and Germany supply the world with at least seventy-five per cent. of all kinds of bristles used in the painting line.

Some badger hair comes from Germany and Turkey, but the best from Russia. The fitch belongs to the martens family and is only raised in Russia. Camel hair, as it is termed, is taken from the tail of the Russian squirrel.

Ox hair comes from Germany, and is taken from the ear only, and is considered as good as sable. There is very little white bristle raised in China, the majority being black. France is known to raise some of the finest of stock, which is adapted to fine varnish brushes etc. The French are also known as the finest bristle dressers in the world.

There are some bristles raised in India, known as Calcutta white and India black. This is very stiff, and is used more for drawn work, such as wheel brushes, etc.

Selecting bristles for brush making requires great skill and rare judgment, as certain grades of bristle are only suitable for that class of work for which the brush is intended.

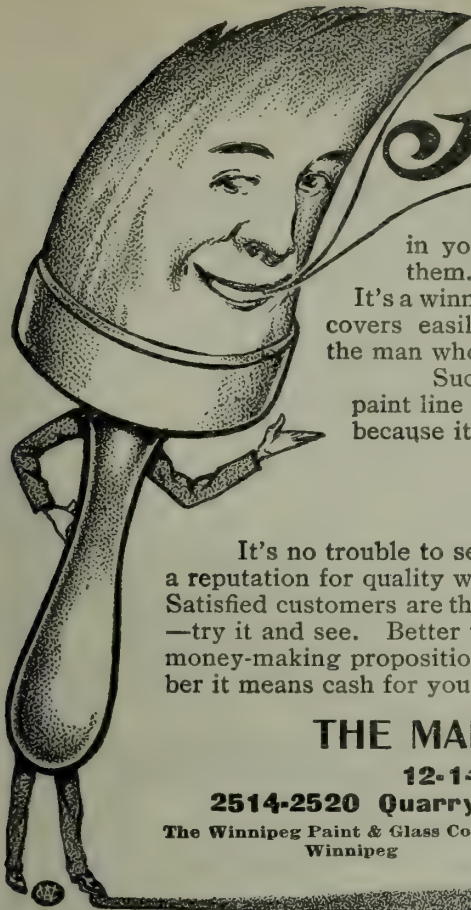
PUSH, DON'T KNOCK!

Dame Fortune's doors
All stand ajar,
There's not a thing
That will debar
Your entrance, that
You may unlock
Her wealth, if you'll
Just push—not knock.

Push work, push trade,
And push your biz,
Just push along
And make things sizz,
Then your success
No one can block—
Don't growl, don't kick,
Just push—don't knock.

ELECTED LACROSSE PRESIDENT.

H. S. Cameron, of Cameron & Cameron, hardware merchants, Beaverton, was elected president of the Canadian Lacrosse Association, after a hotly-contested election, defeating J. D. Bailey, of Toronto, by about twenty votes.



Speaking of Paint

Speaking of paint, Mr. Dealer, here are a few facts that will put money in your pocket and make business brisk if you are willing to take advantage of them. **Martin-Senour Paint** is the thing for you to handle to make money.

It's a winner and this is the reason. It's because of its quality. It flows smoothly, covers easily, looks fine and wears well. It's a delight to the painter and it pleases the man who pays the bill.

Such a paint is bound to make friends and when they need anything in the paint line they are going where they can get it. They like it and they buy it because it is the genuine article—a paint that is

100 PER CENT PURE.

It's no trouble to sell **Martin-Senour Paint**. It's the best kind of a trade builder for it makes a reputation for quality wherever it's used and quality is what counts in paint. Satisfied customers are the best advertisements and Martin-Senour Paint satisfies—try it and see. Better write to the Martin-Senour Company and ask for their money-making proposition. Do so today before you forget about it. Remember it means cash for you. Address

THE MARTIN-SENOUR CO., Ltd., *Pioneers in Pure Paints.*

12-144 Inspector Street, Montreal,

2514-2520 Quarry St. and Archer Ave., Chicago, (Est. 1878).

The Winnipeg Paint & Glass Co. Ltd.,
Winnipeg

The Maritime Paint & Varnish Co. Ltd.,
Halifax, N. S.



100% durability

The paint you buy to-day will decide the volume of your business to-morrow. Paint is the one thing you cannot afford to trifle with. Since a continuity of trade and a lasting reputation demand good paint you certainly should feature

ARK BRAND PAINT

the best by any test ever placed on the markets of this continent.

MURESCO WALL FINISH

is strongly endorsed as the best by hundreds of practical men. We cannot buy sufficient space to print all these endorsements, but they will be mailed to you on receipt of your address.

Ask for the proofs of the superiority of
ARK BRAND PAINT and MURESCO WALL FINISH

BENJAMIN MOORE & CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICES AND WORKS:

TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N. J.



BUTY-GLOS

The Perfect Varnish Stain

for Floors, Furniture, Wainscotting, Picture Frames, Ornaments, and all decorative purposes.

Buty-Glos is not an experiment, and we have spared no expense in its preparation in order to make it what we claim, "**The Perfect Varnish Stain.**"

It dries quickly, is the most durable and serviceable article that can be manufactured.

Buty-Glos requires no stirring, is always ready for use, is easily applied, and the most satisfactory results may be obtained by its use, even by a person who has never used a varnish brush before.

SOLE MANUFACTURERS

CANADIAN OIL COMPANY, LIMITED

TORONTO

Montreal

St. John

Ottawa

Winnipeg

Vancouver

THE SURVIVAL OF THE FITTEST

Selling whiting, glue and color separately for kalsomined walls is a thing of the past. The more modern method of selling whiting, glue and color ready mixed, in packages labelled different names, is **ALSO** a thing of the past, or fast becoming so.

Any compound which can be kept over night or several days without spoiling is simply a preparation of glue and whiting or some other inert base, which depends on the glue in it to hold it to the surface, and in time decomposes, becomes diseased, rubs off and has to be washed off.

The ever-growing public demand is for a pure and sanitary wall coating that will not rub off and is ready for use with cold water.

ALABASTINE

fulfils the public demand. Made from crystalline Alabaster Rock, it is a cement that sets and hardens on the wall and improves with age. It is pure, permanent and sanitary, and as such

HAS NO COMPETITOR

ALABASTINE is being more and more fully appreciated by the public, and the orders are coming in by leaps and bounds.

Fortunately, we have opened a new mine, and hope to fill all orders promptly and on time ; but we advise you to order **NOW**.

The **ALABASTINE CO., Limited**, **PARIS, Ont.**

GET RESULTS

from your paint department. **Make it pay.** What's the use of wasting valuable time handling an article that doesn't pay good interest on the money and time spent on it?

This may sound hard to some dealers, but it's easy enough if you go about it right.

Unless you are absolutely satisfied with your profits, we can help you out.

PHASANTITE

An Ideal Water Paint

FALCONITE

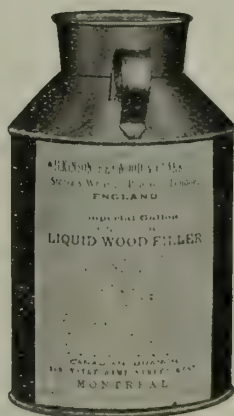
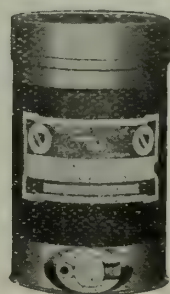
White Enamel of High Grade

LACKERITE

Our New Varnish—Stains in 12 Colors

READY MIXED PAINTS

In 3 Grades:
FALCON,
THREE LEGS
and
DIAMOND



ESTABLISHED 1796

HOW TO DO IT

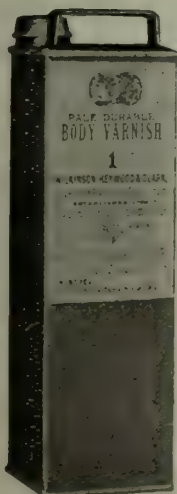
You must sell good paint; paint that will retain its brilliancy for a long time; paint that preserves the wood it is put on. In other words, please your customers and your paint profits will be generous.

Our lines will do this. It may be a lot to say, but the experience of over 110 years, and the reputation our lines have in almost every land under the sun, gives us courage to express our convictions.

If you do not handle our goods, let's send you a sample order. The proof of the pudding is in the eating and we want to prove what we say.

PETRIFYING LIQUID

FOR DAMP WALLS,
HOSPITAL WARDS, ETC.

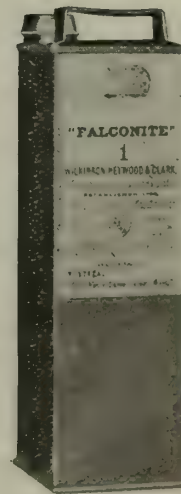


WILKINSON, HEYWOOD & CLARK LIMITED

300 Notre Dame Street West, Montreal

Branches and Agencies
all over the world

FRANCIS C. REYNOLDS
Canadian Manager



The Standard Paint Co. of Canada

Limited

Factory : Near Highlands, MONTREAL, P.Q.

"RUBEROID" Roofing

"RUBEROID" Dampcourse

"RUBEROID" Flooring



"P. & B." Paints

Electrical Insulating Compound

Varnishes

Insulating Tape

"P. & B." Building, Sheathing and Insulating Papers

Case Lining Papers

SELLING AGENTS FOR ONTARIO AND QUEBEC

Lockerby & McComb ⁶⁵ Shannon St. **Montreal, P.Q.**

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green

of JOHN LUCAS & CO.,
PHILADELPHIA.

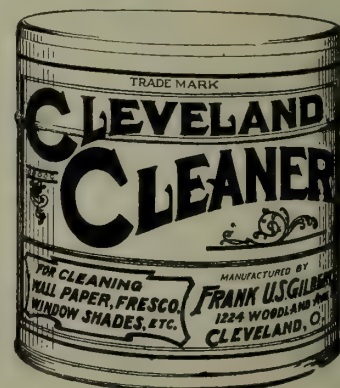
And CELEBRATED

English Varnishes

of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

Something You've Looked For A Perfect Wall Paper Cleaner



Not
Dangerous.
Does Not
Contain
Acids

Will
Keep Two
Years.
Can't
Spoil

The Cleveland Wall Paper Cleaner

The Cleaner you want if you are in business
for dollars and cents.

Put up in cases of 3 doz. one pound cans
Bulk—10, 25 and 50 pound cans. Prompt shipments

FRANK U. S. GILBERT

1224 Woodland Ave.

CLEVELAND, OHIO

Wa-ko-ver Floor Stain



A Stain and Varnish Combined

This is a line every dealer should have for his Spring Trade. Not because we say so, but because it is a line that you can absolutely guarantee to give entire satisfaction.

Wa-ko-ver Floor Stain is essentially a colored varnish of such remarkable toughness and elasticity, that although wood treated with it may dent under a blow, the finish will give without cracking.

Write for booklet showing assortment of shades. Our proposition mailed free on request.

G. F. Stephens & Co., Limited

PAINT MAKERS

WINNIPEG

=

=

=

CANADA

Architects, Builders and Plumbers
freely endorse

Standard Ideal Porcelain Enameled Ware



Dealers handling Standard Ideal Ware are assured of larger sales, better satisfaction and greater profits. Manufactured in Canada, this ware is the equal of any foreign product of a like nature.

Standard Ideal Ware has the strength of iron, together with a beautiful, smooth, china-like surface, which with its one-piece construction ensures its freedom from dust, dirt and germs.

We manufacture Bath Tubs, Sitz Baths, Shower Baths, Sinks, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances, Etc.

The Standard Ideal Co., Limited

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO,
128 West Craig Street, MONTREAL, and 24 Telfer Block, WINNIPEG

SCIENTIFIC DRAINAGE
IN CAST IRON

HYGIENIC SANITATION
CAN BE OBTAINED BY
USING MACFARLANE'S
GLASS ENAMELLED
DRAIN & SOIL PIPES
WHICH ARE RECOMMENDED
AND SPECIFIED BY THE
LEADING SANITARY
AUTHORITIES

WALTER MACFARLANE & Co.
SANITARY ENGINEERS.
CASTINGS SUPPLIED CUT & FITTED
TO REQUIRED MEASUREMENTS
DRAINAGE PLANS ARRANGED
CATALOGUES ON APPLICATION.

SARACEN FOUNDRY,
GLASGOW.

AGENTS:

W. PORTEOUS JACK, 1256 Robson, Vancouver.

GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.

BAXTER, PATERSON & CO., 102 St. Antoine St., Montreal



PLUMBING GOODS

"Quality
Guaranteed"

and Sanitary Specialties

We manufacture the largest variety in

PLUMBERS' BRASS and IRON GOODS

We carry a full line of Enameled Baths and Lavatories, Enameled Sinks
and Laundry Tubs, Range Boilers, Soil Pipe and Fittings, etc.



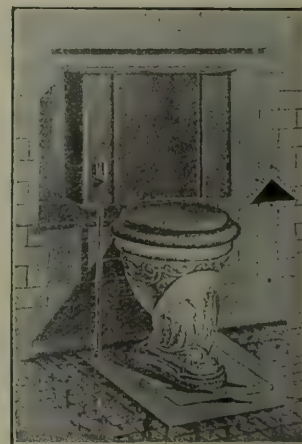
The "Astoria" Low Tank combination—The "Standard of Excellence" in closet combinations—Write for card.

Write us
about the
"Thomson"
Smoke
Machine
for Testing
Plumbing
Work.



Enameled Roll Rim Kitchen Sink with
Brackets. Nickel-Plated Vented Trap
and Fuller Faucets.

Use
J M T
Cushion-
Disc
Bibbs and
Basin
Cocks.
They last
the long-
est.



The "Elgin" Low Tank, wash
down combination. A first-class
outfit at a low price.

The JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide Street West

TORONTO

Plumbing and Steamfitting

ADVANCE OF PRACTICAL SANITARY SCIENCE

Written for this Paper by W. Holley, Associate Royal Sanitary Institute

ARTICLE I.

At the present time the water carriage system of removing liquid filth and human excreta from the interior and vicinity of premises in our towns and cities is regarded by all sanitarians as the best method of dealing with a difficult problem and the one most nearly approaching ideal treatment.

New towns as they spring up are having installed water supply and sewerage facilities sufficient to provide for

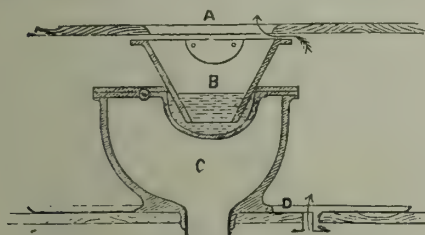


Figure B.

this method, and older towns which have not in the past had this system in operation are making such changes as to allow of its gradual introduction.

From an engineering standpoint many difficulties are encountered and many problems have to be solved in its introduction into an old town or in providing for its correct operation in a town which is being built, but from a sanitary and hygienic standpoint it has so much in its favor that almost any difficulties are compensated for by the far better results obtained over any other method.

It is not, however, within the scope of this few subsequent articles to deal with any of the larger problems, but to notice some points of interest to the plumbing trade and to the general readers of this journal arising therefrom—points, which in the writer's opinion, it is well to discuss.

As we look back over the history and experience of this system and notice its many failures and grand successes many lessons can be learned. It must be said that those who have been most interested in its successful operation have so kept pace with new ideas as they were demonstrated and so used them towards accomplishing their purpose, that at the present a fairly satisfactory system has been evolved.

One lesson,—and perhaps the most important—is that the best results are obtained by the use of the simplest appliances and parts. This is particularly noticeable regarding the closet fixtures, and as the installation of these fixtures forms a large portion of the work of the plumber, and is an important item to be considered in the construction of a dwelling, it will be profitable to devote this first article to notice this point at some length.

This simplicity, upon which good results so largely depend, must of course, be based entirely upon a scientific basis, and when so based, the more simple the appliance the more chance of better results.

One of the earliest types of bowl was the straight hopper connecting directly to the drain, no means of flushing being provided, the waste waters of the building only supposed to be emptied down the hopper. This was followed by waste water pipes from the other fixtures of the house being connected to the closet bowl to provide some kind of an automatic flush with absolutely no regard as to sanitary connections from one fixture to the other. Very frequently the drain itself connected to the sewer with no disconnecting trap, allowing free passage of sewer air to enter into every part of the building.

Here were instances of simple appliances used in a very simple manner, but had to be condemned because of lack of scientific principle and application. It can better be imagined than described, the condition of affairs which must have obtained under these methods viewed from our standpoint of to-day.

Illustration B shows a type of closet pan with a water seal to disconnect the closet from the drain, a step forward to better conditions. In many cases, most cases in fact, these were flushed only by the waste waters which were emptied into the bowl.

It is inconceivable how this type of fixture could have been thought to be a good one, but such is the case. Thousands were installed and some few examples may still be found. In fact

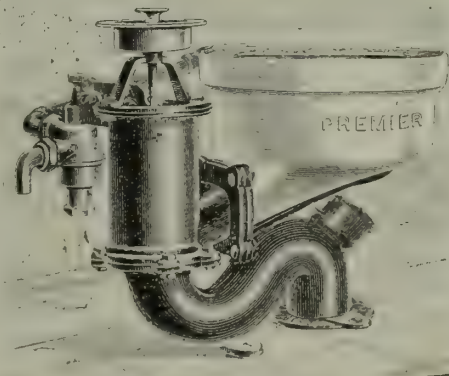


Figure D.

their use became very general and the fixture was regarded as the correct thing. Every time it was used the disconnection between the drain and the pan was entirely broken, allowing all the foul odors of the drain to pour forth and pollute the whole air of the

apartment. The working parts and container (a) became so clogged with foul and filthy matter after very short use as to constitute an unmitigated nuisance.

The whole construction is opposed to that scientific principle of complete and quick removal of all waste liquid and solid matters from the interior of a building. From our present day standpoint it stands a complete failure but

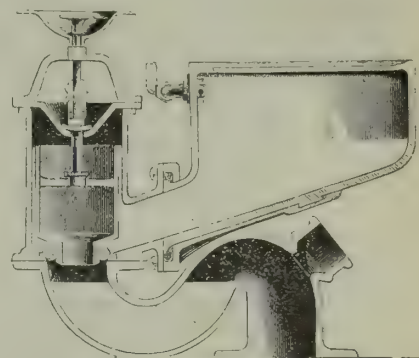


Figure C.

also as an honest attempt to deal with a difficult matter.

The "plug" closet was perhaps the next and was very largely installed. Fig. C.

The illustration is taken from a large American supply house catalogue and almost fully explains itself. The chief object again was to provide a satisfactory water seal and receptacle to prevent the surface of the fixture becoming fouled. Experience has, however, demonstrated it to be a failure. It was impossible to prevent pieces of solid matter from adhering to the plug—match stumps, cigar ends, etc.—and preventing it from closing tightly, thus allowing the water to entirely escape from the bowl, and thus becoming fouled. Its moving parts became fouled after a time and were always a source of annoyance by breakdown, and so the fixture had to be condemned when used, as at first without trap it was worse than the original hopper because of the false security it inspired in the occupants of the house. Under whatever condition it was used it proved a very unsanitary appliance because of the difficulty to retain water in the bowl and the moving parts becoming fouled.

Following this we have the "valve" closet, a piece of well thought out and ingenious mechanism. Illustration D. These were used, or designed to be used, always connected with a fresh water supply, and by lifting or pressing the lever, the contents of the bowl were allowed to escape into the soil pipe or drain and the fresh water to enter into the bowl through the flushing rim. Part of this was used in flushing out the bowl and the remainder was retained to provide the receptacle for further filth and to escape in its turn by a further

operation of the lever. The same remarks as used regarding illustration C are applicable to this type; in fact there are but some differences in detail. The plunger or plug is the essential feature, and of course the working parts just as easily foul, and the plunger is

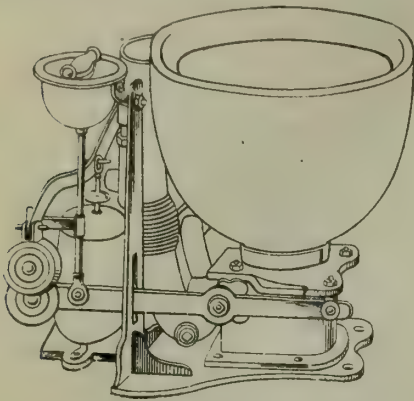


Figure E.

obstructed from reaching its seat as easily as with the previous type. The idea of retaining a larger amount of water in the bowl was perhaps the most important feature of this type. The illustration is taken from an American catalogue of 1888, and this type figured largely in the design shown. In the same catalogue, published in 1897, only one solitary cut was shown, the pattern having in the meantime been almost completely discarded.

A similar fixture was used in Great Britain up to a few years ago and at this time some few are still used, as shown by illustration E from a modern catalogue. It will be observed that the mechanism is even more complicated than the American valve closet. It is operated in a similar way by a lever at the side, which allows the contents of the bowl to enter the soil pipe and starts the flush. Most of the fresh water was retained in the bowl, which is provided with an overflow. The contents escape through the valve box immediately under the bowl and this pattern is some little better than the American, for the valve closes more surely, thus better maintaining the water in the bowl. Experience has demonstrated clearly, however, that these types are too complicated to be effective. There are too many working parts which become disgustingly foul and are constantly breaking down. The pendulum would seem to have swung to the other extreme and instead of having simple but unsanitary fixtures, we had very complicated and still unsanitary fixtures. To that must be added the necessity of having the fixture boxed in which today is entirely opposed to the best sanitary practice.

This leads us to the consideration of a pattern of closet bowl, of which there are very many in use at this time in one or other modification of the form—the “washout.” The idea of the design would seem to have arisen from the plunger closet; no doubt an attempt to overcome the difficulty already mentioned regarding that type.

In this case the water is self-contained in the receptacle provided to receive the filth and is made of such depth as to keep the surface of the bowl from fouling at that point, and yet, not prevent the flush from perfectly carrying away the contents. Of all closet bowls perhaps none has been so popular as this. Its introduction was decidedly a step forward in practical sanitation and more fully answered the requirements of a correct sanitary fixture than any previous form. It was a complete return from the complex to the simple, but with the results of the experience already gained on which this simplicity was based. It has no working parts, is simple in construction, and is much less liable to foul. Thousands are at this time successfully working and many are being sold, although the pattern has been much improved upon by newer designs, which are largely taking its place. There are, however, certain definite objections and certain defects which we will briefly notice.

Illustration F shows one of the earliest models, some of which are still met with. The chief objections applicable

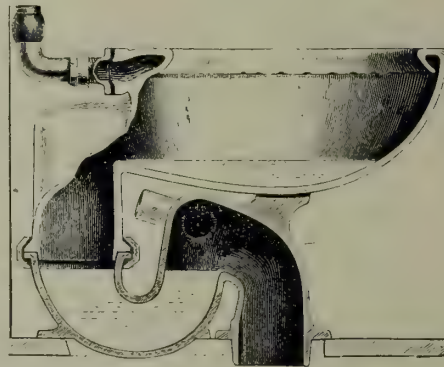


Figure F.

to this and to all models are that the power of the flush to properly remove at once all deposits from the fixture through the trap into the soil pipe is largely defeated by its force being spent carrying the contents from the receptacle into the trap. It is entirely dependant upon the volume of water to accomplish this and frequently the necessary amount is not forthcoming, thus leaving after each operation solid filth in the trap, causing foul stenches to emanate into the room. If any lengthy period of time elapses between the operation of the closet, the nuisance becomes a very real one. This fact is clearly demonstrated in situations where the quantity of flush is governed by the length of time the user holds the valve from the supply tank open, as compared with places where the flush is delivered by syphon valve. In the first instance it would seem to be too much trouble to hold the valve open sufficiently long to properly remove the contents out into the soilpipe with the result already mentioned. When installing such a bowl it should be carefully planned that not less than five gallons of water be delivered into the

bowl after each using, if the fixture is to be clean.

In this particular type the outlet into the trap is at the back of the bowl, which further operates against a clean and positive flush. Another real objection is that the exterior of the bowl lends itself to the accumulation of filth and cannot be easily cleansed. The fact of this fixture being made of two pieces as in this first instance, is also a great disadvantage, for experience has proved that a watertight joint was very rarely made, resulting in damaged floors, and ceilings, any time the trap became blocked. An attempt was then made to improve this by laying the trap enclosed within the porcelain when fixed, but the same very real objections obtained; in fact were more exaggerated.

Fig. H shows a modification of this pattern, which is perhaps the most common type, being in common use in Great Britain, Canada, United States, India, and elsewhere at this time. It is here shown with a trap vent as well as after flush chamber, but this type is made and used without either. The question of venting will form the subject of a subsequent article, as it is a most vital question in sanitary science, but here it will be well to notice that in all cases of “washout” bowls the depth of seal in the trap is extremely small; it cannot be otherwise if the fixture is to successfully operate, for the force of the water is largely spent in doing other work than flushing the trap, viz., carrying the soil into the trap. It will, therefore, be readily seen that in cases where no vent is provided a syphoned trap is not very difficult.

Regarding the afterflush, a point worthy of consideration in this North American Continent is the liability of fracture of the chamber from the body of the bowl through the formation of ice within, when installed in exposed positions. The holes from the chamber to the bowl are frequently not quite

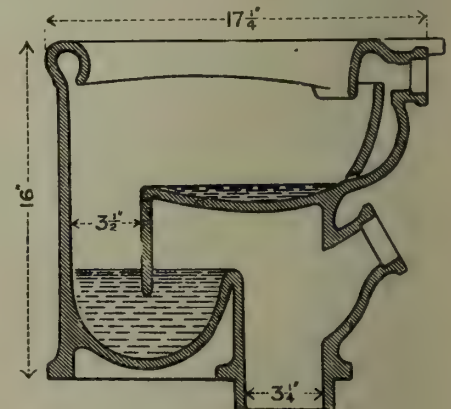


Figure H.

at the bottom of the receptacle, thus allowing water to remain which freezes and expands and thus forces the chamber from the main body. This fact is worthy of note and is a real danger in exposed positions.

In the writer's opinion this “washout” pattern when provided with a suf-

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,

Montreal, April 5, 1907

ficiently large flush, say not less than five gallons, and when properly vented, and the vent in good condition, is fairly satisfactory. The more recent designs of bowls, though, are so much in advance from a sanitary standpoint that it is a wonder so many of this type are still sold.

The London (England) County Council's action regarding this bowl is worthy of consideration. Within recent years they have entirely prohibited its installation within the area of their jurisdiction, and very many in operation have been condemned and had to be removed. The reason is that without a very copious supply of water for flush it is impossible to keep the fixture in a sanitary state and it is impossible within the metropolitan area to allow the use of the required amount. Two gallons at each flush is the amount allowed and bowls are in use which give almost perfect satisfaction with that amount. It was found to be almost possible to prevent filthy matter from adhering to the interior surface at A which after a short time causes a constant stench to be emitted.

The uses of a bowl which will properly cleanse with a smaller expenditure of water than another is in many respects of great advantage to a city's authorities, a fact particularly obvious when water supply is limited, or sewers too small.

JAMES ROBERTSON CO.'S FIRE.

For some months past this firm has been making alterations and improvements in their Montreal plant. They had just moved into their new quarters when a fire occurred, burning part of the foundry and some patterns. The foundry has been since built up and the patterns replaced. Owing to the increased pressure of business new buildings are continually being erected. The report that they were completely burned out is untrue; a portion of the works only being destroyed.

NEW BRASS WORKS.

The General Brass Works, Toronto, have secured a permit to establish a brass foundry on Sterling Road, for the manufacture of brass goods, plumbers' and steamfitters' supplies.

URINALS.

An automatic flushing device which will be economic in the use of water, and which will at all times insure sanitary conditions, is the purpose of a new urinal patented by A. Johnson, Lincoln, Neb.

PLUMBING NOTES.

The town of Aylmer will install a sewerage system, to cost \$60,000.

F. H. Herbert has completed plans for the King Radiator Co.'s new factory, on Ashbridge's Marsh, Toronto, to cost \$100,000.

Manufacturers and jobbers have all they can do to hold their own just at present, and are withdrawing their prices for all future shipments. Everything in the price line that is quoted now means for immediate acceptance.

Manufacturers used to make their prices in accordance with the cost of raw material and labor. There is such a demand at present, however, that they are in a position to ask almost anything they like—and get it, too—and prices are now made from the capacity of their plants and the state of their order books.

RANGE BOILERS—Excellent demand, but no change in prices: Iron clad, 30-gal., \$5; 40-gal., \$6.50 net list. Copper, 30-gal., \$33; 35-gal., \$38; 40-gal., \$43.

LEAD PIPE—Business very brisk with firm prices: Discount is:—5 p.c. f.o.b. Montreal, Toronto. St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—The demand still exceeds the supply: Discounts on nipples, 1/4-inch to 3-inch, 65 per cent.; 3 1/2 to 2 inch, 67 1/2 per cent.

IRON PIPE—Remains the same as last quoted.

SOIL PIPE AND FITTINGS—No special features to report. Prices remain: Standard soil pipe, 50 p.c. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Remains unchanged: Bar solder, half-and-half, guaranteed, 25c.; No. 2 wiping solder, 22c.

ENAMELWARE—We quote: Canadian baths, see Jan. 3, 1907, list. Lavatories, discounts, 1st quality, 30 per cent.; special, 30 and 10 per cent. Sinks, 18x30 inch. flat rim, 1st quality, \$2.60; special, \$2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,

Toronto April 5, 1907.

Plumbing market conditions at present are very good with bright prospects. A big business is being done and prices are stiffening. Advances are being made in pipe prices.

The feature of the market is the fact that Canadian brass goods are selling at lower prices than American. Where the discount at Detroit is 50 per cent. the Toronto discount is 51 1/2 per cent. Such a disparity of prices on brass goods is unusual. A scarcity in iron pipe, especially 3/4 inch, black, still prevails.

LEAD PIPE—Prices remain firm and unchanged: 5 per cent. off the list price of 7c per lb. Lead waste, 8c per lb., with 5 off. Caulking lead, 5 3/4c to 6 3/4c

per lb. Traps and bends, 40 per cent. off.

IRON PIPE—A scarcity prevails in 3/4 inch black pipe. Prices are stiffening, no advances being made at present. We continue to quote: 1-in. black pipe, \$5.12; 1-in. galvanized, \$6.77.

IRON PIPE FITTINGS—Prices continue firm and unchanged. We continue to quote: Cast iron fittings, 57 1/2 per cent.; cast iron plugs and bushings, 60 per cent.; flange unions, 60 per cent.; nipples, 70 and 10 per cent.; iron cocks, 55 and 5 per cent.; Canadian malleable, 30 per cent.; malleable unions, 55 and 5 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain, 65 per cent.; cast iron floor, 70 per cent.; hook plates, 60 per cent.; expansion plates, 65 per cent.; headers, 60 per cent.; hangers, 65 per cent.; standard list.

SOIL PIPE FITTINGS—We continue to quote: Medium and extra heavy pipe and fittings, 60 per cent.; light pipe, 50 per cent.; light fittings, 50 and 10 cent.; 7 and 8 in pipe, 40 and 5 per cent.

RANGE BOILERS—A fair demand prevails with firm and unchanged prices: Galvanized iron, 30-gal., standard, \$5; extra heavy, \$7.75; 35-gal. standard, \$6; extra heavy, \$8.75; 40-gal., standard, \$7; 40 gallon, extra heavy, \$9.75, net list. Copper range boilers—New lists quote: 30 gallon, \$33; 35 gallon, \$38; 40 gallon \$43. Discounts 5 to 15 per cent.

RADIATORS—Radiator prices continue low. Demand is brisk with unchanged prices: Hot water, 47 1/2 per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers continue unchanged.

SOLDER—Bar solder, half-and-half, guaranteed, 27c; wiping, 23c.

ENAMELWARE—We quote as before: Lavatories, first quality, 20 and 5 to 20 and 10 off; special, 20 and 10 to 30 and 2 1/2 per cent. discount. Kitchen sinks, plate, 300, firsts, 60 and 10 off; specials, 66 and 5 per cent. Urinals and range closets, 15 off. Fittings extra.

STOVE MANUFACTURERS MEET.

The Stove Manufacturers' Association held their regular meeting at Toronto, on Wednesday, March 27, the following being present:

J. H. Tilden, president of the Gurney-Tilden Co., Toronto; Stanley Robinson, of the D. Moore, Co., Hamilton; W. Burrows, jr., of Burrows, Stewart & Milne, Hamilton; J. Jamieson, jr., of Bowes, Jamieson & Co., Hamilton; Wm. Buck and Phil Buck, of the Buck Stove Co., Brantford; Geo. Clare and Fred Clare, of the Clare Bros. Co., Preston; Ed. Gurney and W. H. Carrick, of the Gurney Foundry Co., Toronto; T. L. and Fred Moffat, of the Moffat Stove Co., Weston; R. J. Lockhart, of the Gurney-Massey Co., Montreal; J. J. Foote, of McClary Mfg. Co., London. No changes in prices or business of importance was transacted at the meeting.

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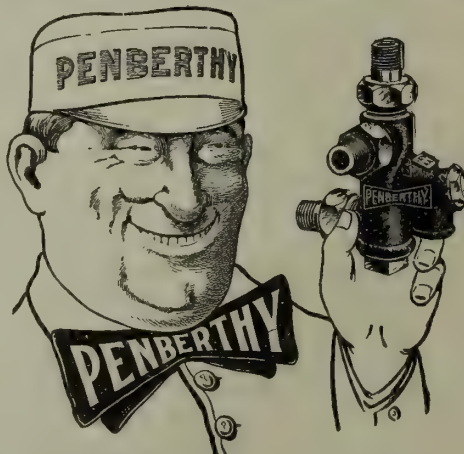
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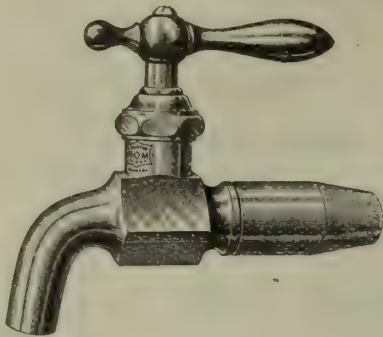
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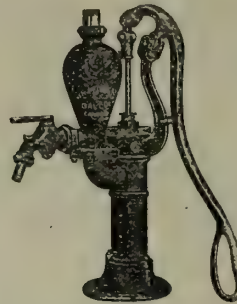
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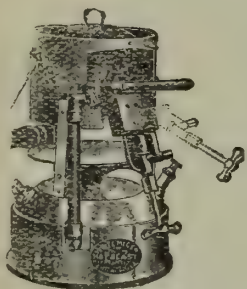
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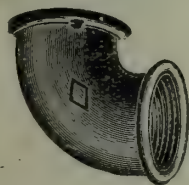
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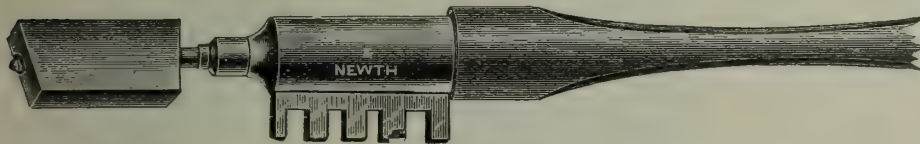
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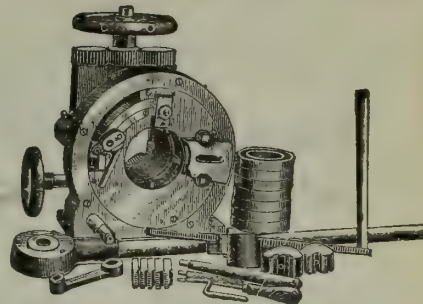
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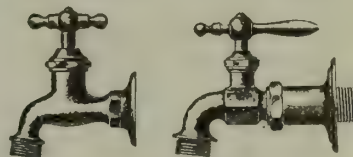
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CURRENT MARKET QUOTATIONS.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 27 0 27 1/2

BOILER PLATES AND TUBES.

Plates, 1/2 to 1 inch, per 100 lb. 2 50

Heads, per 100 lb. 2 75

Tank plates 3-16 inch 2 65

Tubes per 100 feet, 1 1/2 inch 8 50

" " 2 " " 9 00 9 50

" " 2 1/2 " " 11 31 11 50

" " 3 " " 12 51 13 00

" " 3 1/2 " " 16 00 17 00

" " 4 " " 20 00 21 50

2 per cent off

BOILER AND T.K. PITTS.

Plain tinned } 25 per cent. off list.

Spun }

BABBIT METAL.

Canada Metal Company—Imperial genuine

60c; Imperial Tough, 60c; White Brass, 50c;

Metallic, 35c; Harris Heavy Pressure, 25c;

Henoules, 25c; White Bronze, 15c; Star

Frictionless, 14c; Alluminoid, 10c; No. 4,

9c. per lb.

James Robertson Co.—Extra and genuine

Monarch, 60c; Crown Monarch, 50c; No. 1

M. March, 40c; King, 30c; Fleur-de-lis, 20

Thurber, 15c; Philid-Phi, 12c; Canadian,

10c; hardware, No. 1, 15c; No. 2, 12c; No. 3,

10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, 25 p.c. advance.

Sheets, 12 to 14 in. 0 30

Tubing, base, per lb 5-16 to 2 in. 0 33

Tubing, 3/8 to 3 inch, iron pipe size. 0 31

" 1 to 3 inch, seamless. 0 36

Copper tubing, 6 cents extra.

COPPER.

Ingot.

Casting, car lots 26 03 27 00

Out lengths, round, 1/2 to 2 in. 35 00

Sheet.

Plain, 16 oz., 14x48 and 14x60 35 00

Plain, 14 oz. 36 00

Tinned copper sheet, base 38 00

Planished base 43 00

Braziers (in sheets), 4x6 ft., 25

to 30 lb. each, per lb., base. 0 34 0 35

BLACK SHEETS.

Montreal Toronto

8 to 10 gauge 2 70 2 70

12 gauge 2 70 2 80

14 " 2 70 2 55

17 " 2 50 2 65

18 " 2 50 2 65

20 " 2 50 2 65

22 " 2 50 2 75

26 " 2 65 2 85

28 " 2 70 3 00

CANADA PLATES.

Ordinary, 52 sheets 2 75 2 91

All bright 3 80 3 93

Galvanized, 52 sheets 4 35 4 45

" 60 " 4 60 4 70

Ordinary. Dom. Crown

18x24x53 4 35 4 35

" 60 " 4 60 4 60

20x28x80 8 70 8 70

" 94 " 9 20 9 20

GALVANIZED SHEETS.

Fleur-de-Lis. Gordon Colborne

16 to 20 gauge 3 80 3 95

22 to 24 gauge 4 05 4 00 3 75

26 " 4 31 4 40 4 30

28 " 4 55 4 60 4 45

Apollo.

10 1/2 oz. (American gauge) 4 85

28 gauge 4 45 4 55

26 " 4 15 4 30

24 " 3 85 3 90

Gorhal's Queen's

Best. Comet. Head. Bell.

16 to 20 gauge 3 60 3 95

22 to 24 gauge 3 75 4 20

26 " 4 30 4 45

28 " 4 55 4 70 4 45

Less than case lots 10 to 25c. extra.

IRON AND STEEL.

Montreal Toronto.

Common bar, per 100 lb. 2 15 2 30

Forged iron " 2 40

Refined " 2 55

Horseshoe iron 2 55

Hoop steel, 1 1/2 to 3 in. base. 2 80

Sleigh shoe steel 2 30

Tire steel 2 40 2 50

Best sheet cast steel. 0 12

B. K. Morton "Alpha" high speed. 0 65

" annealed 0 70

"M" Self-hardening. 0 50

"J" quality, best warranted. 0 18

"I" warranted. 0 14

"B.C." quality 0 09

Colonial black diamond. 0 78

Sanderson's 0 09

Jeasop's 0 12 0 13

Air hardening 0 60 0 65

Conqueror 0 07 0 60

Jowett's diamond J. 0 06 0 60

Jonas & Colver's tool steel. 0 10

" annealed 0 65

"Novo" 0 65

Jowett & Sons B.P.L. tool steel 0 10 0 11

COLD ROLLED SHAFTING.

9-16 to 11-16 inch 0 06

1/2 to 1-7/16 " 0 05 1/2

1-7/16 to 3 " 0 05

Montreal 30, Toronto 35 to 40 per cent.

INGOT TIN.

Lamb and Flag and Straits—

56 and 28-lb. ingots, 100 lb. \$45 00 \$45 50

TIN PLATES.

Charcoal Plates—Bright

M.L.S., equal to Bradley—

I.C. 14 x 20 base \$6 50

I.X. 14 x 20 " 8 00

I.X. 14 x 20 " 9 50

Famous, equal to Bradley—

I.C. 14 x 20 base 6 50

I.X. 14 x 20 " 8 00

I.X. 14 x 20 " 9 50

Rave and Vulture Grades—

I.C. 14 x 20 base 5 00

I.X. " 6 00

I.X. " 7 00

I.X. X " 8 00

"Dominion Crown Best"—Double

Coated, Tissue. Per box.

I.C. 14 x 20 base 5 50

I.X. 14 x 20 " 6 50

I.X. " 7 50

"Allways Best"—Standard Quality.

I.C. 14 x 20 base 4 50

I.X. 14 x 20 " 5 25

I.X. 14 x 20 " 6 00

Bessemer Steel—Bright Cokes.

I.C., 14 x 20 base 4 25

20x28, double box 8 50

Charcoal Plates—Terne

Dean or J. G. Grade—

I.C., 20x28, 112 sheets 7 25

I.X., Terne Tin 9 50

Charcoal Tin Boiler Plates.

Cookley Grade—

X X, 14x56, 50 sheet bxs. 7 50

" 14x60, " 7 50

" 14x65, " 7 50

Tinned Sheets.

72x30 up to 24 gauge 8 50

26 " 9 00

LEAD.

Imported Pig, per 100 lb. 5 50 5 60

Bar, 5 75 6 00

Sheets, 2 1/2 lb. sq. ft., by roll 0 07 1/2

Sheets, 3 to 6 lb. 0 07

NOTE.—Cut sheets 1/2 c. per lb., extra. Pipe,

by the roll, usual weights per yard, lists at 7c.

per lb. and 5 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe

8-ft lengths, lists at 8c.

SHEET ZINC.

5-cwt. casks 7 75 8 00

Part casks 8 00 8 25

ZINC SPELTER.

Foreign, per 100 lb 7 25 7 50

Domestic 6 75 7 00

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 55 per cent.

Cushion work, discount 40 per cent.

Fuller work, 65 per cent.

Flatway stop and stop and waste cocks, 60

per cent.; roundway, 55 per cent.

J.M.T. Globe, Angle and Check Valves,

45 per cent.

Standard Globe, Angle and Check Valves

55 per cent.

Kerr standard globes, angles and checks,

special, 42 per cent.; standard, 47 1/2 p.c.

Kerr Jenkins' disc, copper-alloy disc and

heavy standard valves, 40 per cent.

Kerr steam radiator valves 60 p.c., and quick-

opening hot-water radiator valves, 60 p.c.

Kerr brass, Weber's straightway valves,

40 per cent.; straightway valves, I.B.M.,

60 per cent.

J.M.T. Radiator Valves 50 per cent.

Standard Radiator Valves, 60 per cent.

Patent Quick-Opening Valves, 65 per cent.

Jenkins' Bros. Globe Angle and Check Valves

27 1/2 per cent.

No. 1 compression bath cock net 2 00

No. 4 " " " " 1 90

No. 7 Fuller's " " " " 2 25

No. 4 1/2 " " " " 2 35

Patent Compression Cushion, basin

cock, hot and cold, per doz., \$16.70

Patent Compression Cushion, bath

cock, No. 2208 2 25

Square head brass cocks, 50 per cent.

" " " " " " 60

Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon 33 00

" 35 " 38 00

" 40 " 43 00

15 per cent.

BOILERS—GALVANIZED IRON RANGE.

Capacity. Standard. Extra heavy

30-gallons 5.00 7.75

35 " 6.00 8.75

40 " 7.00 9.75

2 per cent., 30 days

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

12x24, \$1; 18x30, \$1; 18x36, \$1.30.

ENAMELED BATHS.

List issued by the Standard Ideal Com

pany Jan. 3, 1907, shows an advance of 10 per

Clauss Brand Tinner Snips

Fully Warranted

Steel Faced on solid steel. Japan
Handles, Highly Finished Blades.



Write for Trade Discounts.

The Clauss Shear Co.,

Toronto, Ont.

GLUE.		
Domestic sheet	0 10	0 104
French medal	0 12	0 124
PARIS GREEN.		
Berger's Canadian	0 254	0 154
600-lb. cask	0 254	0 254
250 lb. drums	0 254	0 254
100-lb.	0 264	0 264
50-lb.	0 274	0 274
1-lb. pkgs, 100 in box	0 284	0 284
1-lb. tins, 100 in box	0 294	0 294
1-lb. p/g	0 304	0 304
F.o.b Toronto.		

PARIS WHITE.		
In bbls	0 91	

PREPARED PAINTS.		
Pure, per gallon, in tin	1 30	
Second qualities, per gallon	1 10	
Barn (in bbls)	0 55	0 90
Shorwin-Williams paint, 1 gal.	1 40	
Canada Paint Co.'s pure	1 30	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
British Navy deck	1 50	
Brandram-Henderson's "English"	1 45	
Ramsay's paints, Pure, per gal.	1 20	
Thistle	1 00	
Outside, bbls 0 55	0 65	
Martin-Senour's 100 p.c. pure, 1 gal.	1 50	
" " " " 1 gal.	1 45	
" " " " 1 gal.	1 40	
Senour's Floor Paints, 1 gal.	1 20	
Jamieson's "Crown and Anchor"	1 20	
Jamieson's floor enamel	1 50	
" barn paints, bbls, per gal.	1 20	
Sanderson Percy's, pure	1 20	
Robertson's pure paints	1 20	

PUTTY.		
Bulk in bbls	1 61	
Bladders in bbls	1 90	
25-lb. tins	1 90	
Bladders in bulk or tins less than 100 lb.	1 95	
Bulk in 100-lb. irons	1 90	

SHINGLE STAINS.		
In 5 gallon lots	0 75	0 83

SHELLAC.		
White	0 65	
Fine orange	0 60	
Medium orange	0 55	
F.o.b. Montreal or Toronto.		

TURPENTINE AND OIL.		
Castor oil	0 08	0 10
Gasoline	0 224	
Benzine, per gal	0 17	0 20
Turpentine, single barrels	1 00	1 04
Linseed Oil, raw	0 62	0 66
" boiled	0 65	0 68

WHITE LEAD GROUND IN OIL. Per 100 lbs.		
Canadian pure	7 15	
No. 1 Canadian	6 80	
Munro's Select Flake White	7 40	
Elephant and Decorators Pure	7 40	
Monarch	7 40	
Standard Decorator's	7 15	
Essex genuine	6 80	
Brandram's B. B. Genuine	6 40	
" Anchor," pure	7 03	
Ramsay's Pure Lead	7 00	
Ramsay's Exterior	6 65	
"Crown and Anchor," pure	6 50	
Sanderson Percy's	7 41	
Robertson's O.P. lead	7 21	

WHITE AND RED DRY LEAD.		
Genuine, 500 lb. casks, per cwt	6 75	6 00
(4 genuine, 100 lb. kegs)	7 50	6 50
No. 1, 500 lb. casks, per cwt	6 25	5 75
No. 1, 100 lb. kegs, per cwt	7 00	6 25

WINDOW GLASS		
Size United	Star	Double
Inches.		Diamond
Under 20	\$4 25	\$5 25
20 to 24	6 65	6 75
24 to 28	6 10	7 50
28 to 32	5 35	8 50
32 to 36	5 75	9 75
36 to 40	6 25	11 00
40 to 44	7 00	12 50
44 to 48		15 00
48 to 52		17 50

96 to 100	20 50
101 to 105	24 00
106 to 110	27 50
Discount—16-oz., 25 per cent.; 21-oz. 30 per cent. per 100 feet. Br. ken boxes 50 per cent.	

WHITING.		
Plain, in bbls	0 60	
Gilders bolted in bands	0 80	

WHITE DRY ZINC.		
Extra Red Seal, V.M.	0 074	0 084

WHITE GROUND ZINC.		
Pure, in 25-lb. irons	0 084	
No. 1	0 07	
No. 2	0 054	

VARNISHES.		
In 5-gal. lots.	Per gal.	cans.

Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 15	
" No. 1	0 80	
" union	1 40	
Light oil finish	1 80	
Gold size japan	0 95	
Brown japan	0 90	
No. 1 brown japan	0 90	
Baking black japan	1 35	
No. 1 black japan	0 90	
Benzine black japan	0 70	
Crystal Damar	2 80	
No. 1	2 50	
Pure asphaltum	1 40	
Oil of th	0 70	
Lighting dryer	2 00	
Elastic varnish, 1 gal. can, each	2 00	
Granite floor varnish, per gal	2 10	
Maple Leaf coach enamels; size 1	1 20	
Shorwin-Williams' kopal varnish, gal.	2 50	
Canada Paint Co.'s sun varnish	2 00	
"Kyanize" Interior Finish	2 40	
"Flint-Lac," coach	1 80	
B.H. Co.'s "Gold Medal," in cases	2 00	
Jamieson's Copalene, per gal.	2 00	

BUILDERS' HARDWARE.

BELLS.		
Brass hand bells, 60 per cent.		
Nickel, 55 per cent.		
Gongs, Sargeant & door bells	5 55	8 00
American, house bells, per lb.	0 35	0 40
Peterboro door bells, discount 37 1/2 and 10 per cent. off new list.		

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.	2 25	
Ready roofing, 3-ply, not under 45 lb. per roll	1 00	
Ready roofing, 3-ply, not under 55 lb. per roll	1 25	
Carpet felt	60 00	
Heavy Straw Sheathing	35 00	
Dry Surprise	0 41	
Dry Sheathing	0 50	
Tar	0 45	
Dry Fibre	0 55	
Tarred Fibre	0 65	
O. K. & I. X. L.	0 70	
Resin-sized	0 45	
Oiled Sheathing	1 00	
Oil	0 70	
Roof Coating, in barrels	0 17	
Roof " small packages	0 25	
Refined Tar	5 00	
Coal Tar	4 00	
Coal Tar, less than barrels	0 15	
Roofing Pitch	0 80	
Slater's felt	0 70	
Heavy Straw Sheathing f.o.b. St.		
John and Half	37 50	

HUTTS.		
Wrought Brass, net revised list.		
Wrought Iron, 70 per cent.		
Cast iron (Lange Pin), discount 60 per cent.		
Wrought Steel Fast Joint and Loose Pin, 70 per cent.		

CEMENT AND FIREBRICK.		
Canadian Portland	2 00	2 10
Belgium	1 60	1 70
White Bros. English	1 50	2 00
" Lafarge " cement in wood	3 40	
" Lehigh " cement, in wood	2 54	

"Lehigh" cement, cotton sacks	2 39	
"Lehigh" cement, paper sacks	2 31	
Fire brick, Scotch, per 1,000	27 00	3 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton	4 95	
Paving blocks per 1,000		
Blue metallic, 9"x4"x3", ex wharf	35 00	
Stable pavers, 12"x6"x2", ex wharf	50 00	
Stable pavers, 9"x4"x3", ex wharf	35 00	

DOOR SETS.		
Peterboro, 37 1/2 and 10 per cent.		
DOOR SPRINGS.		
Torrey's Rod	1 75	
Coil, 9 to 11 in.	0 95	1 65
English	2 06	4 00
Chicago and Reliance Coil 25 per cent.		

STORE DOOR HANDLES.		
Per Dozen	1 00	1 50

ESCUTCHEONS.		
Discount 50 and 10 per cent., new list		
Peterboro, 37 1/2 and 10 per cent.		

ESCUTCHEON PINS.		
Iron, discount 40 per cent.		
Brass, 45 per cent.		

HINGES.		
Blind, discount 60 per cent.		
Heavy T and strap, 4-in., per lb. net.	0 064	
" 5-in., " "	0 06	
" 6-in., " "	0 054	
" 8-in., " "	0 034	
" 10-in. and larger	0 054	

Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in., per 100 lb.	4 75	
over 12 in.	3 75	
Spring, No. 20, per gro. pairs	10 80	
Spring, Woodvatt pattern, per gro. No. 5,		
\$17.50 No. 10, \$18; No. 20, \$10.80; No.		
12 \$20; No. 51, \$10; No. 55, \$27.50.		
Crate hinges and back flaps, 65 and 5 p.c.		
Hinge hasps, 65 per cent.		

SPRING HINGES.		
Chicago Spring Butts and Blanks 12 1/2 percent.		
Triple End Spring Butts, 40 and 5 per cent.		
Chicago Floor Hinges, 40 and 5 off.		
Garden City Fire House Hinges, 12 1/2 p.c.		

CAST IRON HOOKS.		
Bird cage	0 50	1 10
Clothes line, No. 61	0 00	0 70
Harness	0 50	12 00
Hat and coat	1 10	10 00
Chandelier	0 50	1 00
Wrought hooks and staples		
3 x 5	2 65	
5-16 x 5	3 30	

Bright steel gate hooks and staples, 40 p.c.		
Hat and coat wire, discount 6 1/2 per cent.		
Screw, bright wire, discount 65 per cent.		

KNOBS.		
Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	2 75	3 25
Bronze, Genuine	6 00	9 00
Shutter, porcelain, F. & L.		
White door knobs	1 30	2 00
Peterboro knobs, 37 1/2 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.		
Lock, Canadian dis. 40 to 40 and 10 per cent		
Cabinet trunk and padlock		
American	0 60	

LOCKS.		
Peterboro 37 1/2 and 10 per cent		
Russell & Ewing, steel rim \$2.50 per doz.		
Eagle cabinet locks, discount 30 per cent		
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.		

SAND AND EMERY PAPER.		
B. & A. sand, discount, 35 per cent		
Emery, discount 35 per cent.		
Garnet (Rutten) 5 to 10 per cent. advance		

SASH WEIGHTS.		
Sectional	2 00	2 25
Solid	1 50	1 75

SASH CORD.		
Per lb.	0 31	

BLIND AND BED STAPLES.		
All sizes, per lb.	0 074	0 1

WROUGHT STAPLES.		
Galvanized	2 75	
Plain	2 50	
Coopers, discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
Bright spear point, 75 per cent. discount.		

TOOLS AND HANDLES.

ADZES.		
Discount 22 1/2 per cent.		

AUGERS.		
Gilmour's, discount 60 per cent. off list.		

AXES.		
Single bit, per doz.	5 50	8 50
Double bit, " "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
" hunters	5 25	

BITS.		
Irwin's auger, discount 47 1/2 per cent.		
Gilmour's auger, discount 60 per cent.		
Rockford auger, discount 50 and 10 per cent.		
Jennings' Gen. auger, net list.		
Gilmour's car, 47 1/2 per cent.		
Clark's expansive, 40 per cent.		
Clark's gunlet, per doz.	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BUTCHERS' CLEAVERS.		
German	6 00	9 00
American	12 00	18 00

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	0 60	0 85

CHISELS.		
Warrack's, discount 7 1/2 per cent.		
P. S. & W. Extra, discount 7 1/2 per cent.		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 15
S. & D., " 5		0 224
S. & D., " 6		0 15
Boynton pattern	" "	0 20

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.	
Canadian, discount 40 to 42 1/2 per cent.	
Shingle, Red Ridge 1, per doz.	4 40
Barrel Underhill.	5 06

MALLES.	
Tinsmiths' per doz.	1 25
Carpenters' hickory,	1 25
Lignum Vitae.	3 85
Caulking, each.	0 80

MATTOCKS.	
Canadian.	5 50
per doz.	6 00

MEAT CUTTERS.	
German, 15 per cent.	
American discount, 33 1/2 per cent.	
Gem.	1 15

NAIL PULLERS.	
German and American.	0 85
No. 1.	0 85
No. 1573.	0 75

NAIL SETS.	
Square, round and octagon, per gross	3 38
Diamond.	1 00

PICKS.	
Per dozen.	6 00
	9 00

PLANES.	
Wood bench, Canadian discount 40 per cent.	
American discount 50 per cent.	
Wood, fancy Canadian or American 37 1/2 to 40 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices.	

TROWELS.	
Diastion's, discount 10 per cent.	
" & D., discount 35 per cent.	
Berg's, brick 924x11.	4 00
pointing, 924x5.	2 10

FARM AND GARDEN GOODS

BELLS.	
American cow bells, 6 3/4 per cent.	
Canadian, discount 45 and 50 per cent.	
American, farm bells, each.	1 35

BULL RINGS.	
Copper, \$1.30 for 2 1/2-inch, and \$1.70	

CATTLE LEADERS.	
Nos. 32 and 33.	7 50
per gross	8 50

BARN DOOR HANGERS	
Steel barn door.	8 00
Stearns wood track.	4 50
Zenith.	9 00
Acme, wood track.	5 00
Atlas.	6 00
Perfect.	8 00
New Milo.	6 50
Steel, covered.	4 00
" track, 1 x 3-16 in (100 ft).	3 75
" 1 1/2 x 3-16 in (100 ft).	4 75
Double strap hangers, doz. sets.	6 40
Standard jointed hangers.	6 40
Steel King hangers.	6 25
Storm King and safety hangers.	7 00
" rail.	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	
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HARVEST TOOLS.	
Discount 60 per cent.	
S. & D. lawn rakes, Dunn's, 40 off.	
" sidewalk and stable scrapers, 40 off.	

HAY KNIVES.	
Netlist.	

HEAD HALTERS.	
Jute Rope, 1-inch.	9 00
" " "	10 00
" " "	12 00
Leather, 1-inch.	4 00
Leather, 1 1/2.	5 20
Web.	2 45

HOES.	
Garden, Mortar, etc., discount 60 per cent.	
Planter.	4 00

LAWN MOWERS	
Low wheel, 12, 14 and 16-inch.	\$2 30
9-inch wheel, 12-inch.	2 85
" " 14.	3 00
" " 16.	3 12 1/2
High wheel, 12.	4 05
" " 14.	4 25
" " 16.	4 50

SCYTHES.	
Per doz. net.	6 25
	9 25

CANADIAN, discount 40 per cent.	
SNAPS.	
Harness, German, discount 25 per cent.	
Lock, Andrews.	4 50
	11 00

STABLE FITTINGS.	
Warden King, 35 per cent.	

WOOD HAY RAKES.	
Ten tooth, 40 and 10 per cent.	
Twelve tooth, 45 per cent.	

HEAVY GOODS, NAILS, ETC.

ANVILS.	
Wright's, 80-lb. and over.	0 10 1/2
Hay Budden, 80-lb. and over.	0 0 1/2
Brook's, 80-lb. and over.	0 0 1/2
Taylor-Forbes, handy.	0 0 1/2
Columbia Hardware Co., per lb.	0 0 9 1/2

VISES.	
Wright's.	0 13 1/2
Berg's, per lb.	0 12 1/2
Brook's.	0 12 1/2
Pipe Vise, Hinge, No. 1.	3 50
" " No. 2.	5 50
Saw Vise.	4 50
Blacksmith's (discount) 60 per cent.	
parallel (discount) 45 per cent.	

BOLTS AND NUTS	
Carriage Bolts, common (\$1 list	Per cent.
" 1/2 and smaller.	60, 10 and 10
" " 7-16 and up.	55 and 5
" " Norway Iron (\$3	
list).	50
Machine Bolts, 1/2 and less.	60 and 10
Machine Bolts, 7-16 and up.	55 and 5
Plough Bolts.	55 and 10
Blank Bolts.	55
Blot Ends.	55
Sleigh Shoe Bolts, 1/2 and less.	60 and 10
" 7-16 and larger.	50 and 5
Coach Screws, conepoint.	70 and 5
Nuts, square, all sizes, 4c. per cent. off.	
Nuts, hexagon, all sizes, 4c. per cent. off.	
Stove Rods, 75 lb., 5 1/2 to 6c.	
Stove Bolts, 75 lb. per cent.	

CHAIN.	
Proof coil, per 100 lb., 5-16 in., \$4.50; 3/4 in., \$4.00; 7-16 in., \$3.80; 1/2 in., \$3.60; 9-16 in., \$3.55; 5/8 in., \$3.45; 3/4 in., \$3.30; 7/8 in., \$3.20; 1 in., \$3.20.	

Halter, kennel and post chains, 40 to 40 and 5 per cent.	
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Cow ties.	
Tie out chains.	65 p.c.
Stall fixtures.	35 p.c.
Trace chain iron, discount 35 p.c.	45 p.c.
Jack chain iron, discount 35 p.c.	
Jack chain, brass, discount 40 per cent.	

HORSE NAILS.	
'C' brand, 40, 10 and 7 1/2 per cent. off list	
M.R.M. Co. brand, 55 per cent.	
Capewell brand, quotations on application.	

HORSEHOES.	
M.R.M. Co.	No. 2.
Iron.	and larger and smaller
Snow.	3 50
Light steel.	4 05
Featherweight, sizes 0 to 4.	4 15
Teoweight.	5 75
Packing up to 3 sizes in a keg, 10c. per 100 lbs.; more than three sizes, 25c. per 100 lbs. extra. F.O.B. Montreal, add 15c. Toronto, Hamilton and Guelph.	

HORSE WEIGHTS.	
Taylor-Forbes, 3 1/2 c. per lb.	

NAILS.	
2d.	3 80
3d.	2 95
4 and 5d.	2 70
6 and 7d.	2 60
8 and 9d.	2 45
10 and 12d.	2 40
16 and 20d.	2 35
30, 40, 50 and 60d (base).	2 30
F.O.B. Montreal. Cut nails, Toronto 20c. higher.	
Miscellaneous wire nails, discount 75 per cent	
Coopers' nails, discount 40 per cent.	

PRESSED SPIKES.	
Pressed spikes, 1/2 diameter, per 100 lbs.	\$3.15.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, discount 60 and 10 and 10 p.c.	
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Extras on Coppered Rivets, 1-lb. packages	
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Tinned Rivets, net extra, 4c. per lb.	

SCREWS.

Wood, F. H., bright and steel, 87 1/2 per cent.	
" R. H., bright, dis. 32 1/2 per cent.	
" F. H., brass, dis. 80 per cent.	
" R. H., dis. 75 per cent.	
" F. H., bronze, dis. 75 per cent.	
" R. H., dis. 70 per cent.	
Drive Screws, dis. 87 1/2 per cent.	
Bench, wood.	3 25
" iron.	4 25
Set, case hardened, dis. 60 per cent.	
Square Cap, dis. 50 and 5 per cent.	
Hexagon Cap, dis. 45 per cent.	

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.	
Felister head, iron, discount 30 per cent.	
" brass, discount 25 per cent.	

TACKS, BRADS, ETC.

Carpet tacks, blued.	80 and 5
" tinned.	80 and 10
" (in kegs).	40
Out tacks, blued, in dozens only.	75 and 10
" weights.	60

Swedes out tacks, blued and tinned.	
In bulk.	80 and 10
In dozens.	75
Swedes, upholsterers', bulk.	85 and 12 1/2
" brush, blued and tinned.	70
Swedes, gimps, blued, tinned and japanned.	75 and 12 1/2
Zinc tacks.	40
Leather carpet tacks.	40
Copper tacks.	25
Copper nails.	30
Trunk nails, black.	65
Trunk nails, tinned and blued.	65
Olout nails, blued and tinned.	65
Chair nails.	35
Patent brads.	40
Fine finishing.	40
Lining tacks, in papers.	10
" in bulk.	15
" solid heads, in bulk.	75
Saddle nails, in papers.	10
" in bulk.	15

Tufting buttons, 22 line in dozens only.	60
Zinc glaziers' points.	5
Double pointed tacks, papers.	90 and 10
" bulk.	40
Clinch and dunk rivets.	45
Cheese box tacks, 85 and 5; trunk tacks, 80 and 10.	

WROUGHT IRON WAREHRS.

Canadian make, discount 40 per cent.	
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SPORTING GOODS.

AMMUNITION.	
H. B. Caps American \$2.00 per 1000.	
C. B. Caps American, \$2.60 per 1000	

CARTRIDGES.

Rim Fire Cartridges, 50 and 5 p.c.	
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Central Fire Pistol and Rifle, net Amer. list Loaded and empty shells, American 20 per cent. discount. Rival and Nitro, 10 per cent. advance.	
Empty paper shells American, 10 per cent. advance.	
Primers, American \$2.05	

WADS.

Best thick brown or grey felt wads, in 1-lb. bags.	\$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges.	0 29
Best thick white card wads in boxes of 500 each, 10 gauge.	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	
11 and smaller gauge.	0 60
9 and 10 gauges.	0 70
and 8.	0 90
5 and 6.	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
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9 and 10 gauges.	1 40
7 and 8.	1 85
5 and 9.	1 90

SHOT.

Ordinary drop shot, A.A.A. to dust \$7.50 per 100 lbs. Discount 5 per cent.; cash discount 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1 20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.	
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TRAPS (steel).

Game, Newhouse, discount 30 and 10 per cent.	
Game, Hawley & Norton, 50, 10 & 5 per cent.	
Game, Victor, 70 per cent.	
Game, Oneida Jump (B. & L.) 40 & 2 1/2 p.c.	
Game, steel, 60 and 5 per cent.	

SKATES.

Skates, discount 37 1/2 per cent.	
Mic Mac hockey sticks, per doz 4 (0 5 00	

PLANE IRONS.

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Stanley, 2 1/2 inch, single 24c., d. double 39c.	

PLIERS AND NIPPERS.

Rutton's genuine, 37 1/2 to 40 per cent.	
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	5 50

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Conductors'.	3 00
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" hollow.	per inch 1 00

RIVET SETS.

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RULES.

Boxwood, discount 70 per cent.	
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SAWS.

Atkins, hand and crosscut, 25 per cent.	
Diston's Hand, discount 12 1/2 per cent.	
Diston's Crosscut.	per foot 0 35
Hack, complete.	each 0 75
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S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, \$6.25; truck No. 1 Maple Leaf, \$3.25; buck, Happy Medium \$4.25; buck, Watch Spring, \$1.25; buck, common frame, \$4.00.	
Spear & Jackson's saws—Hand or rip 25 in., \$12.75; 24 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.	

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Hand Sets, Perfect.	4 00
X-Cut Sets.	7 50
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S. & D. saw swages, 40 off.	

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Moore.	\$17 50
" "	15 00
Fox.	12 50
Black Cat.	10 00
Canadian, discount 45 per cent.	

SQUARES.

Iron, discount 20 per cent.	
Steel, discount 65 and 10 per cent.	
Try and Bevel, discount 50 to 52 1/2 per cent.	

TAPE LINES.

English, ass skin.	per doz. 2 75
English, Patent Leather.	5 50
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steel.	each 0 80
Berg's, each.	0 75
	2 50

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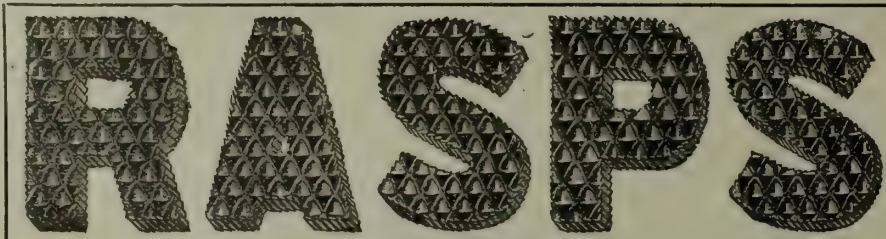
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Clausen Shear Co., Toronto.

Shovels and Spades.E-lipse Mfg. Co., Ottawa
Peterboro Shovel & Tool Co., Peterboro.**Silverware.**Hutton, Wm., & Sons, Ltd., London, Eng.
McLashan, Clarke Co., Niagara Falls, Ont.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.**Skates.**Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.**Sprayers**

Cavers Bros., Galt

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.

Chow, Edwin, and Son, Kingston

Stoves, Tinware, FurnacesCanadian Heating & Ventilating Co., Owen Sound.
Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal.
Down Draft Furnace Co., Galt
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard Wm., Toronto
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London.
Merrick Anderson, Winnipeg
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co., Brockville.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.**Tacks.**Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.**Tents.**

Tobin Tent and Awning Co., Ottawa

Turpentine

Deane Mfg. Co., Toronto.

Ventilators.Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.**Wall Paper**

Staunton Limited, Toronto.

Wall Paper Cleaner.

Gilbert, Frank U. S., Cleveland

Washing Machines, etc.Dowse Mfg. Co., Hamilton, Ont.
The Shultz Bros. Co., Brantford.
Taylor-Forbes Co., Guelph, Ont.**Wheelbarrows.**London Foundry Co., London, Ont.
Schultz Bros. Co., Ltd., The Brantford.**Wholesale Hardware.**Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.**Window and Sidewalk Prisms.**

Hobbs Mfg. Co., London, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.Banwell-Hoxie Fence Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mfg. Co., Montreal.
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound.
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.**Wrapping Papers.**Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.**Wringers**

Connor, J. H. & Son, Ottawa, Ont.

That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**

It has stood the tests of Scientific experts

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

Testimony

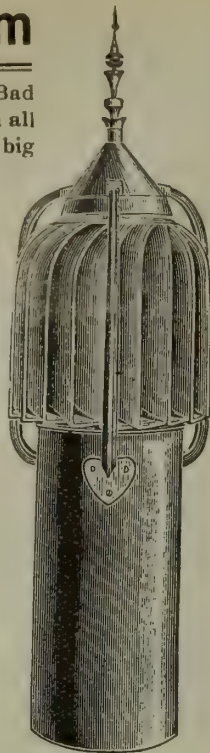
Montreal, June 7th, 1901
Messrs J. W. Harris Co., Limited
Montreal

Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK

Ask for booklet re Aeolian and Zephyr Ventilators, also booklet on Filter, etc.



The J. W. HARRIS CO., Limited

General Contractors and Manufacturers
MONTREAL

D.C. Mitchell & Co.

GLASGOW

STEEL PLATES, SHEETS, ANGLES, BARS, PIG IRON,

REPRESENTATIVE

Eadie-Douglas Company
22 St. John St., MONTREAL

SUPPORT CANADIAN INDUSTRIES

FREE TO HARDWARE DEALERS



We are supplying electros of the cut in this ad. for use in your local advertising, besides offering special terms for immediate orders for

"LION" Brand

PUTZ TRIPLE EXTRACT

METAL POLISH

IN LIQUID OR PASTE

The most reliable metal polish in the market. Once tried always used.

Support Canadian
Industries

Manufactured by

English Embrocation Co., Montreal

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company
PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,**

Wellsville Polish, Range Steel,

Wood's "A" Planished Iron,

**Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents
MONTREAL, CANADA

HARDWARE BABBITTS

No. 1, No. 2, No. 3

The wearing quality of our
HARDWARE BABBITTS
is the secret of the large orders the
HARDWARE MERCHANTS
are sending us. If not on our list
GET IN LINE

LIBERAL DISCOUNTS. TERMS RIGHT

The **James Robertson Co., Limited**
144 William St., MONTREAL, QUE.

PFLUEGER'S Fishing Tackle

Hooks, Flies,
Trolls, Spin-
ners, Phan-
toms, Reels,
Furnished
Lines.

Everything
in Fishing
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods,
Sent Express Prepaid, 170-Page Illustrated Cata-
logue No. F25, and Metal Fish Sign in 8-Color
Lithograph.

The Enterprise Mfg. Co.
AKRON, Ohio, U.S.A.



WALKER CORK SCREWS

are good holiday souvenirs and live sellers the whole year. Are made well and are made out of good material. That is why we guarantee every one that we put out. When ordering Cork Screws try Walker's

Manufactured
only by

**ERIE SPECIALTY COMPANY, ERIE, Pa.
U.S.A.**



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn.

New York City Branch—200 Broadway.

For sale by **ALL PROMINENT CANADIAN HARDWARE JOBBERS.**

TRADE MARK

Est. 1866. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company
PHILADELPHIA

Twelve Medals

TRADE MARK

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

TRADE MARK

SHEET ZINC,
SHEET COPPER,
SPELTER,
INGOT TIN,
BRASS and COPPER
TUBES.

For lowest prices send your enquiries to

B. & S. H. THOMPSON & Co.
LIMITED

53 ST. SULPICE STREET, MONTREAL

"Redstone"

High Pressure Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
of **TORONTO, LIMITED**

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"CANADIAN"

SPIRAL PACKING

(Highest Quality)

"Made in Canada"

We've manufactured 90 per cent. of all Spiral Packing sold in Canada during the past twenty years.

Our Packing is Different—and Better

THE
CANADIAN RUBBER CO.
OF MONTREAL LIMITED



Mark of Quality

155 Granville Street, - Halifax, N.S.
Imperial Bank Bldg., } Montreal,
St James Street } Que.
Front & Yonge Sts., - Toronto, Ont.
89 Princess St., - Winnipeg, Man.
403 Cordova St., - Vancouver, B.C.
Dewdney St., - Regina, Sask.
First St. W., - Calgary, Alta.
Wharf St., - - - Victoria, B.C.

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, APRIL 13, 1907

NO. 15.

POCKET **H. BOKER & CO'S** KNIVES
IMPROVED
TREE BRAND
TRADE MARK
CUTLERY RAZORS SCISSORS

For Sale by leading Wholesale Hardware Houses

"QUEEN'S HEAD" SHEETS

BLACK GALVANIZED

The highest grade on the market.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL
Managers, Canadian Branch.

DEALERS made more real money by recommending "Sovereign" Boilers last season than was made by pushing the next best three boilers on the market. If you didn't get your share of the profits last year it's up to you to secure your share this year by talking The



"Sovereign" Boiler

because it is the nucleus of the most perfect heating system ever devised. We were perfectly convinced of that before a single "Sovereign" left our factories, but we waited for the verdict of Canada's practical men. That verdict, as most dealers know, was: "The Sovereign is the Best."

Have you read our Profit Story?

TAYLOR - FORBES COMPANY, Limited
Head Office and Works: GUELPH, ONT.

TORONTO—1088 King St. West.

MONTREAL—122 Craig St. West.

WINNIPEG—The Vulcan Iron Works, Limited

See Classified List of Advertisements on Page 71.

Sporting Goods

Lacrosse
Sticks
Baseball
Supplies
Cricket Bats
Golf
Clubs, Etc.

Fishing Tackle

Rods Reels
Lines
Bait Boxes
Fly Hooks
Fish Baskets

Guns
and
Rifles
Ammunition
of
all
kinds



Wickets

Taylor's
**LAWN
BOWLS**



Tennis
Racquets and
Balls

Taylor's
Lawn
Bowls



Leg Guards

Write for Prices

RICE LEWIS & SON

LIMITED

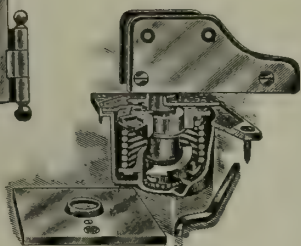
TORONTO.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING FLOOR HINGE



Chicago Spring Butt Company

CHICAGO NEW YORK
CATALOGUE ON REQUEST

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sar-jent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sarjent's Front, Store Door and Inside Locks

Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,

Wholesale Hardware

LIMITED

OTTAWA, ONT.

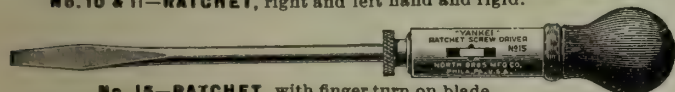
Other Tools are very "YANKEE TOOLS" ARE
Good Tools, but BETTER
SCREW DRIVERS

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS
of the KIND.

DRILLS



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



No. 12—RATCHET, with stub blade

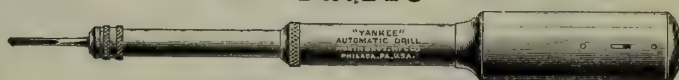
Chuck and 8 Drill Points
for spiral ratchet
screw driver.



Countersink,
for spiral ratchet
screw driver.



No. 60—POCKET
SCREW DRIVER.



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



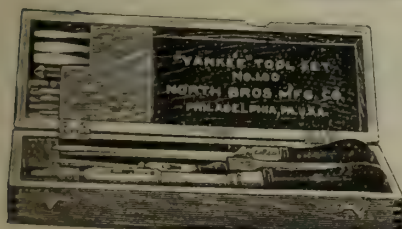
No. 50—RECIPROCATING DRILL, for wood or metals.

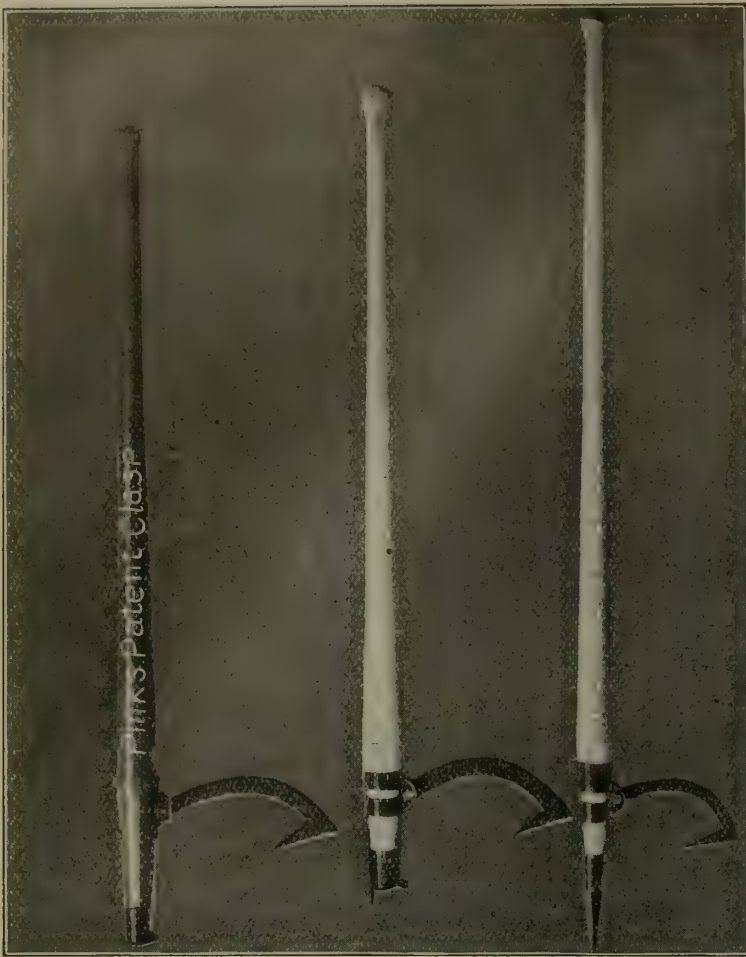
SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.





Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

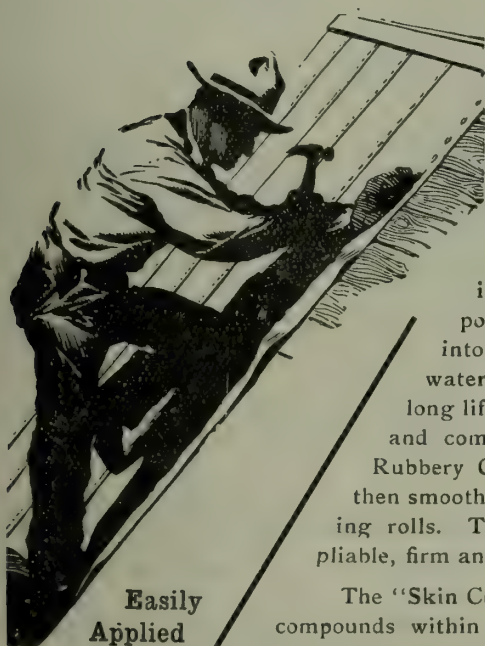
M. & L. Samuel, Benjamin & Co.
TORONTO

Covertite Roofing

THE ORIGINAL HIGH GRADE OF RUBBER ROOFING

NOT THE "JUST AS GOOD" KIND

TESTED BY TEN YEARS OF ACTUAL SERVICE



**Easily
Applied**

COVERTITE ROOFING

is a tough, pliable, ready-to-lay Roofing, having the appearance of Rubber. It is put up in rolls containing all materials for applying, viz., Caps, Nails and Cement, and as it requires no coating when laid, is the most practical roof ever made.

Its base is the best grade of Wool Felt obtainable, which is thoroughly saturated in waterproofing and preserving compounds and compressed by running through a series of rollers into a tough, compact sheet. The compounds render the felt water, acid and gas proof, which properties guarantee the long life and service of the Roofing. After being saturated and compressed the sheet is coated on both sides with a Rubbery Cement, spread on while in molten condition and then smoothed off and cooled by running through heavy cooling rolls. This process hermetically seals the felt with a pliable, firm and lasting jacket.

The "Skin Coat," as it is termed, holds the waterproofing compounds within the body of the Roofing, and keeps it pliable and full of life.

Suitable for all classes of buildings.

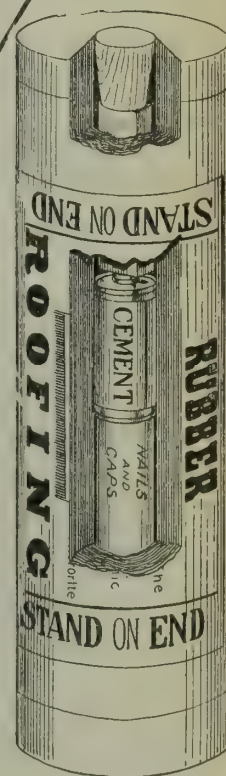
*Factories
Warehouses
Farm Buildings
Livery Barns
Business Blocks*

*Houses
Porch Roofs
School Houses
Freight Sheds
Etc., Etc.*

Good enough for the best buildings and cheap enough for the cheapest.

Absolutely the **BEST ROOFING** for the Hardware store to handle. Made in 1, 2 and 3-ply thicknesses.

WRITE FOR SAMPLES and PRICES



The neatest
and most
handy
roll of
roofing made

Exclusive Canadian Distributors

LEWIS BROS., LIMITED

SHELF and HEAVY HARDWARE

OFFICES and WAREHOUSES: 14 to 26 Bleury Street

AND AT

MONTREAL

TORONTO
OTTAWA
VANCOUVER
CALGARY
WINNIPEG

Consumers Cordage Co.,

LIMITED

Manufacture every variety of

CORDAGE

PACKING

BINDER TWINE

LATHYARN

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

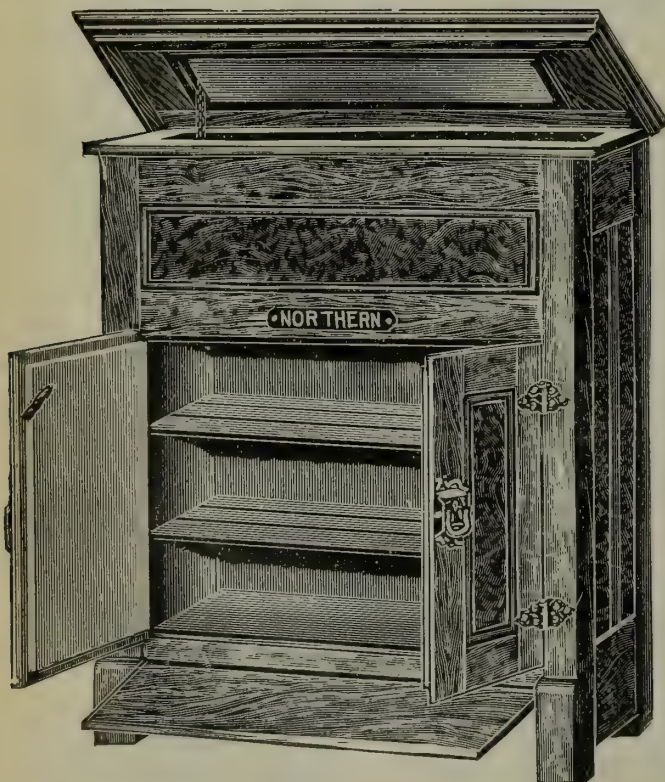
MacGOWAN & CO., Vancouver.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

It is advisable to place your orders for Refrigerators now, as the demand will be great later.



Size 4.

OLD PROBS. says:—"Expect a sizzling hot summer after such an old-fashioned cold winter."

OURS—THE "NORTHERN"—

REFRIGERATES on the DRY COLD-AIR PRINCIPLE.

NO INTERIOR SWEATING.

They are made from Well-seasoned Hardwood with Antique Flow Finish.

**ZINC LINED THROUGHOUT.
NEW STYLE SWING BASE.
EXTRA LARGE ICE BOX.**

AIR SPACE AND INSULATED WITH PAPER AND WOOD.

Also fitted with Improved Galvanized Iron Shelves.
Raised Panels. Fancy Brass Locks and Hinges.

*In fact, they are **SPLENDID VALUE.***

Made in 3 Sizes.

No. 1 and 2 with SINGLE DOORS.

No. 4 " DOUBLE DOORS.

We can ship promptly. Write for dimensions and prices.

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

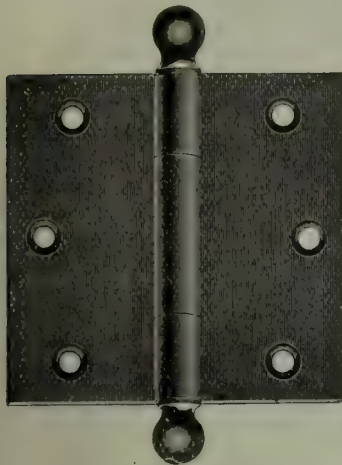
HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO

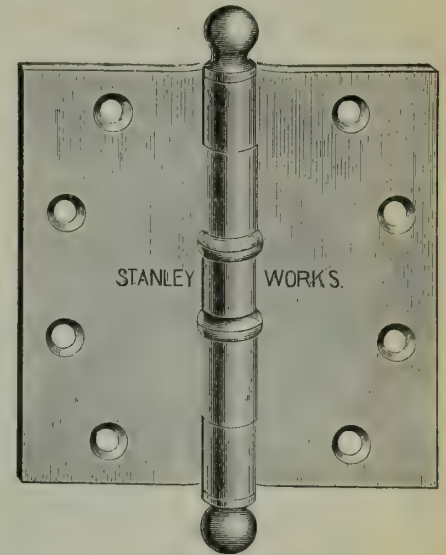
Only
Wholesale

Wholesale
Only

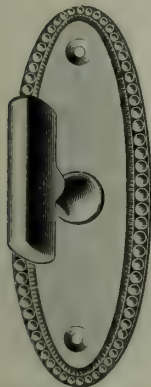
Builders' Hardware



Door Butts



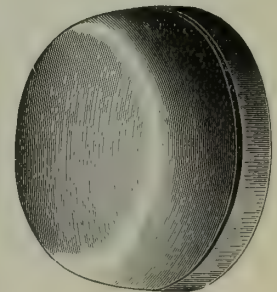
Ball-Bearing Butts



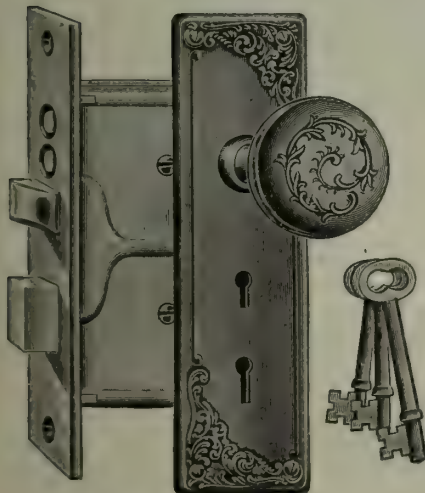
Door Bell Turns



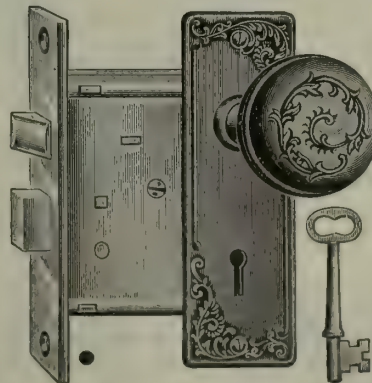
Letter Box Plates



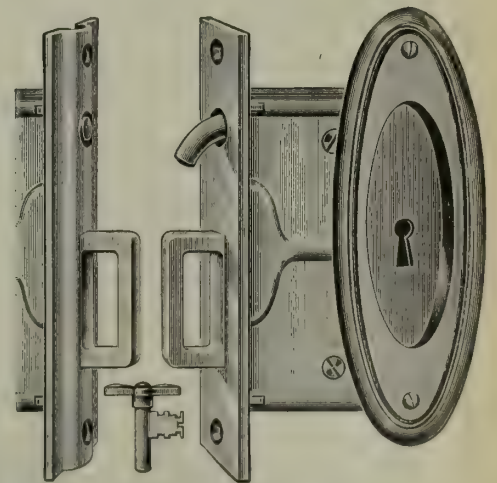
Door Bells



Front Door Sets



Inside Door Sets



Sliding Door Sets

FOR FULLER LINES SEE OUR HARDWARE CATALOGUE

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto, Ont.

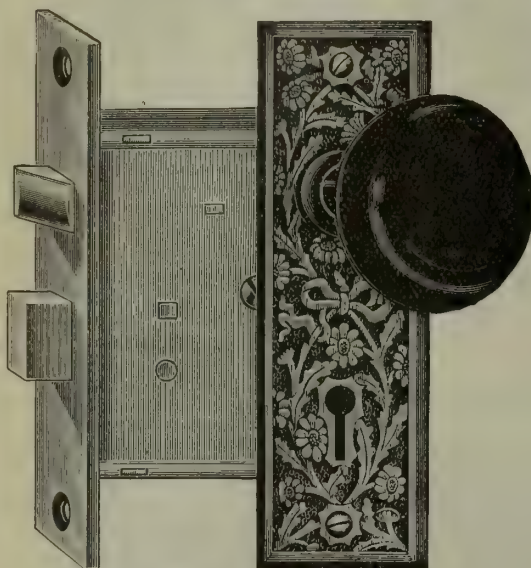
We Ship promptly

Our Prices are Right

Why Not Go Out After

the builder's hardware trade of your town instead of letting it go to the "retail-jobber" in the cities? Post yourself thoroughly on designs, finishes and materials. Keep a few samples of lock sets and be prepared to quote prices. It is not necessary to keep large stocks. We carry the stock; call on us as often as you wish for prompt shipment.

The well-posted, wide-awake hardwareman need

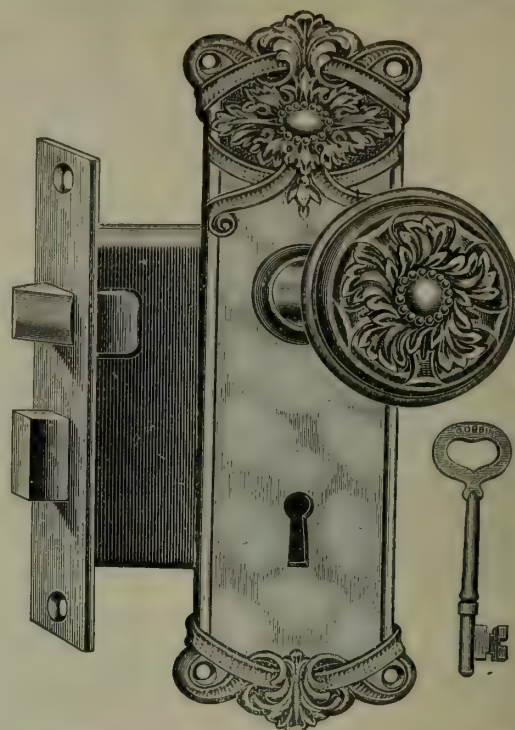


No. M2377, "Daisy" design, for inside doors.
Wrought steel, jet knobs.

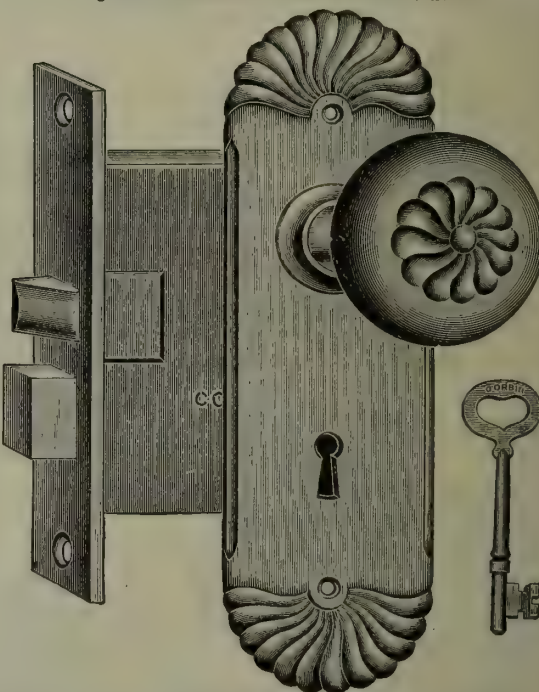
not be afraid of competition from city "retail-jobbers." Show the local contractor what you can do for him. Gradually his orders to the "retail-jobber" will grow smaller and his little repeat orders larger with you.

Our catalogue will help to keep you informed of all the best things in builder's hardware.

Ask our travellers for prices on this line, or write direct.



No. 651-050 "Concord" design. Cast-iron old copper plated. Made for inside and front doors.



No. 707-124 "Putnam" design for inside doors. Made also for front doors. Wrought bronze, polished or old copper finishes.

F. & W. Hardware Montreal



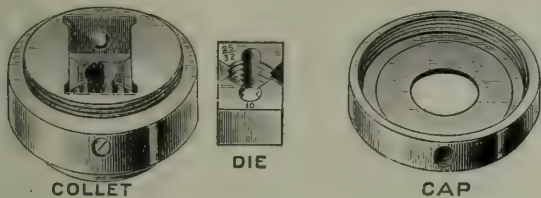
F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA

PROFIT and QUALITY

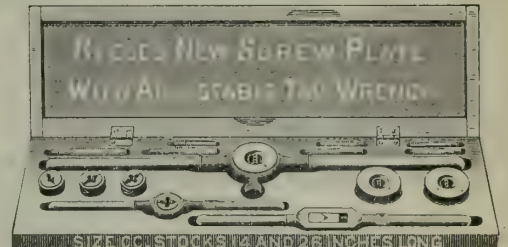
No "Screw Plate" is better in quality than the "Reece." We sell them at such a low price that no other kind gives the dealer more profit.

Do you know that the new "Reece" Screw Plates are fitted with a small stock, complete with dies to suit, for cutting the smaller size threads? This makes the set properly proportioned for doing neat, clean work. This addition adds nothing to the cost of the set. A tap wrench is also included in each.



Notice construction of Collet. Dies are held firmly in place when cap is screwed on Collet, making in effect a solid Die, thus avoiding stripping of threads.

Two Leading Sizes Reece Screw Plates



No. "C C" cutting from $\frac{1}{4}$ -in. to $\frac{3}{4}$ -in. complete with Taps and Tap Wrench. List price, \$16.00. Liberal discount to dealers.



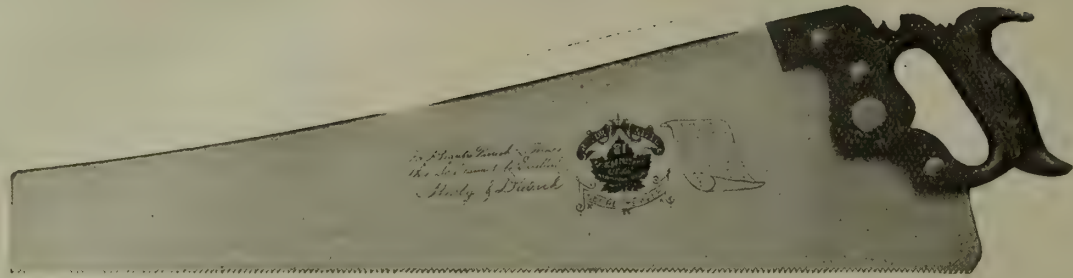
No. "E E" cutting from $\frac{1}{4}$ -in. to 1-in. complete with Taps and Tap Wrench. List price, \$25.00. Liberal discount to dealers.

Machinists' Hand Taps
Machine Cut Taps
Machine Screw Taps
Blacksmiths' Taps
Pipe Taps and Dies

Caverhill Searmont & Co.

Wholesale Distributors
Montreal and Winnipeg

Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted, Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

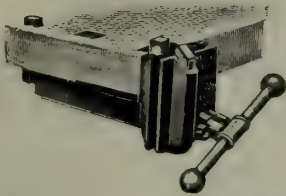
Manufactured
by

SHURLY & DIETRICH,

-

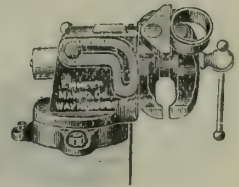
GALT, Ontario

More Than Fifty Thousand Emmert Universal Vises



in daily use testify to their practical utility and economy.

Quickness of movement, great range, stability and strength of position are their chief characteristics. Standard sizes.



CANADIAN FAIRBANKS CO., Limited

MACHINERY AND TOOLS

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

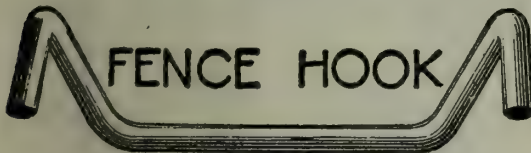
DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



FENCE HOOK

THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

LONDON, ONT.

PRIEST'S CLIPPERS

Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Weibusch & Hilger, Limited special New York
representatives, 9-15 Murray Street.

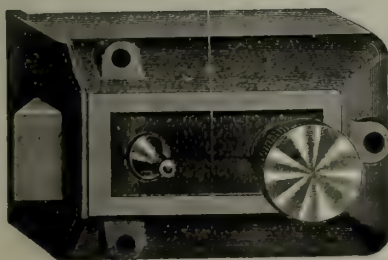
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

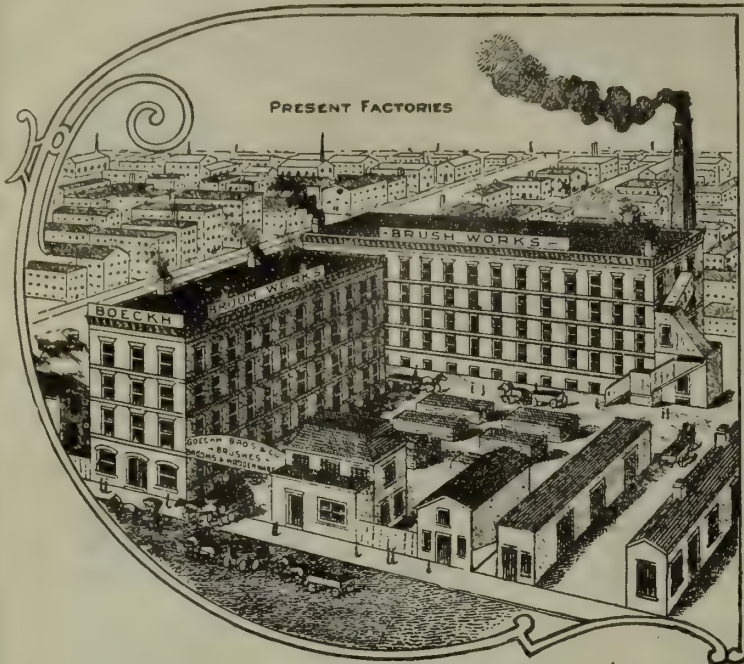
Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



Cylinder Night Latch, No. 102.



THE FACTORY BEHIND THE BRUSH

We are making Boeckh's Brushes, "The Standard Goods of Canada," in a factory that is as good as the brushes.

If our workmen (who are all well trained in the art of brush making) found it impossible to work together and under the best conditions, on account of lack of factory facilities, it would be impossible to produce a large output of perfect brushes. Hence the factory behind the brush is a large factor in the producing of

BOECKH'S BRUSHES

We operate the largest and best equipped Brush Factories on the Continent—over 80 per cent of all Painters', Household, Stable and Factory Brushes used in Canada are Boeckh's, the brushes that are "guaranteed."

UNITED FACTORIES, LIMITED

Head Office, - TORONTO

Factories: Toronto, London and Newmarket.

Branches: London, Montreal and Winnipeg.

Time Saved is All Profit.



Business Systems will cut
the book-keeping of any business
in half.

Business Systems are pro-
portionately as economical for a
corner store as for the largest
wholesale house.

.....

Our Monthly Account System posts your
books and makes out your customer's accounts
with one and the same movement of your pen.

Our Monthly Account System leaves nothing to change or recopy and prevents the

possibility of anything being forgotten.

.....

Will you let us tell you more about this in
detail?

Write us for full particulars.

It does not obligate you to buy.

**BUSINESS
SYSTEMS**
LIMITED
84 SPADINA AVE.
TORONTO, CANADA

If You Want

ENAMELWARE

to give satisfaction demand

“Ware For Wear”

Dreadnought

Dominion

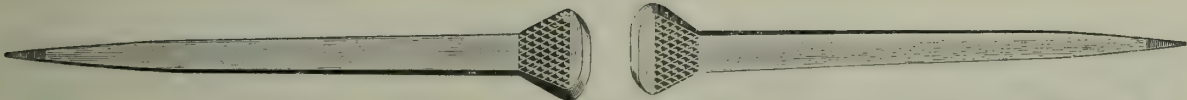
Federal

Made by

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.



RUSH ORDERS ARE OUR SPECIALTY

Our shipping department, from where

CAPEWELL HORSE NAILS

are shipped all over the world, has been described, by a steel agent whose business takes him into every factory in the country, as **THE BEST ARRANGED HE EVER SAW.**

While we advise dealers not to allow their stocks to get much below five boxes of each size, yet, if ever you **DO** want a quick shipment, why, just send us a rush order and try us.

Samples, Prices, Catalogue and 1907 Calendar free on request.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch: WINNIPEG, MAN.





Manufacturers of

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL

TORONTO

**BARBED, PLAIN TWIST and COILED SPRING FENCING,
GALVANIZED WIRE, — FENCE STAPLES**

WIRE NAILS

Flat Head
Round and Oval Head

SCREWS

Bright, Brass,
Nickel-Plated, Bronze

BRIGHT, ANNEALED and OILED and ANNEALED WIRE

Tinned Wire for Mattress, Broom and Bottling

COPPER and BRASS WIRE

Bright Wire Goods

Steel Wire Barrel Hoops

STRAND GUY WIRE

Refined Bar Iron

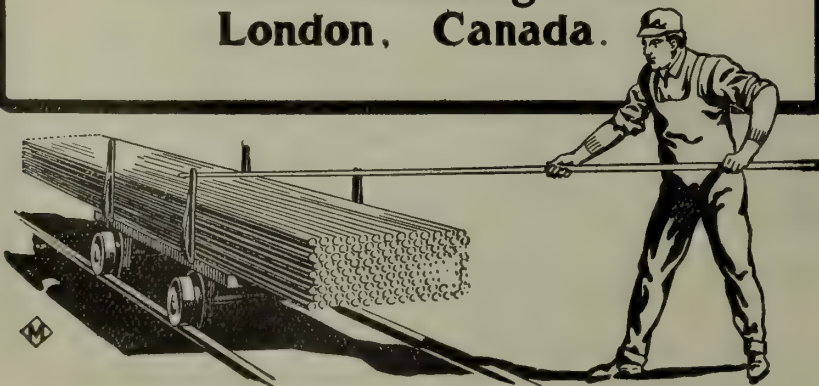
It is false economy to use poor quality bar iron. London Bars are the products of long experience, and the great demand for them is due to their uniform high quality.

They come in two grades, Common and Refined, and re-work with the greatest facility.

A trial order solicited.

55

London Rolling Mills
London, Canada.



Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block
WINNIPEG MAN

Square your Accounts

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

**WORK AND
PRICES
RIGHT**
GALVANIZING
ONT
WIND
ENGINE & PUMP CO.
TORONTO, ONT. (LIMITED)

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.



ATKINS SILVER STEEL SAWS

are the most profitable Saws to sell. Because they satisfy your customer and bring him back to YOU. Good mechanics appreciate them and buy them. The best Dealers everywhere sell them. Write for details and catalogue.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Branches—Toronto, Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle.

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB

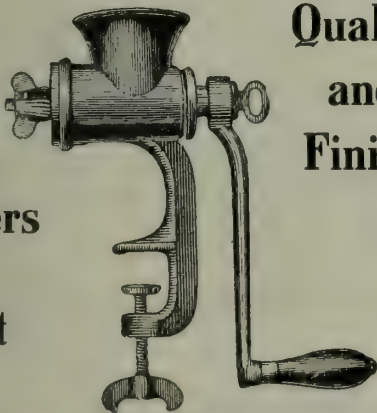
65 SHANNON STREET
MONTREAL

A1

No. 102

A1

**Meat
and
Food
Choppers
for
Profit**



**Quality
and
Finish**

A Food Chopper to be of any use to **you** must **sell**. A1 choppers not only sell, but they leave you a satisfactory profit and please your customers.

A1 choppers are made in four sizes, in all of which the base plate is removable and reversible, allowing the body to be thoroughly cleansed with least trouble.

Each chopper is supplied with four cutting plates, which are made from best quality steel and will keep sharp for years.

Write for further particulars.

F. W. Lamplough & Co.
MONTREAL

Axe Handles Pay

if they happen to be stamped

"Empire," "Imperial"

or **"Champion"**

Other axe handles may pay—we know that these will pay because they are

First Quality and Easy Priced

Remember the trade-winning brands and write for particulars.

J. H. Still Manufacturing Company,
ST. THOMAS, ONTARIO

Limited

CONGO

There is nothing in Congo Roofing that will dissolve in water, nothing that will evaporate, nothing that will be affected by heat or cold, nothing that will decompose.

It is practically indestructible by weather. It is built to endure hot weather, cold



ROOFING

weather, wet weather. It is a valuable fire retardent.

Test a Sample of it. We will send one free on request. Try it by any experiment you please and you will understand the confidence with which we back up Congo Roofing. Address

Buchanan-Foster Co., Philadelphia, Pa.
Geo. E. Smith & Co., Halifax,
S. Hayward Co., St. John, N.B.
Mechanics' Supply Co., Quebec,
The Starke Hardware Co., Montreal,
H. S. Howland, Sons & Co., Ltd., Toronto.

Telegraphic Addresses
"COLOURS," MATLOCK BATH
"STEADY," MANCHESTER

THE VIA GELLIA COLOUR COMPANY

MATLOCK BATH, (Derbyshire)

Manufactories
High Tor Works, Matlock Bath
Via Gellia Works, Cromford
Barytes Works, Bonsall
Gronebane Ochre Works and Mines,
(Wicklow, Ireland)

Raisers and Levigators of
Mineral Colours
Natural Yellow Ochres
Turkey Reds, Venetian Reds, Red
Oxides, Purple Browns.
Turkey and English Umbers,
Superfine Ivory and Drop Blacks,
Natural Lump Rottenstone,
(Brown and White)

REPRESENTATIVE
WM. O. GREENWAY
13 ST. JOHN ST., - MONTREAL

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"

"Made in Canada" from specially selected pulp. Let us send you samples.



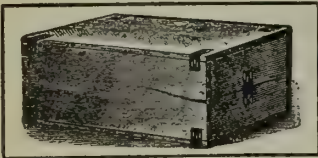
Toronto

CANADA PAPER CO.

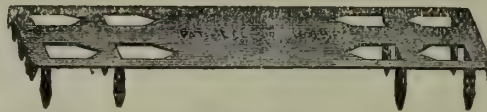
Montreal

LIMITED

Windsor Mills, Que.



Warminton's Clutch Nails



Used by up-to-date shippers as time and labor savers in the shipping department. Made in several sizes. Order a sample lot.

J. N. WARMINTON

43 Scott St., Toronto,

207 St. James St., Montreal.

To Manufacturers' Agents

ives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
HARDWARE AND METAL
Montreal and Toronto



Dana Peerless Freezers

are sold for you.

We tell your customers all about them through our advertisements in the magazines. Women are sure to see and read the Dana Peerless advertisements—full columns along side three columns of reading matter. Take advantage of this advertising. Show people that you have the Dana Peerless in stock.

ASK YOUR JOBBER

THE DANA MFG. CO., Cincinnati. 10 Warren St., New York.



Takes a woman off her knees

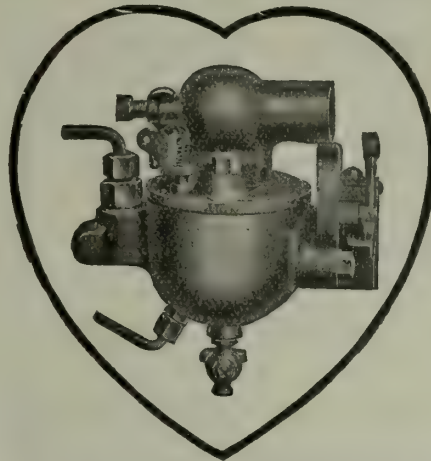


Write for Dana Food Chopper Catalogue.

For Sale. Have you anything for sale which any Hardware Merchant, Plumber, Stove and Tinware dealer would be interested in? Advertise in our "want ad." column. It will bring results. **Hardware and Metal, Montreal, Toronto, Winnipeg.**

EVERYTHING in
AUTOMOBILE and GAS ENGINE ACCESSORIES

Ammeters,
Coils,
Carburettors,
Cables,
Lamps,
Horns,
Gabriel Horns



Odometers,
Spark Plugs,
Prest-o-Lite Gas
Tanks,
Non-fluid Oils,
Speed Indicators,
Peerless Jacks

WHEN YOU WANT ANYTHING RIGHT AND WANT IT FAST—

There is one place on which you can rely.

WRITE FOR CATALOGUE.

CANADA CYCLE AND MOTOR CO., Limited

Branches—**OTTAWA**
WINNIPEG

VANCOUVER
MELBOURNE, AUST.

TORONTO JUNCTION, CAN.



Have You
Ordered
Refrigerators?

If not,
let us quote you prices.

**WE MAKE THE
BEST LINES
SOLD TO-DAY**

Ask for our
1907 Catalogue.

C. P. Fabien

**Montreal,
Canada**



**RUBBER TIRE APPLYING
Machines**



Also
**DRILLING
MACHINES,
FORGES,
FOOT VISES,
TIRE
BENDERS
and
UPSETTERS,
TUYERE
IRONS,
WAGON
SKEINS,
WHEEL-
BARROWS**

Mfg. by

The London Foundry Co.
London, - Canada

PAROID ROOFING

The roofing sold on a money-back guarantee



If you are not already selling Paroid Roofing, send for our special proposition. Paroid is the easiest selling ready roofing made. Every roll is sold on a money-back guarantee, and Paroid is the only ready roofing furnished with rust-proof caps.

The best roofing season soon opens and if you are interested, you should write at once. Our advertising plan, which is free to you, will bring customers to your store for other things as well as Paroid. Drop us a postal to-day.

F. W. BIRD & SON, Makers

Established in U.S.A., 1817

Factory at Hamilton, Ont.

Offices at Winnipeg, Man., and Hamilton, Ont.

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.



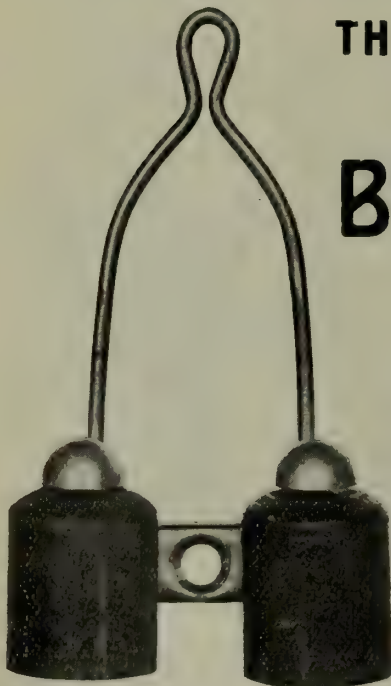
Auto Spray

Compressed-Air
Automatic

Best hand sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion



THE "WREN" BROOM HOLDER

Something New

No house should be without them.
Keeps the broom off the floor.

*Write for Price List
and Sample.*



Ontario Metal Novelty Mfg. Co.

111 King Street East, :: :: TORONTO

Let us Help You Increase Your Business

Why not **go after**
and get the fire brick
trade in your locality?

Our expert informa-
tion is at your com-
mand and will enable
you to make this a pay-
ing line.

Make this one of
your resolutions and
KEEP IT.

Francis Hyde & Co.

**Contractors
and
Foundry Supplies
31 WELLINGTON ST.
MONTREAL**

**List your "Wants" with us and see how
quickly we'll satisfy them.**



QUALITY, FINISH, DESPATCH

MANUFACTURERS

**Cutlery, Electro Plate and Solid
Nickel Silver Flatware**

The McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS CAN

**Persons addressing advertisers will kindly
mention having seen their advertisement in
Hardware and Metal.**



Don't Stop

Tackle Block Saves the labor of two or three
men. 600 to 5,000 pounds capacity.

to ask your neighbor, lift
the load yourself with
The Burr Self-Locking

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

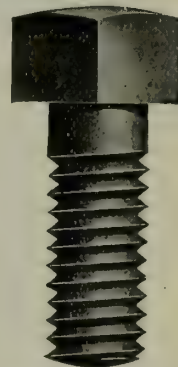


**Cap Screws, Set Screws,
Machine Screws, Cold Pressed
Nuts, Studs, Coupling Bolts,
Special Milled Work, etc.**

CANADA FOUNDRY COMPANY
LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

**District Offices: Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Roseland**



OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS "SUPERIOR"

FARLEY WORKS, SHEFFIELD, ENG

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. **ALL MONEYMAKERS.**

OFFICE FOR CANADA PACKARD BUILDING, MONTREAL

TELEPHONE M 557

"MAXIMUM LIGHT GLASS"

Samples and particulars supplied on application.

A residence in the West End of London became vacant because the tenant was not satisfied with the Daylight conditions of ONE ROOM. It was always necessary to burn gas (a continual expense).

The property was vacant for one year. Of the 31 parties who viewed same, 27 complained of the lack of Daylight in this room.

Owner's loss in rent, one year £186 0 0
Someone spoke of the benefits accruing from the use of "Maximum Light Glass."

Argument No. 183

Owner thought of suggestion for one month; Loss in Rent £15 0 0

£201 0 0

Maximum installed as follows:

6 sqrs. 30 x 18 ins., 15 ft. @ 1/6 £1 2 6

This property was let soon afterwards, in fact so soon that the return for rent the second year was £183 0 0

Can you see Argument No. 183?

MAXimum Light Window Glass Co.

Hobbs Manufacturing Co., Limited

Sole Canadian Agents

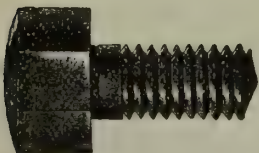
London

Toronto

Winnipeg

Dark Interiors ALWAYS Made Light

when this Illuminating Glass is used.



The John Morrow Screw, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



Covert Mfg. Co.

TROY, N. Y.

Harness Snaps, Chain,
Rope and Web Goods,
etc. For sale by Jobbers
at Manufacturers' prices.



STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO, Limited.

Water Proof Floors for
Malt Houses, Breweries,
Slaughter Houses,
Cheese Factories, Cellar,
Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for
Septic Tanks.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

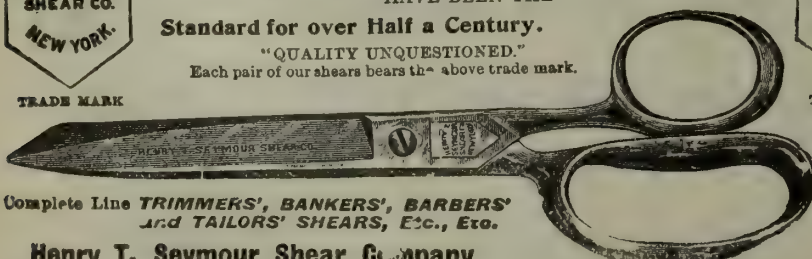
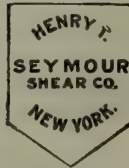
R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 156 Chambers St
NEWARK, N.J., U.S.A.



SEYMOUR SHEARS

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Agents

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.

"The Tool Holder People"

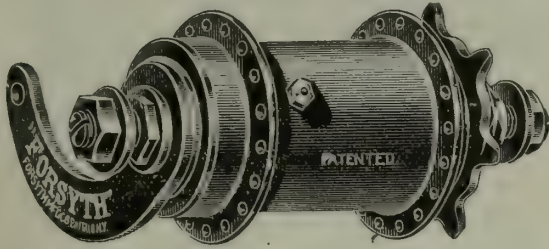
ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

The "Forsyth" Coaster Brake



That's the last word as far as Coaster Brakes are concerned.

These are its pleasing features, the features which have sold thousands of them:

The Forsyth can be easily adjusted without removing wheel from the frame.

Less operating parts than any other brake in the world.

The ordinary rider can readily take it apart.

Its excellent appearance is apparent, even in the cut.

Will outwear any bicycle manufactured, and being a part of the Wise Buyers' Line—there's money in it for you.

Forsyth Manufacturing Co.
Buffalo, N.Y.



THE ORIGINAL

"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



MODEL REFRIGERATORS



The Model is a moderate priced refrigerator, but compares favorably with the more expensive lines, and is much better value for the money than many of the so-called high-grade refrigerators.

It is made of hard wood, finished in golden oak; has heavy solid bronze locks and hinges and is lined with zinc, while the insulation is superior to many of the higher-priced refrigerators.

Made of Hard Wood. Perfectly Constructed. Saves Ice.

We are also Canadian Agents for the celebrated "Leonard Cleanable" refrigerators. We can supply these promptly in all styles and sizes.

Our "Iceberg" is a cheaper line than either the "Model" or "Leonard" but is splendid value for the money.

Special Catalogues on all lines sent on request.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

"EVERYTHING FOR THE TINSHOP"

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON

Coil Chain
Differential Pulley Blocks
Jim Crows, Jacks

JAMES BARBER, Era Works, Sheffield

HIGHEST GRADES OF

**TABLE and POCKET CUTLERY, RAZORS,
CARVERS, Etc.**

J. H. ROPER

CANADIAN REPRESENTATIVE

82 St. Francois Xavier St., - MONTREAL

Every day our factory is in operation,
we turn out 150,000 cans. We're as
busy as we can be, running every day
and a good many nights.

ACME CAN
WORKS
MONTREAL

The above significant statement will
convey a certain hint to your mind. We
are not filled up, but nearly so. The sooner
you can send us your order the better
pleased will we be.



There's MONEY in the "Dillon"
Fence for 90% of the hardware dealers
in Canada. Are you getting your
share?

"DILLON" HINGE-STAY FIELD FENCE

is different and better. It stays put.
Then Dillon prices assure custom and
a comfortable profit besides. Have you
all the particulars? It will pay you to
send us your name and address.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg



Now is the Time

to order your
STEP LADDERS.
Our ladders are
made of hard-
wood with oil
finish, put to-
gether with
screws and
rivets.

Unequalled for
lightness, com-
pactness, rigid-
ity and strength.

A card will bring
particulars.

**SHIRREFF
MFG. CO.**
**Brockville,
Ont.**

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND

IMPROVED CARPENTER'S
TOOLSSold by all Hardware
Dealer**STANLEY RULE & LEVEL CO.**

NEW BRITAIN., Conn., U.S.A.

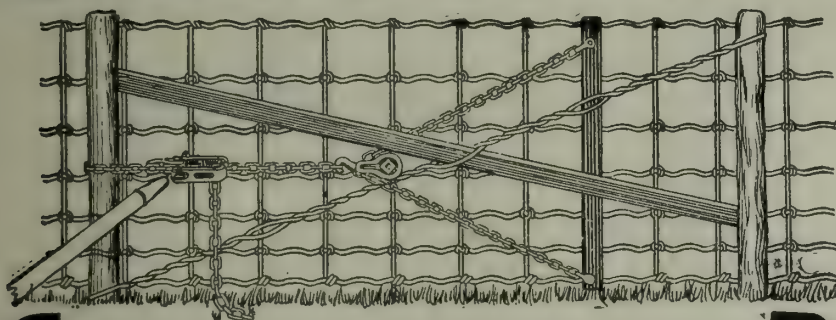


Large 6-oz. Can.

WE MAKE IT!*The BEST Air Drying Iron
Enamel Made**Try a 1-Dozen Case From
Your Jobber***Nickel Plate Stove Polish Co.,**

CHICAGO

HOW TO BUILD A GOOD FENCE



Our new folder on "Erecting Fences" will tell you and if you will follow the instructions carefully when you are through you will have a good job.

It's full of valuable and interesting information on fence building and tells how to erect woven wire fencing in the quickest and most substantial manner.

No farmer, fence man or any one interested in fence construction should fail to write for a copy. It gives all the information required for building fences and we send it

FREE!

In addition there is also a complete and very interesting description of the manufacture of fence wire. Persons who have never had the privilege of visiting a wire mill will find this article of especial interest.

It also has an article quoted from a bulletin issued by the U. S. Department of Agriculture on the manufacture of concrete fence posts, showing how posts made of this most useful and durable material can be manufactured at home. Don't fail to write for a copy today. Ask for our folder called, "Erecting Fences." Remember it's free. Address

THE BANWELL HOXIE WIRE FENCE CO., LTD., Dept. J, Hamilton, Ont.

Want Help?

If you are located in a small city or country town, a want ad. placed in the local papers means that possibly half-a-dozen young men will read it.

If you are located in even a big city, a want ad. in any metropolitan daily costs money. You are paying for a circulation of 100,000, and there is no possibility of more than 200 of the men you want to reach seeing that ad.

Doesn't that look like throwing money away? It does. Because you are paying for 99,800 of a circulation that is absolutely worthless as far as your wants are concerned.

Every Hardware clerk sufficiently interested in his business to pay you as an employee, reads

Hardware and Metal

When you want a man your ad. should appear in our Want columns. It certainly will pay you well to consider this.

Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion, and 1c. a word for subsequent insertions. Box number, 5 cents extra. Write or phone our nearest office.

HARDWARE AND METAL

Toronto

Montreal

Winnipeg

"Something Better"

That's the unanimous decision of all shrewd dealers who have given our **VARNISH TURPENTINE** a fair trial. And there's more than one reason for this verdict. Our

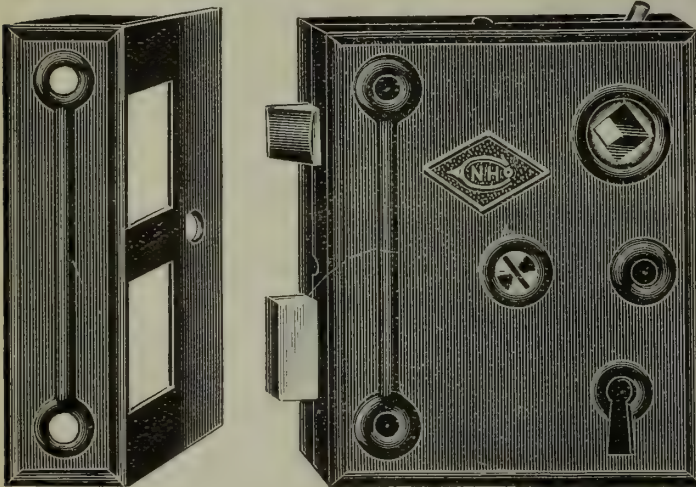
VARNISH TURPENTINE

is guaranteed to do any work that spirits of turpentine will do, and do that work better. So absolutely certain are we of this that we are willing to ship a test order to any address. When you are convinced of the merit of our Varnish Turpentine you can pay us—not until then. Can we give you greater evidence of the faith that is in us?

The Defiance Mfg. and Supply Co.

TORONTO ONTARIO

MAKE YOUR TALKS PROFITABLE



You can do so by recommending our lines of Builders' Hardware. Do not be afraid to emphasize our Specialty of Inside and Front Door Sets, because they mean both reputation and profit for you. Our

New Steel Rim Lock, No. 3800

is the only Steel Rim manufactured in Canada.

Our lines are handled by all the leading jobbers. Write for facts which mean profits for you. Do it now.

THE NATIONAL HARDWARE CO., Limited
ORILLIA, ONT., CANADA.

CALENDAR ADVERTISING

PAYS

LARGE DIVIDENDS

Think of calendar advertising as an investment, not as an expense.

Every successful advertiser uses this medium to great advantage—why not you?

Calendars reach the man "Who Pays the Bills"—and cannot fail to bring results.

Let us supply your requirements for 1908. We can save money for you.

THE LONDON PRINTING AND LITHO. CO.

Limited

Box 580, London, Ont.

WHAT DO YOU WANT?

If you want anything that can be supplied by some Hardware merchant, Stove or Tinware dealer in some part of Canada, the cheapest and quickest way to have that want satisfied is to insert a small advertisement in our "Want Ad" column.

Results are what count. We reproduce a letter received a few days ago from a well known Hardware firm.

Mackie & Ryan

*Hardware and Coal Merchants
Plumbing, Steam and Hot Water Heating
Stoves, Ranges and Furnaces*

PEMBROKE, ONT., March 5, 1907

HARDWARE & METAL, Toronto

Gentlemen:-

We are pleased to acknowledge receipt of your favor of the 4th inst. enclosing another lot of answers to our Advertisement in your Condensed Ad. Column.

We wish to thank you for your promptness in sending to us any replies that came to you, and also compliment you on the excellent results we have obtained from this advertising. We have received upwards of seventy inquiries from Hardware men in all parts of Canada and have been able to secure the goods we asked for in our Ad.

We do not know of any other means whereby we could have reached as many of the Hardware trade as we have through your columns; writing to as many as we could get the names of would not have been as satisfactory and would have entailed a great deal of trouble and cost.

We have frequently used your Condensed Ad. Column when in want of Clerks, Plumbers or Bookkeepers and have always been well pleased with results.

Yours truly,

(Signed) MACKIE & RYAN,

Per W. D. Dewar

The "Want Ad" in question cost 55 cents.

Rates: 2 cents per word 1st insertion

1 cent " " subsequent insertions

5 cents additional for box number

Send cash with order

HARDWARE & METAL

MONTREAL

TORONTO

WINNIPEG



MODERN GARLAND STEEL RANGE, 9.18 and 9.20

FOR COAL OR WOOD

SPECIALTIES :—Large fire pot will take 25-inch wood, no wood linings needed, 10-gallon tank, smooth nickel, easy to clean, cabinet base or on legs, interchangeable. If our traveller has not called, write us for a price on this stove without waiting.

Bowes, Jamieson & Co., - Hamilton, Ont.

MANUFACTURERS

W. A. TEMPLETON, WINNIPEG, MAN., Western Agent.

This is
PAINT TIME

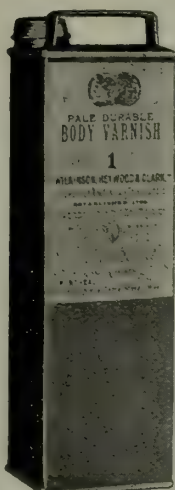
Someone will
Falconite

Falconite

is the oldest NEW
tried.

We have been

Long enough to know



**LOOK UP
YOUR STOCKS**

ask you for
one of these days
and **NO OTHER ENAMEL
WILL DO.**

WHITE ENAMEL you ever

making it for years.

that it pleases.

Write us for particulars that will
PUT MONEY IN YOUR POCKET

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.
FRANCIS C. REYNOLDS, Can. Manager.



Greening's Steel Wire Chain

If you are interested in Chains
examine carefully the perfect mechanical
construction of Greening's. It is
the most perfect chain made. We
make it in thirteen sizes. We use it
exclusively in all our Halter, Dog,
Tie-out, Cattle, Trace Chains, etc.
You will make no mistake in handling
our line exclusively.

Correspondence solicited.

We send cuts with table of break-
ing strain, samples, etc., upon request.

THE
B. GREENING WIRE CO.,
LIMITED

Hamilton, Ont. Montreal, Que.

1,250,000 KNOLL WASHERS IN USE

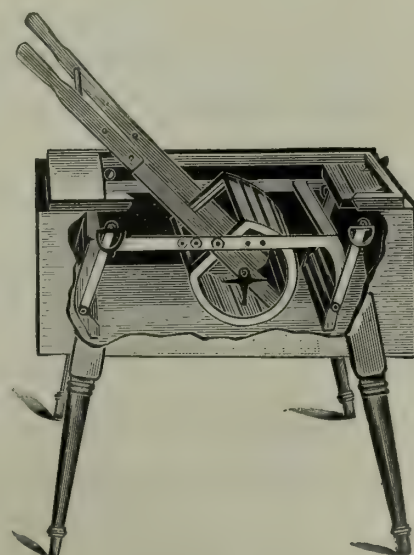
The figures speak stronger than mere words could for the superiority of the Knoll Washers
over all others on the market. There they stand in indisputable array. 1,250,000 of these
machines sold within the last few years. Have **you** cornered your share of the profits? The

Knoll Double-Action Washing Machine

is justly famous. At the Chicago World's Fair it
was awarded **Highest Honors** and **First Diploma**.
When you consider that there were 800 machines in
the competition you can easily imagine how immensely
superior the Knoll Washer is.

The Knoll washes better, faster and cleaner and
positively cannot wear clothes because the Double
Acting Washer dispenses with all rubbing.

We have a profit story in connection with our
Famous Barrow to tell progressive dealers.



The Schultz Bros. Co., Brantford, Canada

DOLLARS FOR YOU

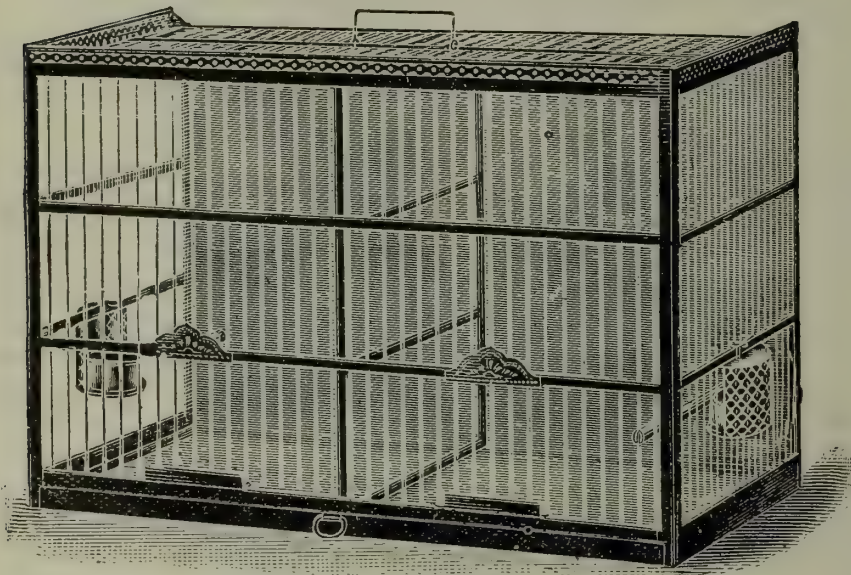
Lots of them if you just realize all that

"SAUGEEN BRAND" of Portland Cement

means to you. Since cement is playing such a big part in modern building you certainly should stock and recommend the best—"Saugeen Brand." Let's ship you a test order.

The Hanover Portland Cement Co., Ltd., Hanover, Ont.

Japanned Breeding Cages
NESTABLE



No. 86, 20 in. long, 10 in. wide, 14 in. high, per doz., \$35.00 list

No. 87, 22 in. long, 11 in. wide, 15 in. high, per doz., 39.00 list

Write for our illustrated Bird Cage and Cage Specialty catalogue, and discounts.

Only manufacturers of Bird Cages in Canada. Our prices are right.

E. T. WRIGHT & CO., Hamilton, Ont.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

QUICK

A want ad in **Hardware and Metal** will reach practically every Hardware Merchant in Canada, from Halifax to Vancouver, within four days.

If you are a Clerk and want to secure another position; if you are a Hardware Dealer and want to secure a clerk—in fact, if you want anything in which the Hardwaremen, Clerks, Travellers or Manufacturers are interested,

Use our Condensed Ad column

RATES

2c. per word.....1st insertion
1c. " "subsequent insertions

HARDWARE & METAL

Montreal Toronto Winnipeg



THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN Incorporated 1851
ASSURANCE
... COMPANY.

FIRE
AND
MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - - \$3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President,

W. R. BROCK, Vice President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

 **Money** 

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

Confederation Life
ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMARCA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO.

JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR.

RENFREW, ONTARIO

The most popular Hotel in the Ottawa Valley.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress.

HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave
Open Nov. 1

Private Board \$12 to \$14 per week
Closes in May.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	- - - - -	\$1,400,000.00
ASSETS	- - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	- - - - -	29,833,820.96

THE METROPOLITAN BANK

Capital Paid Up,	- - -	\$1,000,000
Reserve Fund,	- - -	\$1,000,000
Undivided Profits,	- - -	\$ 133,133

GENERAL BANKING BUSINESS

We

Solicit

Your

Account

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

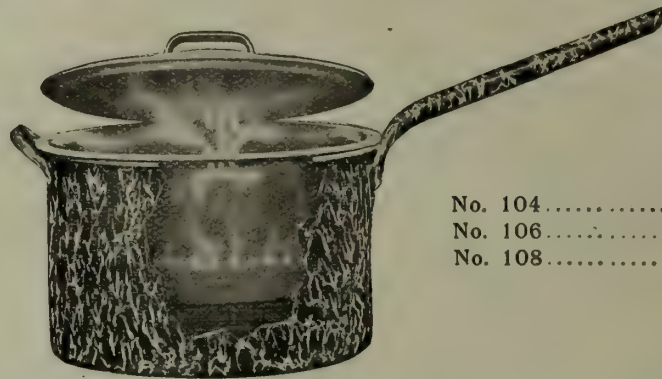
SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit
of one dollar and upwards.

KEMP MANUFACTURING COMPANY New Improved Cereal Cooker

THREE DISHES IN ONE

Sauce Pan, Mixing Bowl and Cereal Cooker Combined



Inside Dish

No. 104.....4 pts.
No. 106.....6 pts.
No. 108.....8 pts.

No. 104.....\$13.50
No. 106.....17.50
No. 108.....22.00 list

KEMP MANUFACTURING CO.,
TORONTO, CAN.

THE KEMP MFG. AND METAL CO., Ltd.
McDermot Ave. E., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL,
39 St. Antoine St., Montreal, Que.

IMPROVED "CANADIAN AIR WARMER"

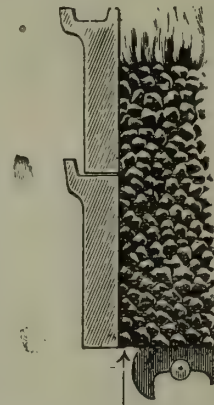
FOR 1907

PATENTED

The ordinary tapering, solid, caldron fire-pot, showing how ashes lodge and accumulate, interfering with both radiation and combustion.



The two section perpendicular fire-pot of the "Canadian Air Warmer" with all fuel therein clean, bright and active.



AN ABSOLUTELY PERPENDICULAR FIRE-POT

The above illustration makes clear the difference in construction and operation of the Sectional Perpendicular Fire-pot of the "Improved Canadian Air Warmers" now under construction, and the ordinary solid caldron, tapering fire-pot.

The perpendicular fire-pot makes it an absolute impossibility for ashes to lodge and accumulate on the inside, as is bound to be the case with the usual slanting or tapering fire-pot.

With the ordinary tapering fire-pot there is bound to be a greater or less accumulation of ashes along its sides at all times, which must interfere materially with the radiation, as it really becomes a non-conducting surface.

The perpendicular fire-pot being equi-distant from the outer casing, in its entire depth, the cold air is brought more quickly in contact with this strong, prime heating surface and can rise more freely and rapidly than where the tapering fire-pot is used.

The fire-pot is, of necessity, subject to the greatest wear and tear of any part of a device of this kind, and it is about midway between the top and bottom that they usually crack. The two-section fire-pot, having ample allowance for expansion and contraction, at this particular point, must greatly prolong the life of this part of the device.

Dealers desirous of procuring an exclusive agency for this specialty should make prompt application, and book a sample order.

THE JAMES SMART MFG. CO., Limited

Western Branch: WINNIPEG, MAN.

BROCKVILLE, ONT.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B. Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clemens, Sedgewick; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—W. G. Scott, Mount Forest.
1st Vice-President—J. R. Hambly, Barrie.
2nd Vice-President—J. Walton Peart, St. Marys.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and H. Becker, Hamburg; G. A. Binns, Newmarket; D. Brocklebank, Arthur; A. W. Humphries, Parkhill; W. A. Mitchell, Kingston, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorehouse, Toronto.

Officers British Columbia Retail Hardware Association.

President—L. B. Lusby, New Westminster.
Vice-President—C. Snell, Vancouver.
Secretary-Treasurer—John Burns, Vancouver.
Executive Committee—W. Stearman, Vancouver; H. T. Kirk, New Westminster; R. A. Ogilvie, Victoria.

ORGANIZATION WORK BOOMING.

The new executive of the Ontario Association have started off well in their determination to push the work of organizing the province more thoroughly. On Good Friday they held a meeting and made an offer to M. W. Howell, of Goderich, to act as organizer for the association. Mr. Howell is an old hardware dealer, and while he has not consented to continue in the work for any definite period—and, in fact, may have to withdraw after a week or two—he is a persistent worker, and every dealer he calls on is bound to become more interested in the work of the Retail Hardware Association. He commenced work on Monday and has already materially increased the membership roll. Any retail hardwareman who can give Mr. Howell a helping hand in his work on behalf of the retail trade will be helping himself by helping the representative of the association.

DISTRICT ORGANIZATIONS FAVORED.

No question which the Ontario Retail Hardware Association has taken up, with the exception of the parcels post c.o.d. agitation, has met with the general approval which has greeted the announcement that the executive officers propose to devote particular attention this year to the organization of district associations in all parts of the province.

The success of the district associations already in existence has encouraged dealers in several other places to get together. On Monday of this week four dealers in a town near Toronto (none of whom are yet members of the association, but all of whom will soon

see the advantage of joining the provincial organization) held a meeting and decided that with wire nails selling wholesale at \$2.40 it is folly to sell them retail at \$2.10 or \$2.20. At another place, about 100 miles from Toronto, four dealers got together and decided to cut out the price cutting on staples which had been going on, and a price of \$2.75 base was decided upon for wire nails. In both of these places the dealers acted entirely independent of the Ontario association, but it is certain that the educational work carried on by the association, in the way of urging the trade to work together more harmoniously, helped the retailers concerned in overlooking existing differences



G. A. BINNS, NEWMARKET.
One of the New Members of the Executive of the Ontario Retail Hardware Association.

and arriving at the decision to co-operate more freely in future. From Oxford county has come the suggestion that Woodstock and Ingersoll retail hardwaremen get together along similar lines.

The following letter from a dealer in a town not far from Hamilton also indicates that the district association proposal meets with approval in that section of the country:

"A district organization, if properly organized, would be a good thing, and we believe a most satisfactory arrangements, as each man must adopt measures to meet local conditions which a provincial body cannot reach. There are two hardware lines which it seems almost impossible to make any money out of, viz., wire and nails, and it appears to us that something should be done along this line, if at all possible."

All who favor the organization of their districts are invited to send their views to the editor so that the work can be pushed forward aggressively.

FINANCIAL STATEMENT.

The following statement has been prepared by the auditors of the Ontario association. No definite date having been set for the audit to be taken, the auditors' chose the end of the calendar year, and the statement, therefore, merely covers up to Dec. 31, 1906, on which date about \$60 was to the credit of the association. As Treasurer Caslor reported at the Good Friday convention, the balance on hand at that time was considerably upwards of \$200. The statement up to the end of 1906 is as follows:

Receipts.

To membership fees\$400 00

Total receipts\$400 00

Disbursements.

By secretary's postage, traveling, etc.\$ 72 41
" job printing..... 84 20
" organizer's expenses..... 126 40
" secretary's honorarium 20 00
" hall rent, May and September conventions 16 00
" express charges 2 24
" railway certificates 7 75
" executive's traveling exp.. 9 70
" fee refunded 2 00

Total\$340 70

Recapitulation.

Receipts.....\$400 00
Disbursements..... 340 70

Balance on hand \$59 30

Audited and found correct, April 10, 1907.

C. F. MOOREHOUSE,
J. W. PEACOCK,
Auditors.

STOVE DISPLAY AT CONVENTION

The only hardware exhibit at the Ontario Retail Hardware Convention in Toronto was that of the Guelph Stove Co. In the rotunda of the Rossin House, the headquarters for the convention, N. L. Stewart, manager of the company, with an able staff of assistants, had arranged a display of six stoves manufactured by their firm. The chief feature of the exhibit was the sliding oven tray in every stove. By an ingenious electrical device, these oven trays may by the slightest pressure of the cook's foot on a lever, be extended before her. This does away with the inconvenience of having to stoop down to open the oven door and pull the tray out by hand amidst clouds of excessive heat.

ACCOUNT KEEPING FOR THE RETAIL DEALER

An Address by Fred C. Gilbert, C.A., before the Ottawa Retail Grocers' Association

Most retail dealers cannot afford an extended book-keeping system—it has to be as simple as possible in design and occupy as little time as possible. This end may be secured and yet a complete record be kept from which a correct statement of affairs may be shown at any time.

It is sometimes considered that the main, if not the only purpose of keeping books is to secure a record of what customers owe, and to enable the book-keeper or proprietor to render accounts.

What is owing to the wholesaler is left for him to look after; except to, perhaps, keep unpaid accounts on one file and paid ones to another. Notes and acceptances are in like manner sometimes very loosely looked after or kept track of roughly in such a way as to ensure a knowledge of their being met when due, but not in an orderly manner. I have known many thoroughly honest dealers simply neglect their paper through lack of system and thus cause annoyance to the creditors and depreciation of their own credit.

Where wholesale accounts and bills payable are not accurately recorded, there is necessarily a lack of record of the other items that are required to make double entry book-keeping possible—the only system by which it is possible to record business transactions so that a correct statement of affairs may be obtained at any time.

Only One Rule.

Double entry book-keeping is not necessarily complicated, though it often appears so to the uninitiated. Only one rule has to be borne in mind. For every debit there must be a corresponding credit and conversely for every credit there must be a corresponding debit.

I will now proceed to deal with the various transactions that occur in a retail dealer's business and show how, in the recording of them this rule may be carried out in a manner that is at the same time simple and complete.

We naturally turn first to the transactions with customers—goods sold on credit or for cash and payments on account. Returns of goods hardly need be dealt with as they are usually simply deducted from the customer's account—we will deal with the net amount.

The system of charging goods by a duplicating process with the use of carbon paper, so that one writing marks the bill and the entry, has been one of the great boons of this busy age, and to none is the advantage greater than the grocer whose transactions are so numerous and require the least possible time spent upon them.

The old style order-book, day-book and customers pass-book may have some advantages; but to the writer's mind they are obsolete methods and should be discarded by the modern business man. The counter check-book and the loose leaf monthly account systems ensure accuracy, saving of time, satisfaction to customer and prompt rendering of accounts. This last is most necessary in a business dealing largely with the perishable necessities of life—such accounts grow quickly and require close watching, which can be done much more readily by this system than in the old way. Then prompt rendering of accounts means prompt settlement almost invariably

and the sooner you get your money the sooner you can use it over again.

Suppose a Case.

Let us suppose a month's transactions closed, you have charged your customers with the goods purchased on credit and their accounts are rendered. You remove the duplicate sheets from the current binder to the day-book or transfer binder, then on a recapitulation sheet enter the totals of each account, the grand total of this sheet gives the credit sales for month, which is entered in bulk on the credit side of your merchandise account and you have a credit for every customer's debit for the period covered. The cash sales for each day are entered on the debit side of the cash book. It will pay to keep a separate column for this purpose and the totals of this is also posted to credit of merchandise account and with the total charges shows your transactions in the way of sales for the month.

The cash received on account from customers should also have a separate

posted to the debit side of merchandise account.

I approach the subject of treatment of invoices from wholesale houses with a little diffidence. Naturally my theory is that they should all go through a journal or invoice register and be posted to the credits of the various concerns; but I think very many consider this takes up altogether too much time of the ordinary retailer and that something simpler must be adopted. I am of the opinion that many keep invoices or accounts without any entry until they are paid, which is generally at short dates, and then simply charge them as cash purchases through the cash book. This, however, does not enable you to get your financial position at any period required, besides which some are settled by note or acceptance, and such can be more readily recorded through a ledger account.

Reserve a part of your ledger for wholesale accounts—if your business is not large enough to allow of a separate book—and post once a month direct to the ledger from the invoices the amounts of same, not necessarily allowing a line for each one, but putting date below and amount above the line, extending the totals to credit of the accounts. Post

DATE	ARTICLES	FOLIO	DEBIT AMOUNT	CREDIT AMOUNT	TOTAL
Dec 4	Lard 40 Butter 60 Eggs 30		1 30		
7	Bag Potatoes 100 Sugar 100		2 00		
10	By Cash on a/c			2 00	
12	Bread 15 Molasses 15 1/2 Cheese 21		51		
	3 Soap 25 Eggs 30 Tea 40		98		
15	1 Turkey 12 @ 17		204		
	By Eggs returned			30	
	Amount acct Rendred				16 42
			6 80	2 30	
			2 30		4 50
					20 92

Example of a Monthly Account—Minus the Heading.

column in the cash book, the total of which for the month gives what has been paid in by the customers. By comparing this amount with the total charges it is seen at a glance whether your outstanding accounts are less or greater than they were a month previous. Also by this method the total amount owing by customers may be ascertained in a few minutes, if at stock-taking time, they have been inventoried. To the amount of them at that time add each month's total of charges since then and deduct the totals of amounts paid on account each month. The net result is the total outstanding. You may find it is too heavy and requires looking into to ascertain who are slow in their settlements.

Record of What You Owe.

Many more things might be said about customers' accounts, but time will not permit and we must go on to the records of what you owe to those from whom you buy, and the treatment is similar but reversed. You buy as you sell, both for cash and on credit and I would therefore have two columns on the credit side of cash books, one for payments for goods bought without being charged to you and one for payments on account to creditors—the total of the former being

the totals of all invoices to debit of merchandise account and this amount added to the cash payments for same for the month referred to above gives cost of purchases for the month.

At Stock-taking.

At stock-taking time, inventory of goods on hand deducted from total of purchases for each month since last stock-taking and amount of last inventory shows cost of goods sold for the period and the credit side of merchandise for same period shows selling price of the same goods, and the difference is your gross gain. From this deduct your running expenses, salaries, taxes, rent, rolling stock, up-keep, fuel, light, insurance, office supplies, etc., for all of which you have kept accounts and charged them with amounts paid out or contracted and the result is your net gain.

Then in the same way that you can ascertain the amounts owing you by customers at any period, you may compute your own outstanding liabilities. Starting from a known list of same add the totals of each month's purchases on credit and deduct the payments made on same; add to this balance the amount of outstanding bills payable and your whole liabilities are revealed. The list of indebtedness, however, in this case

would not only be accounts owing for merchandise, but would also include outstanding accounts of such expense items as were referred to above, which would be credited to the party from whom purchased, the same as with the purchases for goods, but charged to the various expense accounts—thus again securing the debit and credit for each amount.

Notes and Drafts.

The next item requiring attention is the matter of notes and drafts, mostly payable, but receivable ones should be dealt with in the same way, reversing the entries. Keep a bill book and add a couple of columns to it—they are seldom or never arranged with these, one column for cash discounts, if you have many settlements by note or acceptance with such, another column for ledger folio of the account settled by the bills payable or receivable. Post from bill book to ledger account. Total the amount of bills for the month and post to credit bills payable account in your ledger or of bills receivable to debit side of that account. Have a column on the credit side of cash book for bills payable and post total of same to debit of that account. The balance of this account shows the amount outstanding, which may be verified if necessary by reference to the bill book.

Reference was made to a column for cash discount in the bill book if this is used the net amounts of notes or drafts

The cash book should be frequently balanced, preferably daily, for which purpose the total of each day's amounts may be carried to a total column and balanced by cross addition without interfering with the arrangement of monthly totals of columns.

The bank account calls for some attention. If this is kept in the ledger, I would suggest either posting direct from cash book daily if it is desired to secure the balance from this ledger account the credits being posted from the stub of cheque book, charging the account and crediting the bank and from the bill book charging bills payable and crediting the bank. Or a column may be provided on credit side of cash book for deposits and the total of same posted monthly and one on the debit side for cheques issued and notes or acceptances paid, this total in like manner being posted monthly and exhibiting the balance on hand in bank each month. With the latter procedure, the amount of cheque issued or acceptance paid would then be treated as cash paid out and charged on the credit side of cash book through the proper column.

My own preference is for a bank account kept altogether in the cash book, preferably on the debit side, which generally has less columns than the credit side. Three columns are required, one for deposits, one for withdrawals, and the third for balance. All payments, whether in cash or by cheque or accept-

ing may be secured at any time. Not only so, but as I have endeavored to show, your sales may be watched and compared month by month, close watch may be maintained with your customers' accounts, and the totals of outstanding indebtedness, both to and by you, may be ascertained month by month. With a monthly account system written up daily, your accounts may be rendered within a day or two after the first of the month—by some firms they are put out on the last day—and you may then proceed at once to the recapitulation of sales, totalling of same and of bills payable, merchandise purchases, and have a statement of your relative sales, accounts receivable, indebtedness and other information a few days after the close of the month's business. I say a few days, but there would be nothing to hinder this being ready the first day of the month with the system properly in running order.

Must be Up-to-Date.

This is an age of strenuous life, of keen competition and of exacting detail. To succeed, men must be abreast or ahead of the times and this requirement not only extends to the buying, the selling and the advertising, but also to the office detail. You must be up-to-the-hour in this as in all other respects. Prompt and accurate in rendering of accounts, keen to take all the discounts possible and to that end know by sys-

[illegible]

Upper Part of a Page of the Cash Book.

are posted to bills payable account, the total of cash discount column to credit of that account and the creditor is charged with the total in each case, thus covering his discount.

A most important book in any business is the cash book, and as will be seen from remarks above, I would advocate one with several columns on each side, having which enables the monthly posting to various accounts of the frequently recurring entries, on the debit side we have already referred to cash sales and payments on customers' accounts, another would be required for sundries and possibly one for cash discounts received if they were numerous, and one for bills receivable if the business were large and many settlements were made by note. On the credit side there would be merchandise column for cash purchases, one for payments to creditors, bills payable and possibly expense and other detailed expenditures where the business was extensive.

A Favorite Form.

A sheet that meets with much favor in large businesses is a "Synoptic" or journal cash book, exhibiting cash and other transactions for the month in a detailed and easily understood manner.

ance, are entered on credit side of cash in regular columns, same as above, and also in the bank column for withdrawals. Deposits are entered in the column for that purpose and the difference is the balance in bank, which should agree with the bank pass book balance plus any outstanding cheques not yet presented for payment. The balancing of these bank columns should be done daily or at least frequently.

Do Without a Journal.

I do not know whether I have explained my ideas in a clear manner or not. I do not know whether I have told any of you anything you did not know already; but I have endeavored to present to you methods for complete double entry book-keeping, without, I think, too elaborate details even for a moderate business. You will notice I have made no mention of a journal. I think it may be done without except in large businesses—yet everything is journalized; that is arranged as a debit and credit by direct posting from day book, bill book, cash book and invoices to the ledger, where results are all focussed and from which with but little trouble in addition to an inventory of stock, a complete and accurate statement of your financial stand-

tematic method when accounts should be paid—careful to guard your acceptances and thus safeguard your credit. There never was a time when moral risk meant so much to banks and wholesalers as today and for this reason, keep accurate record of your acceptances; in a word, have the latest methods and appliances in your office as you do in your shop, and it is very easy prophecy to say that you will be a long way from the bottom of the ladder before many years pass.

NEWFOUNDLAND DUTY CHANGES

In order to provide against the dumping of foreign goods in Newfoundland, and to protect the revenue as well as the local manufacturers, the Government of that island has changed the ad valorem duty on nails and tacks to a specific duty. The duties, according to the revised tariff, are: 1 cent per pound on cut and pressed nails; $\frac{1}{2}$ cent per pound on shoe brads and tacks, and 1-3 cent per pound on galvanized nails. Packages containing these goods will also be subject to duty.

Window and Interior Display

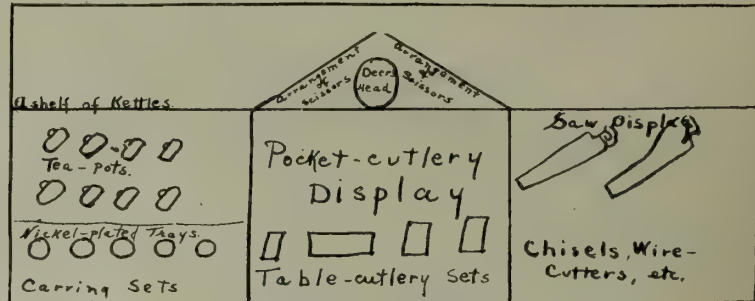
POWER OF ATTRACTION.

The subject of window displays always is, or should be, of interest to the retailer. The study of and working out of attractive window decoration should be as much a part of the dealer's business as are his efforts at selling goods over the counter. No matter how clever and persuasive is the clerk or salesman, he can not sell goods unless there are customers in the store, and there are not many better ways of getting them there than by first catching their attention with a good show window, says the Sporting Goods Dealer. It is contended by some dealers that they have not the ability to dress a window, or that goods are spoiled when exposed in the show window. Neither of these excuses can be accepted as sufficient.

In the first place, every man who has been familiar with a certain line of goods for any length of time can think of something in the way of a window display; and again, if the firm is not large enough to engage a man for that particular purpose, it is always possible to hire a clerk who will combine the duties of window trimmer with those of salesman. As for goods being spoiled, they do become slightly worn and

as items of expense rather than as an investment of a few dollars or a few hours' work in the hope of a reward in increased business. There is sure to be something wrong if advertising or window dressing does not bring these results, and it will pay to adopt

try squares and tapes. The middle division of the display consisted of an assortment of pocket cutlery, razors, table cutlery, nut crackers and picks, razor strops and carving sets. The third and left-hand division was devoted to nickel-plated ware, with tea ket-



Window Display in Three Divisions.

a new system, putting more life into the work and making a closer study of the wants of those whose custom is sought.

AN EFFECTIVE WINDOW DISPLAY

A California hardware company recently had a very attractive and trade-

bles, bathroom specialties, tea and coffee pots. Jack chain was hung from one end of the display to the other.

Altogether the display was a very effective one, owing to the simple fact that it was in distinct divisions—a device which will always have good effect. The accompanying sketch will show the plan on which the display was arranged.

AN AUTOMOBILE DISPLAY.

The accompanying cut shows an automobile and its driver, both of which were constructed entirely of articles of tinware.

The body of the automobile was made from different sizes of pans, the wheels were tin kettle covers. Springs and sprocket chain were used, which gives a very realistic effect. The dashboard was a dust pan. The trunk of the man was composed of a tin pail, the upper part of the trunk was a tin basin, the neck was several tin saucers, while the head was another tin pail. The eyes were made of cover knobs and the nose was a spout of a coffee pot. The hair on the head, the moustache and whiskers were frayed-out rope. The arms and legs were made of elbows and short pieces of galvanized water spouts. To steer this vehicle the man is given a steering apparatus made from gas pipe. The finishing touch was the large, soft felt hat on the head of the tin man.

FORETHOUGHT BEFORE ACTION.

Before emptying a window decide how it is to be filled again. Make a plan of drawing lines down and across a sheet of paper to produce a space for a shelf, and write in each space what is to go upon the shelf it represents. Then make sure that all goods, dummies, etc., are ready; don't have to put up dummies while the window stands empty. Don't choose the wrong time for the task—the busiest day in



Window Display of Tinware.

marked, but this deterioration can be reduced to a minimum by giving the display proper care, and also by changing it frequently. Some merchants regard advertising and window dressing

winning window display in three divisions, one of which contained an assortment of tools, including saws, bits, chisels, pliers, draw knives, wire cutters, levels, planes, braces, folding rules,

STOVES AND TINWARE

RECOVERY OF TIN FROM TIN-PLATE.

Great difficulty has been experienced up to the present in recovering tin from tin plates. The processes so far used are commercially unsuccessful. The feat is now being successfully accomplished by the Bergsøe process at Copenhagen. In this process a solution of stannic chloride is passed over the tinned surface, when it takes up more tin, forming the stannous salt. The latter is then electrolyzed and additional tin dissolved is deposited, and stannic chloride reformed. A hole is punched in the bottom of each, and a number are then placed in a basket, in which they remain during the whole of the subsequent treatment. When filled the baskets are placed in a series of tanks, through which flows a two per cent. solution of stannic chloride. As this solution flows from tank to tank it gradually becomes richer and richer in tin by forming the stannous salt of the metal. From the last tank of the series it is raised into the electrolytic vats by a pump constructed entirely of brass, so as not to be acted on by the fluid passed through. The tin is deposited in small crystals measuring about 1-50 inch long.

A GROWING INDUSTRY.

Less than a year ago the Ontario Steel Ware Company commenced operations on Brock Ave., Toronto, and so great has been the increase in business that the company are contemplating the erection of a new plant. At present almost every line of enamelware is manufactured—teapots, pans, ladles; and in the galvanized ironware lines articles such as pails, and small tanks. The entire process of manufacturing enamelware is done in the plant, from the shaping of the pans and pots to the handling and labeling.

It might be interesting to follow through the various stages the manufacture of an enamelled kettle—it being a typical product of the plant. First of all the sheet steel is cut and shaped by an enormous shaper. The bare shapes are passed on to what are called the pickling rooms. Here the tins are placed in vats, four in number, containing acidulated water. The first vat in which they are placed contains a very strong acid solution; the second contains a slightly weaker solution; the third still weaker, and the fourth contains water with a solution of soda. After the kettles or pans are passed through these four vats they are passed on to the enamelling room where they are first covered with a coat of black enamel and put into the ovens. If they are meant for a one-coat grade, they are passed on immediately to the handling room without receiving further treatment in the enamelling room. If they are meant for the two-coat grade, they are taken from the ovens, sprayed again with a white coat, baked in the ovens and passed on to be handled. If the highest

grade, the three-coat grade is desired, they are re-sprayed in the enamelling room and re-baked. The products are valued according to the number of coats of enamel put on them. The process of enamelling is very complete and the only part to be done by hand is the handling and packing.

Lately, the company have engaged in the manufacture of laundry tubs. This is a simple process, most of the work consisting of simply setting the cement in moulds and after the shapes are dry, spraying them with the enamel and drying them.

STOVE DISPLAY.

One of the most effective arrangements of stoves is in double rows, back to back, through the middle of the store. This would apply, of course, particularly to stores of ordinary width in which there are no counters. There will then be aisles of good width on each side of the store. In lining up the stoves in this way classes should be kept in groups. This affords comparison as to size and makes the best impression; it will be found easier to lead up a customer from a small stove which carries a low price to a larger stove of higher price.

It also pays to change the location of stoves, putting the ranges where the cook stoves are, and the cook stoves where the heaters are. It is surprising the number of people who will remark when they call at a store that new stoves have been gotten in, when, perhaps, these very stoves have been in another position on the floor.

Perhaps a better arrangement than the above mentioned is a separate stove room or department. This will only apply to stores having two or more salesmen always available. If such a room can be had, care should be taken to always keep the stoves shining with all the nickel attachments in place and polished. Care also should be taken that nothing but stoves are kept in the stove department. Miscellaneous articles, as pipes, pails, or iron pots, should be kept in another department, as they will, if put with the stoves detract from the effectiveness of the stove display.

NEW HEATING METHOD.

L. C. Karstedt, Moorefield, Ont., will, it is said, establish a factory at Winnipeg to make a new heating appliance for which he has secured a patent. His idea is to heat an upper room by means of a small pipe within the stovepipe. About a foot below the ceiling of the room in which the stove is there is a hole cut in the stove pipe. This hole is connected by elbows and a small pipe with a similar hole about two feet above the floor in the upstairs room. Thus the warm air at the top of the lower room passes up through this inside pipe and is heated from the smoke and flames until it passes from the upper outlet.

the week or the early closing day. Also, as far as possible, see that nothing is likely to prevent your going straight on.

In emptying a window, separate goods that are not to go back from those that are. Don't keep the former about the shop; they will have to be put away, and it is best to dispose of them at once. Things that are to go back should be put into boxes or placed neatly in a corner where they will not cause inconvenience. I have seen the contents of a window heaped upon the counter until it is full, when the remainder was piled on the floor in such a position as to be in everybody's way.

As it is waste of space to show things which do not lead to business, it is almost equally so to show goods which bear a very poor profit. Of course, if the space is paid for, it is another matter. The right policy is to push goods when they are wanted. It is waste of energy trying to stimulate trade in goods for which no demand exists.

It is worth while to remember that a big display does more good in proportion than a small one. The man who crowds his window with one thing gets a better return than he who shows a little of everything. Always price goods conspicuously. It is better in every way; it inspires confidence and makes the display more interesting. People will often decide on a purchase when they know the price, where they would not enter the shop and ask.

UNIQUE DISPLAY OF ROOFING.

A display of Bird's paroid roofing was recently made by an eastern hardware firm in the form of a locomotive drawing a train of cars loaded with roofing. The trucks and driving wheels of the locomotive were improvised out of barn door hangers, three cans of paint furnished the boiler, whiffletree ferrules constituted the smoke stack, the whistle and dome were formed out of a one-quart oil can, a toilet paper holder served as a cow catcher and letter boxes supplied the cab. Hangers were again brought into play as trucks for the tender, with a wire basket serving as the body. Hangers were also utilized as trucks for the car, a roll of paroid roofing resting upon them. The track was barn door rails, the ties being hammer handles, while horse brushes furnished the embankment.

UTILIZING COUNTER FRONTS.

In crowded stores where economy of space must be constantly studied, and where it is important that all available room be utilized to the best advantage, counter fronts are useful. Various devices may be used to display goods on these fronts. Brackets, hooks and suspended rods can be used to display brushes, mechanics' tools, lanterns, pails, coils of wire and pulley blocks. The prices of the articles may be printed on cards pasted above the brackets or rods.

HARDWARE AND METAL

Established - - - - - 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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GAME EXTINCTION LEGISLATION.

As we go to press, important legislation is pending at the Ontario Provincial House regarding a bill brought in by the Ontario Fish and Game Protective Association to prohibit, among other things, the sale of the automatic shotgun as exceedingly destructive to feathered game. The bill was first brought in on April 5, and interesting disparities of opinion were expressed on it. R. R. Gamey, of Manitoulin, and A. A. Mahaffey, of Muskoka, demanded that the clause prohibiting the sale of automatic shotguns be struck out. Chas. Calder, of South Ontario, declared that the automatic shotgun was the poor man's gun. The bill has passed the second reading, and it is quite probable it will pass the third reading and become law.

All hardware dealers who carry a stock of automatic guns and a larger number who do not will be interested in this legislation. The former, more especially those in the newer districts of the country, will be very materially affected by it, in that it will deplete the amount of their sales of guns and ammunition, and if an amendment to the effect that hardware dealers who carry a stock of automatic shotguns be given a year or so to dispose of them is not inserted it will entail upon them considerable loss. The act will be a very unjust one if such a provision is not inserted, and it is in the interests of all hardware dealers to insist upon its insertion.

The question as to the advisability of

prohibiting the sale of automatic shotguns may be viewed from three standpoints. Men living along the north shore of Lake Erie in the neighborhood of Port Rowan, familiarly known as "pot-hunters," derive a good income during the season by shooting ducks for the market and have become expert in the business, so much so that sportsmen have no chance of getting a duck unless they carry an automatic gun. These Port Rowan men will strongly object to the legislation because it is crippling them in their efforts to gain a living.

From the standpoint of the sportsmen, the men who hunt ducks and other birds for the sport they can get out of it, the proposed legislation will be welcomed as a just and much needed reform, promoting the interests of the sportsmen and preventing undue slaughter of birds.

Although hardware dealers carrying a stock of automatic guns may oppose this act as pernicious and ruinous to their trade, they will see after a little consideration that it will in an indirect way improve the trade in that it will prevent the premature depletion of the stock of game and insure a longer futurity of the guns and ammunition trade.

CIVIL SERVICE REFORM.

One of the darkest and most ominous clouds that can overhang any nation, especially a young nation, is political patronage in the civil service. Political patronage, irrespective of ability, precludes the possibility of securing efficient civil servants. Government positions carry with them more responsibility, perhaps, than any others. Why, then, should we permit such a system as the present system, to obtain? Cleansing the Augean stables may involve a good deal of hard and loathsome work, but we should not shirk such a duty, for which we, as citizens, are alone responsible.

The Orillia Board of Trade has drafted a petition and forwarded it to the Provincial Government for consideration. Every Board of Trade throughout the Dominion and every other organization which possesses power in the least degree should follow the example of the noble Orillians and use every effort to impress upon the Government not only in Queen's Park, but also at Ottawa, the urgent need of reform in our civil service in order to secure more efficiency and equity.

The two things asked for in the petition submitted by the Orillia Board of Trade are: (1) The adoption of a system of competitive examinations; (2) The establishment of the civil service upon a purely non-partisan basis by the elimination of all patronage.

JUDICIOUS BUYING.

"Thought—vigorous, careful, penetrating thought—is the surest and safest means of avoiding the shoals and breakers upon the great sea of life," says a writer in an exchange. Careful consideration and planning is indispensable to the successful business man. Especially is it necessary for the business man to carefully consider what kind of goods he stocks his store with and where he gets them. Too many merchants have found their stores stocked with unseasonable and unsaleable goods owing to a lack of careful consideration when procuring them. The thoughtless merchant is no more secure from disaster than the thoughtless railroad engineer. He must look ahead and govern his actions accordingly.

The first and most important thing to take into consideration when buying goods is that quality or character in them which makes them saleable or desirable. Selection should be made of the goods which will sell readily, and which, when sold, will produce a good profit. Then, having settled this part of the purchasing act, the prices should be looked after.

The surest way of hitting upon the right price for goods is to be inquisitive. By drawing all the information possible from travelers, by inquiring of and comparing prices and by being provided with catalogues and price lists from every source possible, the dealer should be enabled to settle upon an equitable and profitable price for his goods.

The matter of knowing when to buy is very important. The business man who gauges to a nicety the time to buy goods will be the successful seller. By a careful study of the market and of the demand this can be easily attained. Therefore, consider carefully and act promptly.

EFFECTIVE ADVERTISING.

The advertisement of the Sherwin-Williams Company, on page 50 last week's issue of Hardware and Metal, deserves mention. It consisted of a brief history of an old and well-known St. Hyacinthe firm, Raymond & Freres, with cuts of the present members of the firm and of the interior of the store.

Attention is called to the length of time (111 years) the company has been in business—probably a longer term than than any other Canadian hardware firm. Can anyone name a concern with a longer record?

A WARNING.

There are several men who appear to be systematically going about the country soliciting subscriptions for the MacLean Trade Newspapers and Magazines and are pocketing the proceeds where they are able to land a subscriber. Several people have been victimized in this way. Some of these men are not confining their efforts to the MacLean papers, but, from enquiries we have received from one or two of our contemporaries in the United States, are practising the same methods in regard to their publications.

Business men and others are cautioned to look out for these fraudulent canvassers, and we would take it as a great favor if they would notify us by wire, at our expense, should they meet any of these men, as it is our intention to prosecute them if we once get the hands of the law upon them.

No one is authorized to solicit subscriptions for us unless he has our regular subscription forms and a letter signed by us giving him the right to receive moneys on our behalf. Our friends, the travelers, frequently send us subscriptions, and, of course, where a merchant knows a traveler to be a representative of a reputable house he may be sure that the subscription he may take will reach its proper destination.

We trust that our friends throughout the country will lend us their assistance in endeavoring to land these fraudulent solicitors. The names of the men and the localities in which they were last heard of are: C. H. Raymond, Berlin, Ont.; J. C. Murray, Farnham, Que.; McDonald, St. Hyacinthe, Que. There is another, operating in Galt, whose name we have not yet ascertained.

CHANGE FOR THE WORSE.

The campaign of the Canadian Press Association against the existent postal arrangements between Canada and the United States, has at last terminated by the announcement from Washington that after May 1, a new agreement will be made and carried into effect, whereby the postal charges on all American magazines coming into Canada and on all Canadian magazines going into the United States will be raised to four cents a pound. Any legislation proving more disastrous to the interests of the Canadian publishers of trade and literary magazines can hardly be conceived. It not only prevents Canadian periodical literature from circulating throughout the Union by the imposition of a prohibitory postal charge, but it also has an even more disastrous effect in deterring American magazines and trade journals from circulating in Canada.

The American trade journals are comprehensive and highly technical and Canadian readers should have an opportunity of reading them, if they so desire. The Dominion of Canada, broad though its lands may be, does not yet afford sufficient scope for the circulation and development of Canadian magazines. To secure the best results we must have the widest area of possibilities that can be secured.

The new postal arrangements will

PRIZES FOR IDEAS.

The editor has been planning to announce a series of competitions in which prizes would be offered for the best letters on subjects of interest to the hardware trade. The idea is to encourage Canadian hardware merchants, travelers and clerks, to take advantage of the facilities offered by Hardware and Metal as a forum in which discussions can take place which will be educational to everyone in the trade.

It is really not necessary to offer prizes, but as mankind loves competitions of a friendly nature and it is necessary to have rules, judges and referees in every contest, it is felt that more interest will be taken if nominal prizes are held up to be striven for. The first subject on which we invite discussion, therefore, is the following:

What is the best plan a hardware merchant can adopt to increase the sale of stoves and kitchen furnishings in the fall and winter season? What methods of display and what system of advertising can be used to the best advantage? Should the dealer canvass his district for business? How can old stoves be disposed of to best advantage and what plan of selling on easy payments brings the best results?

For the best letter answering the above questions received before June 1st, 1907, a prize of \$10 will be awarded, and the best letters will be published in order to be of value to the trade in outlining their fall campaign for stove business.

If the number of replies received warrant it this will be followed by other discussions for which prizes will also be awarded. There is no reason why any merchant, traveler or clerk should fail to express their ideas on the question asked.

prove a very strong deterrent to the development of the trade newspapers, which now enjoy an international patronage.

BELLEVILLE ON THE BOOM.

An instance of how the establishment of an industry in a town or city helps the place and transforms the business conditions is shown in the case of the

city of Belleville, which, prior to the restarting of the Toronto and Belleville Rolling Mills a few months ago, was an ordinary city with business moving along none too briskly and with numbers of houses empty and rents low.

In a few months all has been changed and the 335 men now working at the rolling mills have taken up the empty houses, made it possible for landlords to boost rents to comparatively high figures and have added a zest to business not evident prior to the operation of the plant.

Other towns and cities act wisely in encouraging the establishment of such plants providing the inducements offered are not such as to cripple the town and prevent the merchants and property owners from enjoying the results following the location and operation of the industries.

The hardware trade is interested in the developments at Belleville, not only from the standpoint of the improvement in business conditions, which affects the local merchants and their jobbers chiefly, but because of the coming into the market of another source of supply for the securing of bar iron, horseshoes, bolts and nuts, the demand for which has been so great during recent months.

The works at Belleville are running night and day, the horseshoe plant is being doubled in size and an outfit of bolt and nut machinery is being installed—all of which is worthy of note in view of the present condition of the market.

WESTERN BOARDS OF TRADE CONVENTION.

Announcement has been made that the annual convention of the Associated Boards of Trade of Western Canada will be held this year in Prince Albert, June 18, 19 and 20. Previous conventions have occupied only two days, but experience has shown that that is too short time for the discussion of the many topics that require consideration and the convention this year will occupy three days.

Each year this convention of western business men is growing in importance and influence. It is the annual business men's parliament of the west, and its resolutions are treated with the respect which is their due. Many new boards of trade have been organized during the year and the gathering at Prince Albert next June promises to be much larger than the convention at Edmonton a year ago.

It may be observed that the workman who is competent to stand alone usually is able to plant both feet firmly upon his own skill and merit.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

HORSE SHOES—Declined 15c.
BAR IRON—Some lines advanced 5c.
POULTRY NETTING—Advanced.

TORONTO.

POULTRY NETTING—Advance of 5 per cent.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 12, 1907.

Within the past week two of the worst snow storms experienced here this winter occurred and again interfered with the shipping of goods. This unexpected turn of affairs, coming as it did at the busy season, has naturally tied up transportation to a certain extent, with the result that no few shipments will be delayed somewhat.

Jobbers report that they are so busy they don't know how to move, and the state of their warehouses proves that they are not exaggerating. All lines of spring goods are in heavy demand and are conspicuous among the piles of orders laid out for shipment in some wholesale houses.

With the exception of the two or three price changes given below, quotations this week remain firm and unchanged, and it is thought among the trade that most lines have now reached the high-water mark, and that we will not experience many more advances for some time to come. This, of course, is only supposition, and judging from this year's experience in price juggling, almost anything might happen.

On account of the scarcity of poultry netting, prices have advanced, and the discount on one and two-inch is 50 and 5 per cent.

As if to make a little variety, there has been a 15-cent decline in the price of horseshoes, and we now quote:

M. R. M. Co.

	No. 1 and larger	No. 2 and smaller
Iron	\$3.65	\$3.90
Snow	3.90	4.15
Light steel	4.00	4.25
Featherweight, sizes 0 to 4, \$5.60.		
Toeweight, sizes 1 to 4, \$6.85.		

Fishing tackle and ammunition are beginning to be inquired for, but all other lines are practically the same as last reported.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 12, 1907.

Hardware trade conditions are very satisfactory, almost every line in the trade experiencing strong demand, some so strong a demand that a scarcity has been made, and in one case an advance in the price.

The demand continues good for

screws. The supply, however, is very limited, and dealers have to be satisfied with partially filled orders.

Wire nails continue very scarce owing to the difficulty of the manufacturers in procuring rods. The heavy snow storm in Quebec has made it difficult for the Intercolonial Railway to deliver its shipments, in some cases the shipments being weeks overdue. We continue to quote the base price of \$2.45.

The demand for builders' hardware and mechanics' tools is strong, with firm and unchanged prices. Increased building operations are strengthening the trade in these.

Poultry netting and green wire cloth has experienced so strong a demand that a scarcity has been created sufficient to cause an advance in the price. The discounts have been changed from 50 and 10 off to 50 and 5 off.

Lawn mowers, wheelbarrows and gardeners' instruments have a good demand.

Business in bolts and nuts, rivets and burrs continues good. They are becoming difficult to procure.

The demand for sporting goods—fishing tackle, guns and ammunition—is strengthening. In a week or so, with milder weather, a good business in these should be done.

Binder twine orders continue to arrive, but the greater part of them are booked up awaiting June shipment. Prices remain firm and unchanged.

The demand for shoes and horse nails continues strong. No advance has been made in the Toronto market in the price.

Orders for building paper continue brisk. Carpet sweepers, washers, wringers and house-cleaning utensils are in season now and stand first on the market as regards demand.

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 12, 1907

Dealers in metals are kept pretty busy just at present shipping out orders that have been booked for some time, but as most people are waiting for the spring goods to come in, orders for immediate shipment are not so common as heretofore.

Ingot tin is fast recovering in the old country from the slump which lately took place in its prices, and has by this time almost recovered its former position.

There are no changes in the American prices on ingot copper, while the mills are all sold up for several months to come and there seems to be no prospect of lower figures. The English prices for copper are also higher than when quoted recently.

The changes, which are no doubt due to the unsettled condition of the money market, have made no difference in prices here.

One well-informed gentleman claims that there will be no lower prices on metal sheets for some time to come, probably up to July or August this year.

Bar iron shows an advance of 5 cents this week on some lines.

All other metals remain as last quoted.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 12, 1907

No price changes on ingot metals or finished goods have taken place locally and business continues uninterruptedly at a high pressure. Ingot copper, galvanized sheets, etc., are particularly active. Consumers' stocks are bare and while jobbers manage to keep customers' demands filled they are unable to sell in large quantities and at present prices there are few who wish to stock up heavily.

Pig iron continues firm in all markets and a premium of 50 cents charged on tonnage makes local jobbers hold English iron very firm. Prices in England have advanced, but we still quote \$23 for Middlesbrough No. 3 in Toronto and \$26 for Summerlee. Some English iron is again being bought by United States buyers, some small lots having been sold by Toronto jobbers.

A New York copper authority says the copper situation could not be in a better condition. "We have made a careful study of the situation, we find that nobody has any copper stocked up. They naturally would not on a 25-cent copper market, but the leading consumers have experienced no let-up in their business and as all the leading producers are sold up practically through June, there would be no advantage in reducing prices, for the metal selling companies could sell no more copper at 22 or 20 cents than at 25 cents and a reduction in the price would simply keep buyers out of the market. There is no legitimate reason for a reduction in the price, with no stock and a consumptive demand well in excess of production. The enormous consumption of copper is perfectly legitimate."

The speculative declines in English markets have been followed by the inevitable reaction, and ingot copper, which fell back £10 during the stock market scare last month gained £5 week before last and £2 5s. last week. Tin has also regained its former strength and the market generally is now strong.

Tin, lead, spelter and antimony are

all firm locally with a very satisfactory trade being done. As stated before, sheets and plates are in active demand with prices in keeping with other metals and the scarcity on the market.

Bar iron is hard to get, some mills being nearly three months behind in shipments. Bolts and nuts are also very scarce with deliveries away behind. Tool steel is another scarce article.

Some marked declines have taken place in old materials for which we now quote: Heavy copper and wire, 19½¢ per lb.; light copper, 17½¢ per lb.; heavy red brass, 17½¢ per lb.; heavy yellow brass, 14½¢ per lb.; light brass, 10¢ per lb.; tea lead, \$4 per 100 lbs.; heavy lead, \$4.40 per 100 lbs.; scrap zinc, 4½¢ per lb.; No. 1 wrought iron, \$12.50; No. 2 wrought, \$7.50; machinery cast scrap, \$16.50; stove plate, \$11; malleable and steel, \$8.50; old rubbers, 8½¢ per lb.; country mixed rags, \$1 to \$1.25 per 100 lbs., according to quality. As will be seen, copper, brass, iron and rubbers are all subject to lower offerings.

London, Eng., Metal Markets

From Metal Market Report, April 9, 1907.

PIG IRON—Cleveland warrants are quoted at 55s. and Glasgow standard warrants at 54s., making prices as compared with last week on Cleveland warrants, 1s. 4½d. higher; on Glasgow standards 1s. 5d. higher.

TIN—Spot tin opened firm at £185 15s., futures at £183 15s., and after sales of 330 tons of spot, and 520 tons of futures closed firm at £186 10s. for spot, £184 15s. for futures, making price, compared with last week, £3 10s. higher on spot, and £3 15s. higher on futures.

COPPER—Spot copper opened irregular at £97 10s., futures, £97 15s., and after sales of 400 tons of spot and 700 tons of futures, closed firm at £98 5s. for spot, and £98 10s. for futures, making price, compared with last week, £6 10s. higher on spot, and £5 higher on futures.

LEAD—The market closed at £19 12s. 6d., making price, as compared with last week, unchanged.

SPELTER—The market closed at £26, making price, as compared with last week, unchanged.

United States Metal Markets

From the Iron Age, April 11, 1907.

The March product of the coke and anthracite blast furnaces was 2,225,175 tons, as compared with 2,045,068 tons in February, a short month, and 2,235,306 tons in the record month, December. While on the face of it this looks as though March had been larger than February, as a matter of fact the daily rate of production in March was only 71,780 tons, as compared with that of 73,038 tons for February. This decline, due to floods and to the blowing out of furnaces, chiefly affected the steel works

furnaces, the merchant furnaces having run along during the past three months at a practically uniform gait. The weekly capacity of the furnaces in blast on April 1 was 497,456 tons, as compared with 511,035 tons on the first of March. This indicates a moderate falling off in the output during the current month.

Very large and important transactions have taken place in Pittsburgh in Bessemer pig, the total figuring up well above 250,000 tons. The Bessemer Pig Iron Association has sold to the Youngstown Sheet & Tube Company 10,000 tons of June iron, which cleans up the supply for that month, and has sold to the same plant 150,000 tons for the second half at \$21, at furnace.

Outside of a considerable inquiry from a cast iron maker, there has been little demand for foundry iron in the west, and the principal distributing points represent the market as being quiet, with an undertone of strength for the second and third quarter.

In the east irregularity has developed in the prices quoted. There are some good inquiries, but the figures named on some of the larger contracts indicate that some sellers are somewhat more eager than they were.

Additional cargoes of Middlesbrough iron have been engaged, as has also one cargo of Scotch iron. A good deal of foreign iron is being worked off westward because the conditions for placing the iron are more favorable there than on the seaboard. The markets abroad have stiffened considerably since last week, and Middlesbrough has advanced from 53 shillings 2 pence to 55 shillings 4 pence. Middlesbrough is selling here at \$20.50 to \$21, ex ship.

From the Iron Trade Review, April 11, 1907.

The demand for structural material shows decided improvement and sales of the principal interest in both the east and central west have been very large. Among the important orders taken were 15,000 tons for the Susquehanna bridge of the Baltimore & Ohio Railroad, and some very heavy orders for bridges and buildings are pending. Of the 55,000 tons of structural steel ordered for the new plant at Gary, specifications have been filed for about 40,000 tons. The sheet mills are steadily falling farther behind in their deliveries. While at the beginning of the year the leading interest was making promises of from 15 to 16 weeks, it cannot now deliver short of 24 to 26 weeks. Never before were the independent mills so well supplied with orders as at the present time.

Our monthly blast furnace statistics show a surprisingly good record of production in view of the flood conditions which compelled the banking of many furnaces for several days. The production for March was 2,186,709 tons, against 2,047,036 tons in February. Nearly every furnace in blast increased its production.

Western Ontario News

London, April 10, 1907.

Some mischievous individual has been circulating in Toronto and other places reports affecting the Canadian Fire Engine Company, of this city, one of which is to the effect that the company intend erecting a factory at St. Louis, Montreal. Manager Angus told your correspondent to-day there is not a word of truth in any of these reports, that the company had their hands full looking after their affairs in London, and were quite satisfied with things as they are. At a recent meeting of the stockholders the management of the concern was entirely revolutionized, and the factory is now under the direction of Robert Angus, formerly superintendent at the works of E. Leonard & Sons. A system of agencies is being installed. A new fireproof storehouse will be built immediately, and the number of employees will be very materially added to. Changes are being made in the present building and office, which it is expected will largely improve the facilities for turning out a greater quantity of work.

The immense new warehouse being erected by the McClary Manufacturing Company in connection with their establishment in the south-eastern part of the city, is rapidly approaching completion, the bricklayers being already up to the third storey. The new suburb of Chelsea Green, the birth and growth of which is due to the establishment of the new McClary works and the rolling mills, is booming, and the villagers are confidently looking forward to the addition of a huge tinware department for the McClary's, though no official statement to this effect has been given out.

The Wilcox Hardware Company have decided on a considerable enlargement of their plant as soon as the weather will permit. It is the intention to increase the output of the factory 30 per cent. At present about thirty hands are employed by the concern, and this number will be almost doubled before the close of the summer.

The Scott Machine Company is another young industry which is forging ahead. Since starting operations last August they have been kept busy and have been adding to their staff so steadily that before long they must seek larger premises. Their plant has likewise been improved, a fine new planer having been put in this week. The company have secured the exclusive right to manufacture the L. & K. test boring machine, and it will not be surprising if the announcement is shortly made of some large orders for the machine.

N.B. Hardware Trade News

St. John, N.B., April 8, '07.

Trade in all lines is reported brisk and merchants are looking forward to a very successful Spring business. Windows are now being trimmed with paints, brushes, polishes and all the accessories for the annual Spring cleaning. Fishing tackle is being displayed and a general Spring aspect is apparent.

The most important building opera-

tions now under way are the new Royal Bank of Canada building, on King St. and the street car sheds on the west side. Clarke & Adams will shortly commence the erection of a new \$18,000 freight warehouse on the west side, in connection with the wharf now under construction. The erection of a \$100,000 cold storage warehouse is shortly to be commenced on the west side. R. J. Graham, of Belleville, Ont., is now in the city to arrange with the civic authorities for a site.

At the monthly meeting of the board of trade on Tuesday, April 2, H. B. Schofield, the St. John delegate on the recent tour in the West Indies, made by representatives from the boards of Toronto, Halifax and St. John, read an interesting and exhaustive report on the trade conditions on the islands visited, with special reference to the possibility of extending and furthering closer commercial relations between the West Indies and Canada. Arrangements for the publication of the report have been left with the Halifax Board of Trade. The report dealt with different branches of trade under separate heads. Among them were the following:

Paints and oils—There was every possibility for Canadian manufacturers to sell more goods. The trade was considerable.

Oil meal and oil cake—The quantity sent from Canada was trifling and there seemed a chance to push this trade.

Cordage—Canada had the greatest share of the trade, due apparently to it being pushed with energy.

In the general remarks at the close of the report it was recommended that Canadian manufacturers and exporters should more systematically place their goods before West Indian buyers. Canadian goods were only spasmodically placed before them, while United States and English salesmen made a regular canvas. Drafts, it was pointed out, should be marked "hold for arrival of goods." The high postal rates from Canada, it was urged, should be investigated by the board of trade.

A committee was appointed to wait upon Sir Wilfrid Laurier and place before him a recommendation with reference to Canadian preference with the islands.

In the local legislature last week Premier Pugsley proposed that a new cantilever bridge be built over the mouth of the St. John River instead of making repairs to the present suspension bridge. He pointed out that if the St. John Railway Company were to contribute one-half cent per passenger for crossing the bridge the amount so raised would go a long way towards paying the interest of the cost of a steel bridge wide enough for two cars to pass and also allow of a sidewalk. The cost of such a bridge would be about \$150,000 and the interest on the sum would not exceed \$6,000 a year. The whole question, he said, was now receiving the attention of the chief commissioner. The proposal arose from

an application from the street railway company for permission to lay their rails across the bridge.

The members of the carpenters' union, who struck on April 1 for \$2.50 a day, seem to be winning their point. Nearly all the contractors have acceded to the demand and the men are now pressing for the closed shop with every chance of success. The union has appointed a business agent to induce non-union men to join their ranks and they have been very successful.

About \$30,000 or \$40,000 is to be expended at Sackville by the I.C.R. in putting in a new water system and constructing a new station. Several new residences are also to be built there during the Summer.

Among the interesting events of last week was the marriage of Miss Louise Lorne Robertson, daughter of the late T. Nisbet Robertson, to T. Ernest Girvan, traveling salesman for the W. H. Hayward Co., of St. John.

George E. Ford & Son, of Sackville, have opened a branch store at Bayfield Corner, where they will handle hardware, dry goods, groceries and in fact, everything to be found in an up-to-date general store.

LETTER BOX.

Cuts for Advertising.

Chesney & Archibald, Seaforth, write: "We wish to get the use of a few cuts of hardware articles to put in an advertising paper we are getting out. Can you advise us where to get these?"

Answer—The companies to inquire of regarding these are the Iron Age, 14-16 Park Place, New York city, and the National Hardware Bulletin, Argos, Indiana.—Editor.

Police Goods.

The Miller-Morse Hardware Co., Winnipeg, give the name of Tower & Lyon, 99 Chambers street, New York city, as manufacturing a complete line of up-to-date police goods.

GOOD FOREIGN BUSINESS.

The James Smart Mfg. Co., Brockville, have been favored with a further order for warm air furnaces from north China. These are for installation in a new church and residence for a missionary near Newchwang.

WINNIPEG HARDWARE FIRE.

The warehouse of the Jas. Robertson Co., Winnipeg, was partially destroyed by fire Saturday, April 6th. The loss will amount to about \$70,000, and it is fully covered by insurance. The management stated to Hardware and Metal on Monday that there will be very little interruption in their shipments.

ENTERPRISE BRINGS SUCCESS.

A country merchant should constantly intermingle with his neighbors. He should realize that he exerts an influence in his community, and his influence should always be on the side of right. He should be courteous and attentive to his customers, studying his business to understand the difference between raw products and finished articles, and know their merits so as to explain to his customers the points of excellence. He should study his customers as well as his stock and try to know their peculiarities and anticipate their wants and have goods to suit their taste. It is not necessary that he should make everyone his confidante and explain his financial affairs, but there are two parties to whom he should never refuse to make a statement whenever requested—the mercantile agency and his jobber.

Nothing gives the country merchant so much thought and worry as unfair competition. His chief competitors are the catalogue houses, grocery keepers and blacksmiths who feel in duty bound to cut prices whenever they get a chance by selling some article for less money or getting a special order for something which they do not carry in stock, letting the customer have it at cost.

If placed in such a position make it a special point to keep your store well stocked with an assortment of hardware which will not be found in the district, and adding such novelties as you can afford to pay for, selling all lines at a reasonable profit, and treating your competitors with courtesy until you have convinced them that you have a right to exist, and that you are not trying to run them out of business.

A hardware merchant should always endeavor to pay for his goods in time to get the discount. While the discount is small it pays to take advantage of it in more ways than one. More than the regular rate of interest is saved as well as the annoyance of receiving statements; and the practice wins for the dealer the name of being prompt, which is worth a good deal. But if it should ever happen that you are unable to meet a bill when due, be just as prompt to notify your jobber of the fact and explain to him why. Do not withhold anything, and as a rule, all reasonable requests will be granted.

Advertising is one of the greatest features of building up a business, and should be attended to by the dealer himself where possible. Use the papers most widely circulated in the locality and quote prices, as people will take much more interest in prices than in bare announcements. Follow these with circular letters mailed to your customers calling attention to special lines handled, with an invitation to visit your store when in town and make it their headquarters.

Keep goods in sight and do not hide them in drawers and boxes. Showcases and display racks are cheap and help to sell many articles, while shelf boxes, with a sample of the articles attached, systematically arranged, add greatly to the convenience and appearance of the store. Group every distinct line by itself and display with price cards.

THE GREAT PROBLEM IN AMERICAN LIFE

By Prof. J. G. Schurman, an eminent Canadian, now head of Cornell University.

The regulation of consolidated and incorporated capital is likely to be the problem of American politics for the next few decades. No thoughtful man acquainted with the lessons of human history can survey the prospect which stretches before us without deep anxiety. It took a great civil war, extending over four years, with a sacrifice of hundreds of thousands of lives and an expenditure of millions of money, to dispose of the constitutional issue on which American political parties formerly divided.

Now that the contest of our parties is waged over economic questions with corporations indeed in the foreground but with the demand for a more equal distribution of worldly goods in the distance and the spectre of socialism hovering just beyond the horizon—what eye but the eye of omniscience can divine whither and to what we are drifting.

Yet we cannot idly fold our hands or like cowards retreat. Whether we will or not we must face and solve the politico-economic problems which the Zeitgeist has thrust upon us. But everything depends on the way in which we attempt the task and the spirit in which we go about it. The safety of states lies in the wisdom, the justice, the moderation, and the civic righteousness of their citizens. If these fail us, the doom of our Republic is written in the history of Rome.

In all the vast and varied panorama of the history of mankind I know nothing so full of interest and instruction for this generation of American people as the later days of the Roman Republic—the century of the Gracchi, of Marius and Sulla, of Crassus and Cato, of Pompey and Julius Caesar.

When the older Gracchus appeared on the scene Rome was still a republic which had undergone transformation from the earlier city-state, with its centuries of courage, civic virtue, and great achievement. Rome had become a world power and was bearing the responsibilities and the burdens of empire.

Her population was no longer a race of farmers, her citizens left the soil and crowded into the cities. The blood of the native stock had become diluted with a foreign strain. The State itself was distracted by a contest between the popular Comitia and a senatorial oligarchy in which each claimed and strove to secure supreme sovereignty.

Unhappily for Rome, a self-constituted savior of society appeared who had eyes to see that the times were out of joint and conceit to believe that he was born to set them right. He was a man of impulsive temperament, who brooked no opposition to his will, and who could not even appreciate a sincere difference of opinion in an honest opponent.

Vain, self-confident, reckless, autocratic, he was also thoroughly honest and deeply persuaded of his own good intentions. And, as fate would have it,

he possessed the gift of eloquent speech. This man, who thought himself foreordained by the gods to be the regenerator of Rome, was Tiberius Gracchus. He was, says the historian:

"One of the most striking instances in history of the amount of evil that can be brought about by a thoroughly honest and well-meaning man, who is so entirely convinced of the righteousness of his own intentions and the wisdom of his own measures, that he is driven to regard any one who strives to hinder him as not only foolish but morally wicked.

"The type of exalted doctrinaire who exclaims that any constitutional check that hinders his plans must be swept away without further inquiry, that every political opponent is a bad man who must be crushed, has been known in many lands and ages, from ancient Greece down to the France of the Revolution."

Tiberius was the champion of the small producers who had been driven out of business by the great capitalists. He insisted on taking away from the capitalists, without compensation, the lands they had held without question from 70 to 200 years, and distributing them among the petty farmers.

His reforms resulted in riot and massacre, in which the reformer himself miserably perished. But his policy of confiscation without compensation launched the State upon a century of civil war and ruthless proscription, which ended in the overthrow of the republic and the soulless despotism of the Caesars.

Thus ended the first historic attempt of political parties to solve great economic problems. Yet Tiberius Gracchus is not to be blamed for recognizing and facing those problems. The agrarian question, involving the proper relations of the small cultivators and the big capitalists, had to be fought out in the Rome of that day as the relations of public service corporations to consumers and the public must be settled here and now.

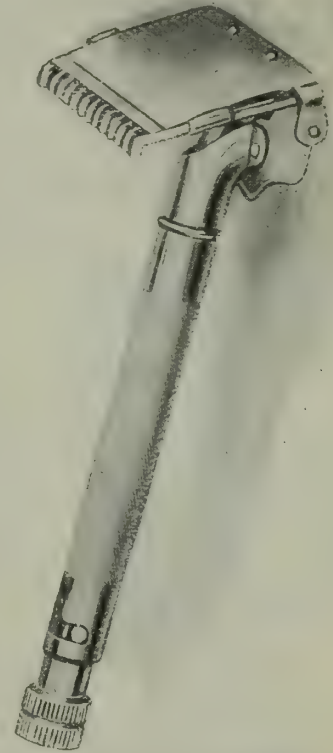
The historical results would have been entirely different had not Tiberius Gracchus lacked a just sense of reality, a knowledge of business, and a perception of the dominance of natural law in the sequence of economic phenomena and had he not injected into a grave and complex question of Roman politics a personality of boundless self-confidence and autocracy, equally impatient of opposition and incapable of judicial investigation and consideration.

NEW VANCOUVER AGENCY.

The Canadian Heating and Ventilating Co., Owen Sound, have appointed the Abercrombie Hardware Co., Vancouver, as their agents.

AUTOMATIC SAFETY RAZOR.

The accompanying sketch shows the Clauss automatic safety razor, manufactured by the Clauss Shear Company, Freemont, Ohio. This razor is simplicity itself, being made of very few parts, and all the parts being connected so that there are no parts to be lost. It is claimed to be an absolutely antiseptic razor, being silver-plated throughout.

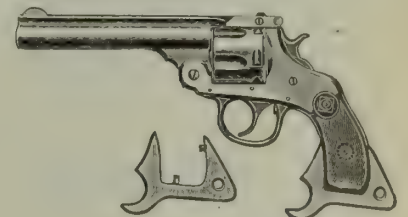


Clauss Automatic Razor.

NEW REVOLVER GRIP.

The accompanying cut illustrates the new revolver grip, manufactured by Harrington & Richardson Arms Company, Worcester, Mass. This new grip combines with a pocket revolver the grip of an army model, and is claimed to offer a better hold than any other similar device.

It is claimed to be as solid and as firm as a part of the frame, but can be detached by removing two small screws,



H. and R. Revolver Grip.

allowing the use of the revolver either with or without the grip as desired. The revolver can be further secured by a ring or thong through the hole in the grip. This new grip can be furnished on all H. & R. revolvers except the American, Young America and Safety Hammer D.A. lines. Further information regarding this new grip may be obtained by applying to the company.

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephen's Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand. Will you supply it in your territory?

Write for our special pan, tells how "We help you sell."

G. F. Stephens & Co.

Limited

PAINT AND COLOR DEALERS

WINNIPEG,

CANADA

MANITOBA HARDWARE AND METAL MARKETS

Market quotations corrected by telegraph up to 12 a.m. Room 511, Union Bank Building, Winnipeg, Man.

The spring rush is on and wholesale houses are doing their best to keep up with the rush of orders. The railway situation is better than it was, but there is still great delay in delivery of shipments. Money continues "tight," but the situation will be relieved when navigation opens and the wheat crop commences to move again.

Values are steady, an advance in lanterns being the most important price change during the week.

LANTERNS—Cold blast, per dozen, \$6.50; coppered, \$8.50; dash, \$8.50.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9 \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.00; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.96; 11, \$3.02; 12, \$3.10; 13, \$3.20; 14, \$3.30; 15, \$3.45. Annealed wires (uncoiled) 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

HORSESHOES—Iron No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSE NAILS—Capewell brand, quotations on application. No. 10, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c., per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M" brand and other brands, 55 to 60 p.c. Add 15c. per box.

WIRE NAILS—\$2.95 f.o.b. Winnipeg, and \$2.50 f.o.b. Fort William.

CUT NAILS—Now \$2.90 per keg.

PRESSED SPIKES—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS—Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS—Bolts, carriage, ¾ or smaller, 60 per cent. bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stone bolts, 70 and 10 p.c.

RIVETS—Iron, 60 and 10 p.c.; copper, No. 7, 43c., No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—½ in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, \$4.50; 1, \$4.25; 9-16, \$4.20; 1, \$4.25; 1, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory doz., \$3.15; No. 1, \$1.90. No. 2, \$1.60; octagon, extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. dis. off list; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$2.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard

flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS—Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS—Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-inch, per 100 feet length, \$9; 7-inch, \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ per cent.; other galvanized lines 30 per cent.

CORDAGE—Rope, sisal, 7-16 and larger, basis, \$11.25; Manila, 7-16 and larger, basis, \$16.25; Lath yarn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS—Royal Canadian, \$35; R.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 p.c.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.

AMMUNITION, ETC.—Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot, ordinary, per 100 lbs., \$7.75; chilled, \$8.10; powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, ½ inch, \$2.65; ¾, \$2.80; 1, \$3.50; 1½, \$4.40; 1, \$6.35; 1¼, \$8.65; 1½, \$10.40; 2, 13.85; 2½, \$19.00; 3, \$25.00. Galvanized iron pipe, ¾ inch, \$3.75; ½, \$4.35; ¾, \$5.65; 1, \$8.10; 1¼, \$11.00;

THE Winnipeg Paint and Glass Co. Limited

Our name stands for Quality, Goods, Right Prices,
Prompt Shipments, Fair Dealing.
If it's Paint or Paint Specialty Goods we have it.
Complete Paint Catalogue just out, write for one.

WE MAKE SHOW-CASES, OFFICE, BANK AND BAR FIXTURES

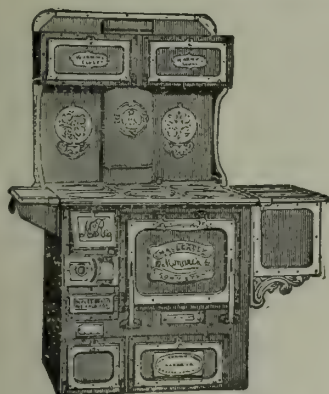
CALGARY

Warehouses

WINNIPEG

Monarch Malleable Range

HIGH-CLASS IN EVERY RESPECT



Made of Malleable Iron throughout and constructed on scientific principles. The range that will stand the hardest kind of usage and consume the least possible amount of fuel. The Range that every Stove Dealer should have for a leader.

Write for Catalogue No. 9, and booklet "Our Plan" outlining system we follow in assisting the dealer to create inquiries and close sales.

MERRICK-ANDERSON COMPANY

WINNIPEG, MAN.

Matchless Empire

Nos. 14, 16, 18, 20.



Too many cheap Oak Stoves are sold. In United States a very large business is done in first-class Oak Stoves. We believe the demand has come for such a heater in Canada, and so have it, and you will say so, too, if you see the Matchless.

W.J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES

Fort William, Ontario.

DAVID REID & CO.

Hardware Commission Merchants

Room 22 Stanley Block, - Winnipeg, Man.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg and the North West.

We have sub-agents
throughout Western Canada

BEST OF REFERENCES

1½, \$13.25; 2, inch, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON.—Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.90, 30 gauge or 10½ oz., \$5.20; Queen's Head 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20x28, box \$10; IX charcoal, 20x28, \$12; XXI charcoal, 20x28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES—18x21, 18x24, \$3.50; 20x28, \$3.80; full polished, \$4.30;

LUBRICATING OILS—600W. cylinders, 80c.; capital cylinders, 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE—Silver Star in brls., per gal., 20c.; Sunlight in brls. per gal., 22c.; per case,

\$2.35; Eocene in brls., per gal., 24c.; per case, \$2.50; Pennoline in brls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; Engine gasoline in barrels, gal. 27c., f.o.b. Winnipeg in cases, \$2.75.

PAINTS AND OILS—White lead, Pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c.; in kegs, 3½c.; turpentine, barrel lots, Winnipeg, \$1.01; Calgary, \$1.08; Lethbridge, \$1.08; Edmonton, \$1.09. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$3.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to \$17.30.

HARDWARE TRADE GOSSIP

Ontario.

R. J. Cluff, Toronto, spent a few days in Montreal this week.

C. J. McArthur, tinsmith, Renfrew, has assigned to S. T. Chown.

J. T. Henderson, Niagara Falls, was a visitor in Toronto this week.

The hardware business of J. C. Pringle, Owen Sound, is advertised for sale.

The Geo. Taylor Hardware Co., New Liskeard, have opened a store at Larder Lake.

G. E. Denstedt, hardware merchant and tinsmith, Gorrie, has sold to R. Carson.

Fallis, Tourtellot Co., hardware merchants, Port Arthur, have commenced business.

A. D. Bayne, manager of the Canadian Westinghouse Co., Hamilton, has left for Europe.

The Whitman & Barnes Manufacturing Co., St. Catharines, will build a new factory there.

A. W. Humphries, Parkhill, is recovering from a severe cold which laid him up temporarily.

C. Taylor, of the Defiance Iron Works, Chatham, received serious injuries while at work.

The oil warehouse of the Bond Hardware Co., Guelph, was destroyed by fire. It contained about \$900 worth of oil.

W. Wyatt, of the E. T. Wright Co., Hamilton, has left for a four months' trip in the west in the interests of the company.

Crofton & Co. have opened a hardware store at 204 Dundas St., Toronto, in the store formerly occupied by G. Houghton.

Among the hardware dealers in Toronto this week were: Geo. Peaker, of Peaker & Son, Brampton, and Bert Parr, Blackstock.

Blyth & Watt, hardware and plumbing supply dealers, Ottawa, have dissolved, Chas. Watt continuing the hardware business alone.

The employes of The Turnbull, Cutcliffe Co., Brantford, presented Major Howard, who has retired from the firm, with an elegant case of pipes.

A. H. Pepall made a business trip to Montreal and eastern points this week and closed some good orders for his company's varnish turpentine.

J. R. Hambly, Barrie, 1st vice-president of the Ontario Retail Hardware Association, called at the Toronto office of Hardware and Metal this week.

C. Moorhead, East London, a traveler for a London hardware firm, nearly met his death by being given wrong powders from a druggist for some illness.

W. G. Jones, treasurer of the Pease Foundry Co., Toronto, has returned from a trip to Florida, made for the benefit of his health after his recent serious illness at Winnipeg.

T. H. Latimer, of Latimer & Elliott, Chesley, was in Toronto this week. His firm has sold to Lint and Laggett, of Chesley. Mr. Latimer leaves on an extended trip to the west next week.

Thos Moore, sales manager of the Belleville Rolling Mills, was in Toronto this week. He reports the demand for their horseshoes so great that the company has been compelled to take two of its travelers off the road and to double the milling capacity. The company is also installing bolt and nut machinery.

Baines & Peckover, wholesale hardware dealers, 126 Bay St., Toronto, are moving to 98 Esplanade east (near Church) where they will have larger premises and be more convenient to the railroads and steamboats. They desire to get out of the retail district and secure better warehousing facilities.

Quebec.

G. K. Chapman, Amherst, N.S., was in Montreal on business last week.

Sauve & Dagenais, hardware merchants, Montreal, have dissolved.

N. J. R. Delorme, St. Felix de Valois, has assigned to Alex. Desmarreau.

W. Hall, of Spear and Jackson, Sheffield, is calling on the trade in Montreal.

The hardware business of J. S. Laurier, Montreal, is advertised for sale.

C. Verdon, hardware merchant, Montreal, has been succeeded by E. Archambault.

V. V. Rogers, proprietor of the Moffat Fuel Saver, Ottawa, was calling on the trade in Montreal last week.

T. Hampton, special representative of Edgar Allan steel, Sheffield, is laid up in the Montreal hospital at present.

F. C. Reynolds, Canadian manager of Wilkinson, Heywood & Clark, Montreal, spent a few days in New York last week.

Henry D. Bayne, manager of the Canadian Westinghouse Co., sails for England shortly, accompanied by his daughter.

G. F. Stevens, of G. F. Stevens & Co., Winnipeg, called at the Montreal office of Hardware and Metal last week, on his way to Europe.

J. P. Seybold, of the Starke, Seybold Hardware Co., Montreal, has returned from a trip to the West Indies, where he has been for the past few months.

G. E. Davis, secretary-treasurer of Frothingham & Workman, Montreal, has left for a holiday and will visit Atlantic City and other southern points.

Jas. Chalmers, St. Marys, Ont., has been in Montreal for the past few days, along with a deputation from the same town, in connection with the much-desired spare lines with the Canadian Pacific Railway.

H. Chestnut, of Fredericton, N.B., one of the most widely known hardwaremen in the Maritime Provinces, is in Mon-

treau attending the automobile show. He is accompanied by Mr. Wicketts, of the same town, and they are apparently enjoying their visit.

Eadie, Douglas & Co., Montreal, have opened a branch office in Quebec in the Bank of Hochelaga building, and appointed as their representative, P. E. Ritchie, of the Mechanics' Supply Co., also one in Toronto at 43 Victoria St., H. R. Chilas, representative.

Western Canada.

A. P. Brown, Morden, Man., has sold to Connor & Livingstone.

H. W. S. Luckhardt, hardware and furniture dealer, Bowden, has sold.

Schwarz Bros., Rocanville, Sask., have dissolved, S. Schwarz continuing.

Hamilton & Son, hardware merchants, Emerson, Man., have dissolved.

T. D. Woodcock Co., hardware merchants, Sloean, B.C., are discontinuing business.

Sutherland & Campbell, hardware merchants, High River, Alberta, have sold to Trenholme Bros.

Hames, Wylie & Co., hardware merchants, Glen Ewen, Sask., have been succeeded by T. S. Rank.

The wing of the wholesale hardware warehouse of Jas. Robertson & Co., Winnipeg, was damaged by fire to the extent of \$40,000.

IRONMONGER'S SPRING NUMBER.

The Spring issue of the "Ironmonger" contains 368 pages of first-class advertising and reading matter. The design on the front cover is very appropriate, being a reproduction of a photo taken in a forest of large trees with their leafy branches. The advertisements throughout are very attractive, a large number being inserts with two or three colors. In the reading matter, besides the market pages, are articles describing various phases of the iron trade throughout the Empire.

STRATFORD DEALERS PROGRESSIVE.

Stratford merchants are considering the advisability of establishing a delivery system by which goods would be delivered to the residents four or five times a day with one extra trip on Saturday evenings. This will mean much less expense to the merchants who would thus do away with their delivery rigs. It is purposed having special auto cars built for delivering the goods. The local merchants are also discussing the enforcement of the early-closing by-law and will bring the matter before the city council at a future meeting. They strongly condemn the action of one or two dealers keeping their places of business open after certain hours, after the others are closed for the day.

SITUATIONS VACANT.

TINSMITH WANTED, with 3 or 4 years' experience. Apply to C. Hartleib, Zurich, Ont. [16]

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning **HARDWARE** and **METAL** to show that the writer is in the trade a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Fire Pots and Torches.

The McClary Mfg. Co., London, have issued a new catalogue of their gasoline fire pots and torches. It contains fifteen pages of well illustrated, interesting reading matter regarding this line of manufacture. The McClary Mfg. Co. have now begun the manufacture of plumbers' supplies, having branches throughout the Dominion from St. John to Vancouver. The company, with their already extensive plants, should be in a good position to supply the plumbing trade.

For Preserving Wood.

We have received from Seymour & Co., manufacturers' agents, 17 St. John St., Montreal, an eight-page circular, singing the praises of "Conservo" wood preservative. This is a preparation for protecting all kinds of woodwork, especially piles, posts, ties, sills, bridge, dam and wharf planking, siloes, etc. The rapidly advancing cost of lumber has made the economy of prolonging its life, by protecting it against decay and destruction by worms and insects, so clear that no careful manager can overlook it. Messrs. Seymour & Co. will be pleased to give full information to any who will mention this paper when writing.

Hand-power Cream Separator.

We have before us a circular and book of directions pertaining to the Vesta Cream Separator. This machine has at official trials in different countries given exceedingly good results.

Dealers who are interested in this line of goods can, by mentioning Hardware and Metal, receive full information by addressing J. Sophus, 102 St. Antoine St., Montreal, or Darch & Hunter Seed Co., London, Ont.

"Something Electrical for Everybody."

This is the title of a new booklet issued by the Manhattan Electrical Supply Co., New York City, containing cuts, description and prices of the many and various electrical appliances manufactured by that company. Telegraph instruments, telephone instruments, push buttons, motors, electric fans, sparkers, dynamos and all lines of electric wire are illustrated and described in this booklet. It contains 144 pages, and should prove of great interest to all electricians. Copies may be secured by writing the company.

CURIOSITY IS
THE REASON

Are YOUR Customers Getting

"Metallic"
Skylights

with or without

"Halitus" Ventilators?

Scientifically constructed, weatherproof, light and strong, but producing most light and ventilation possible.

Circulars, prices and detailed information for the mere asking.

Our Dealers Protected

THE METALLIC ROOFING CO.

OF CANADA, LIMITED

1790 Manufacturers

Established 22 years

TORONTO AND WINNIPEG

DUAL TELEPHONE SYSTEMS.

Following in the footsteps of several other places in the province, Ingersoll will soon have a dual telephone service. Over a year and half ago, when the matter of renewing the contract with the Bell Telephone Co. was before the council, local men conceived the idea of forming an independent company. Action along this line was immediately taken; several of the more enterprising and monied citizens became interested, and the result has been that in a very few days this new company will have their system in operation. At the time when the new company was being promoted there was a strong sentiment in favor of opposition to the Bell, a fact that is borne out by the large number of subscribers secured by the new company. After securing a franchise from the council, the new company went on the warpath for subscribers, both the town and rural districts being canvassed very systematically. When the system is in operation the company will have over three hundred subscribers and there

is every probability of the number being considerably augmented. Of course, there are many arguments against a dual telephone system, but as the situation is at present, both lines have simply got to be used if the ground is to be covered, and all up-to-date merchants are fully aware of the importance of the telephone.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.

Limited.

HAMILTON ONT.

FOUNDRY AND METAL INDUSTRIES

METAL NOTES.

The Georgian Bay plant of the Canada Iron Furnace Co., at Midland, was burned last week.

A plant for the manufacture of car wheels and water pipes will be built at Fort William by the Canada Iron Foundry Co. costing \$250,000.

The rail mill of the Dominion Iron and Steel Co., Sydney, is at present occupied on a contract for 37,000 tons of 100-pound rails for the Grand Trunk.

A wire mill will be erected at Lethbridge to cost about \$2,000,000, being a branch of the American Steel Wire Co., Cleveland, O. It will employ 1,000 men.

About 150 foreigners employed at the works of the Hamilton Steel and Iron Co., are refusing to go to work because their demand for increased wages has been refused.

The Atikokan Iron Co., Port Arthur, has built blast furnaces and plant for roasting ore, and a large dock. The entire cost is \$1,300,000, and will employ 500 men.

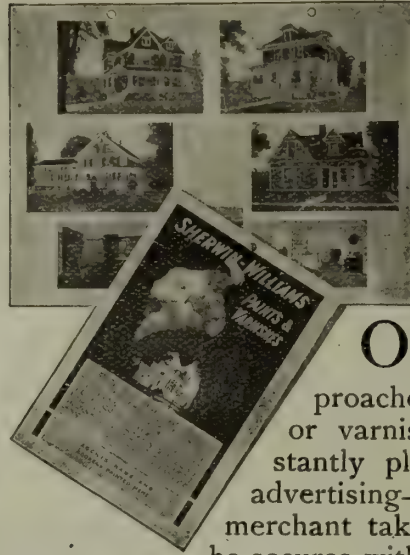
The alloys of lead, tin and bismuth show peculiar properties. A mixture consisting of bismuth two parts, tin one part, lead one part, melts at a temperature slightly below the boiling point of water. It also expands on cooling.

GAS ENGINES FOR BLAST FURNACES.

A European newspaper states that the advantage of blast-furnace gas engines has been more rapidly recognized in Germany than in Great Britain. It is stated that there are some 380 large engines of this class at work in Germany, with no less than 421,000 indicated horse-power, as against 120 such engines in Great Britain, with 97,000 indicated horse-power. A Glasgow firm, it is said, has built about 30 of these engines, of what is known as the Oechelhauser type, with a total of about 35,000 indicated horse-power.

PIG IRON FOR ENGLISH TRADE.

J. B. Jackson, in the Trade & Commerce Reports, states that the grades of Canadian pig iron which are arriving at Liverpool at present are of an exceptionally high order, and that English manufacturers always give Canadian pig iron the preference over the common warrant iron produced at Middlesborough. He also states that the firms in Liverpool are almost unanimous in the opinion that if Canadian exporters would make a closer study of the requirements of the British market, and produce a more uniform graded metal, their trade would increase ten-fold, and that they would get 50 per cent. more for it than they do at present.



With a Sherwin-Williams agency goes the Sherwin-Williams advertising, and with both goes the biggest paint and varnish business of a locality.

OUR advertising is unique and distinctive. It is not approached by that of any other paint or varnish manufacturer. We are constantly planning new features—stronger advertising—business pullers. When a merchant takes the agency for our products he secures with it the *entire force* of our advertising organization.

Note the illustration above. This shows our Spring Calendar Circular—one of our special advertising features. We send this out to lists of property owners compiled by our agents. It is attractive and talks paints and varnishes convincingly. The agent's name is printed on the cover. This is expensive, but it costs our agents nothing. The many sales it makes go direct to them—that's why we use them.

It would pay you to drop us a line and learn about our proposition and how we *help you sell the goods*. We have built up the largest paint and varnish business in the world for our agents through our methods and the quality of our products. Write us today.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre Street, Montreal Que.
Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man.

"BRANTFORD ROOFING"

was awarded a special diploma at the Canadian National Exhibition, Toronto, 1906, as well as Lord Strathcona Medal, for excellence of quality and general display.

Hardware Dealers and Others

handling these goods should write and get our special prices and terms before buying elsewhere.

Samples, prices, information free



Brantford Roofing
Co., Limited
BRANTFORD . . CANADA

"SANDERSON'S" TOOL STEEL

"ALWAYS RELIABLE"

MACHINERY STEEL

SMOOTH AND IRON FINISH

A. C. LESLIE & CO.

Limited
MONTREAL

No. 7 Hand Drill

Cut gearing, change of speed for light or heavy work. Ball bearings, Rack and pinion feed, either hand or automatic. Treadle feed to lower the spindle to the work. A weighted lever raises the spindle instantly as soon as the feed is disengaged. Incomparably the best hand drill in the market, and also a first-class wood boring machine. Fitted for power if desired without extra charge. Weight 375 lbs. Send for circular.

It pays to use the best tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

PRICE and QUALITY

are two vital elements in

GILBERTSON'S

COMET

Brand

GALVANIZED SHEETS

That means they are soft, smooth, and easily worked, that they are flat, well galvanized and that they are lower in price than other high grade brands.

MAKERS:

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Alex. Gibb, 13 St. John St., Montreal.

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

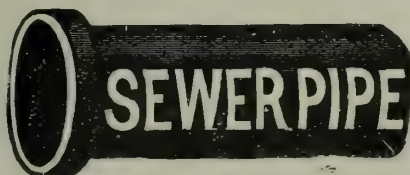
Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE

or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

OAKEY'S

The original and only Genuine
Preparation for Cleaning Cut-
lery, 6d. and 1s. Canisters

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

NOVA SCOTIA STEEL & COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brands:

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

\$2 FOR THIS SMALL SUM THE **\$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings
for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other
construction works throughout Canada as well
as new business enterprises.

Send your name and address with \$2 for
a year's subscription to

Canadian Contract Record

Toronto, Montreal, Winnipeg, and
Vancouver

\$2 **\$2**



**This is the Mark that
Means Something**

It is the distinctive brand of genuine Armstrong
Stocks and Die and Pipe Fitters' Tools.
No "Armstrong pattern" or "just as good as
Armstrong" have this stamp. Don't buy anything
in this line that hasn't this brand as it is the mark
of genuineness.

THE ARMSTRONG MANUFACTURING CO.,
292 Knowlton Street, Bridgeport, Conn.

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

**Consolidated
Plate
Glass
Company
of Canada
Limited**

**Glazing
Glass
of all kinds**

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

**TORONTO
MONTREAL
WINNIPEG**

The G.T.R. will build a subway at Port Hope.

Rosthern, Sask., will build a \$15,000 town hall.

Peterboro will build a new \$55,000 collegiate institute.

Building permits in Winnipeg during March total \$710,479.

The new Vancouver courthouse to be erected will cost \$300,000.

Methodists of Springhill, N.S., will erect a new \$9,000 church.

The Anchor Wire Fence Co. will erect a new factory in Stratford.

A new furniture factory will be built at Elmira, Ont., to cost \$20,000.

S. Matthews, Port Arthur, is making a \$16,000 addition to his store.

The Avon Hosiery Co., Stratford, will add another storey to their plant.

A new Masonic Temple will be built at Fort William to cost \$30,000.

The Ottawa Collegiate Institute will be enlarged at a cost of \$100,000.

Mr. Shipley, Vegreville, will build a \$5,000 hotel at Holden, Alberta.

The Glebe Quoit Club, Ottawa, will build a clubhouse to cost \$1,500.

Baptists of Fort Rouge, Man., will erect a new church costing \$30,000.

Herkimer St. Baptists, Hamilton, will build a new church costing \$20,000.

St. Giles' congregation, Winnipeg, will build a new church to cost \$35,000.

Building permits issued at Calgary during March aggregated \$23,125.97.

The building permits issued at Vancouver up to April 1 total \$4,233,910.

Building permits issued at Winnipeg for 1907 so far amount to \$1,025,600.

The International Gas Appliances Co., Toronto, have gone into liquidation.

A new amusement park will be established in Hamilton to cost \$20,000.

Building permits to the amount of \$63,000 were issued at Ottawa last week.

A new two-storey brick school will be erected in Indian Head, to cost \$36,000.

The new Central Presbyterian Church to be erected in Hamilton will cost \$168,000.

The C.P.R. will rebuild elevator D. at Fort William, which was destroyed last Fall.

The McKinnon Dash and Metal Co., St. Catharines, will erect a chain factory there.

A factory of the Carriage Mountings Co., Toronto, will be erected at St. Catharines.

Plans are prepared for building operations in Fort William this year to cost \$5,500,000.

A new threshing machine manufac-

tory will be erected at Alliston, Ont., by A. Merner.

The Welland Vale Manufacturing Co. will build a central establishment at St. Catharines.

The building permits issued during the first week of April in Toronto aggregated \$400,000.

The Farmers' Bank of Canada has opened branches at Hawkestone, Ont., and Hillsdale, Ont.

The Union St. Joseph Society, Ottawa, will erect handsome new headquarters in that city.

A permit has been issued for the erection in Montreal of a general hospital to cost \$35,000.

J. J. Walsh, Winnipeg, has taken out permits for the erection of dwelling houses to cost \$70,000.

During the week commencing March 23 permits for houses, issued in Toronto, totalled \$306,000.

The Elk Lumber Co. will build a new lumber mill near Nelson, B.C., to handle annually 12,000,000 feet.

The Canada Screw Co. are to enlarge their works at Hamilton, having decided not to locate at Welland.

The contract for the Whitney brick block at Lethbridge, has been let to T. Odmark & Co., for \$15,000.

The Meisel Mfg. Co., Port Arthur, are building harvester works at the east end of the town to cost \$250,000.

Building operations on the plant of the Standard Fitting and Valve Co., at Guelph, will commence at once.

Alterations to the extent of \$10,000 will be made on the Northern Hotel, Yonge street, Toronto, this summer.

The total building permits issued in British Columbia during the first three months of 1907 amounted to \$993,025.

The by-law for the purpose of developing electrical power for Shelburne, Ont., to cost \$60,000 was defeated.

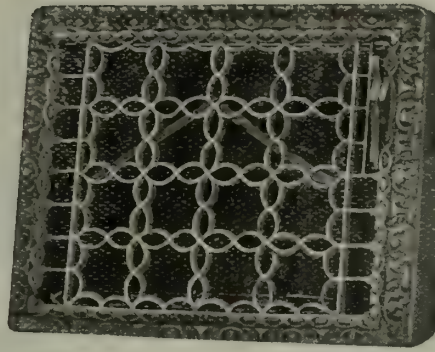
The congregation of Knox Church, Lethbridge, will erect a new church to cost \$20,000 with a seating capacity of 600.

John Kay & Son, Toronto, have been granted permission to erect a five-storey warehouse on King street, to cost \$20,000.

An automobile factory will be erected at Oshawa by the McLaughlin Carriage Co., employing between 50 and 100 hands.

The contract for the new postoffice at Owen Sound has been let to Nagle & Mills, Ingersoll. The contract price is \$63,424.

The Alberta Railway and Irrigation Co. will spend about \$50,000 in enlarging the main irrigation canal in that province.



"Favorite" Side-Wall Registers

These Registers are made in

FOUR SIZES

with

FLARING BASE

thus permitting the use of

LARGER SIZES

in

REGISTER BOXES

than can be used with other designs

When this Register is used

ONE AIR PIPE

can distribute heat to

FOUR ROOMS

two on ground floor and two above, if properly proportioned.

*We shall also be pleased
to fill your orders for our
"ECONOMY" Furnaces and Boilers.*

Pease Foundry Co., Limited, Toronto
Pease Waldon Co., Limited, Winnipeg

BEST ELBOWS

— FOR —

**CONDUCTOR
PURPOSES**

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

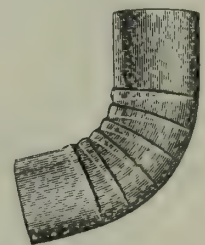
Made in ...

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the **TRADE**
in Canada. Write for
catalogue and
samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

The Mutual Life Insurance Co., New York City, have decided to build large offices in Toronto to cost about \$1,500,000.

A wood-working plant is being built at Fort William by the Seamans-Kent Co., Meaford, to cost \$100,000, and to employ 100 men.

During the coming summer the G.T.R. will erect twenty new stations in Ontario, exclusive of the new Ottawa and Toronto depots, to cost \$80,000.

Thessalon, Ont., has voted a bonus of \$10,000 to the Saginaw Lumber & Salt Co. to assist the company to build and operate a saw mill in that town.

H. Wineberg, Toronto, has applied for a permit to build a three-storey apartment house at the corner of Agnes and Elizabeth Sts., to cost \$75,000.

A permit has been issued for the erection in Montreal of a five-storey building by Williams & Wilson, dealers in machinery supplies, to cost \$47,000.

An American concern holding exclusive patents for Canada on children's go-carts, are desirous of establishing a plant in Canada, preferably at St. Thomas.

A three-storey building will be built on Adelaide street west, Toronto, for the publication of the Kennel Gazette and Poultry Review. It will cost \$7,000.

The contract for the new Goldie & McCulloch Safe Works, at Galt, has been let to the Dominion Engineering and Construction Co., Montreal. It will cost \$100,000.

Among the new buildings to be erected at Calgary this year are the C.P.R. depot, \$25,000; the new city hall, \$150,000; the new hospital, \$60,000; the Y.M.C.A., the provincial normal school, the high school and registry office, \$80,000.

BRICKS MADE OF GLASS.

The making of glass bricks for buildings as well as paving has become a recognized European industry. The Germans have carried the invention further than anybody else. In Hamburg glass walls are erected where light is needed, yet where, by police regulations walls must be both windowless and fireproof. Three firms make such bricks in eastern Germany. These bricks are translucent, admitting light, but permitting no view of the interior.

NEW SAW-SHARPENING MACHINE

J. D. McAulay, Baddeck, N.S., has secured patents on a new saw-sharpening machine comprising means for carrying the saw and actuating devices for moving the saw to bring the teeth successively into proper position to be sharpened.

OVER A MILLION AND A HALF IVER JOHNSON SAFETY AUTOMATIC REVOLVERS

ALREADY SOLD

Three Things Have Done it :

The superiority of the goods in every regard.

The immense popularity of
"HAMMER **THE HAMMER**"
advertising.

The complete protection of the dealer. These goods cannot be used as premiums, and we never sell by mail where dealers can supply.

Send for Dealers' Catalogues, or ask your jobber—he knows

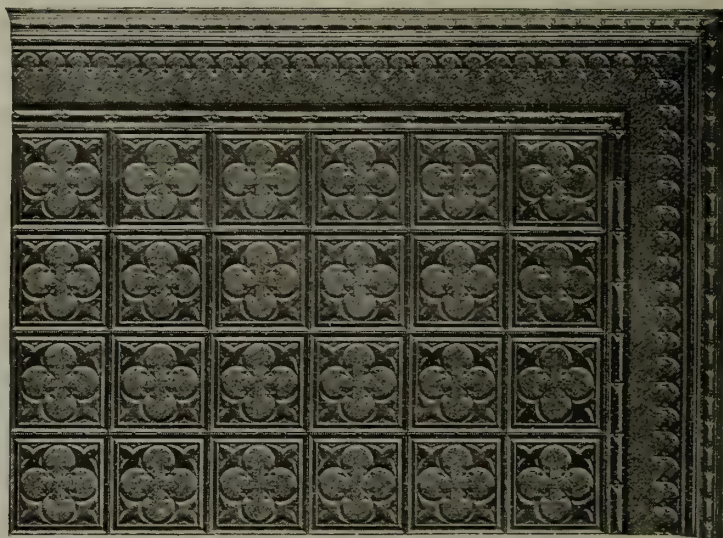
Iver Johnson's Arms and Cycle Works, 212 River Street, Fitchburg, Mass.

Makers of

Iver Johnson Truss Bridge Bicycles and Single Barrel Shotguns



"We Work With The Trade."



"We Work With The Trade."

YOUR CEILING PROFITS

depend largely upon the time it takes to erect the material. Our Classified Metal Ceilings are applied more easily than any others on the market, because they fit perfectly. No trouble with unsightly buttons and joints that have to be covered up. You make the biggest profits and give the best satisfaction, when you sell our Classified Ceilings.

THE METAL SHINGLE & SIDING CO., PRESTON, ONT.

Montreal Branch Factory: Cor. St. Catherine and Delorimier Ave.

SALES AGENCIES:

ST. JOHN, N.B.
Emerson & Fisher, Ltd.

QUEBEC
J. A. Bernard.

WINNIPEG
Clare & Brockest.

CALGARY
Ellis & Grogan.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES.

HARDWARE Business; including stoves, tinware and tinsmith tools, in thriving town in West Ontario, peninsular, stock about \$5,000; building can be leased if desired, dwelling also. Box 583 HARDWARE AND METAL, Toronto. (17)

HARDWARE AND STOVE BUSINESS—Established twenty years; doing good business, Toronto; stock and fixtures, including tinsmith tools, about \$3,500; good reasons for selling. Box 604, HARDWARE AND METAL (15)

HARDWARE BUSINESS, TORONTO—Established five years, business increasing each year; good chance for a tinner or bicycle repair man; stock and fixtures between \$800 and \$900. Box 605, HARDWARE AND METAL. (15)

HARDWARE BUSINESS in northern Ontario village. Stock and buildings about \$2,000. No opposition. Good opening for young man. Address Box 611, HARDWARE AND METAL, Toronto.

SITUATION WANTED

RETAILER with 16 years experience in Ontario and West, just sold business; open for correspondence regarding engagement as branch manager of wholesale or manufacturing hardware, stove or plumbing business. Box 613, HARDWARE AND METAL.

WANTED.

WANTED—A house to handle cast-iron tees, elbows, iron fittings and straight-way gate valves of all sizes. HARDWARE AND METAL. [17]

SITUATIONS VACANT.

WANTED—Immediately, reliable hardware clerk for B.C.; must be good buyer, stockkeeper and salesman of general hardware, etc.; state habits, capabilities, reasons for changing and salary expected to Box 596, HARDWARE AND METAL, Toronto.

HARDWARE CLERK WANTED—Must be good salesman and stock keeper; state age, experience and salary expected. J. S. Moir, Arnprior, Ont. (16)

TINSMITH WANTED—Hardwareman offers shop rent free to tinsmith who furnishes his own tools. Man can run his own business and make good profit. Twenty miles from Toronto. Good opening. Box 606 HARDWARE AND METAL.

EXPERIENCED Hardware Clerk Wanted—One to take charge, must be good salesman and stock-keeper; state experience and salary expected. Address Brown & Mitchell, Brandon, Man. [16]

TINSMITH WANTED—One who understands furnace work. State wages required, age and reference. Steady work to good man. The Guelph Stove Co., Ltd., Guelph, Ont. [18]

WANTED—At once, a capable hardware book-keeper for town in New Ontario; must have satisfactory references as to ability and character; situation permanent. Box 608, HARDWARE AND METAL, Toronto. (16)

FOR SALE.

BICYCLES and Frames under the market price. Union Jack Works, Tillsonburg. [18]

FOR SALE CHEAP—One hundred gallons paint, well assorted; one St. Thomas acetylene gas machine, with fixtures for twenty lights. Apply to Box 217, Port Hope.

Galt Sure Grip Shingles

make the HAND-SOMEST and most DURABLE roof. Are the EASIEST and QUICKEST to either SELL or put on. See them and get acquainted.

GALT ART METAL CO. Ltd.
GALT, ONT.



Get in Shape

To give your customers intelligent information and trade-winning prices on the most up-to-the-minute and best-selling line of Sheet Metal Building Goods. This is an important matter to the Hardware and Tinsmith Trades. There will be an enormous demand for these goods this year. Builders and Owners from your very locality are now enquiring about this line. Speak up—And let them know "you're in the game."

Get Our Catalogs

and Price Lists. That's the surest way to be "in the game." Your Opposition will have to "step fast" if he beats you and Our Line. We are using our every endeavor to make Our Line interesting to "the trade." We want good representation in every locality. Write us about it to-day.

Western Distributing Agents:

THE McCLARY MFG. CO.
Winnipeg and Calgary

Galt Steel Siding



is made in original designs. Sharp, bold patterns. Close-fitting and invisible joints make them great sellers. People won't have the ordinary kinds once they see ours.

GALT ART METAL CO. Ltd.
GALT, ONT.

"QUALITY UNSURPASSED"

High-Grade Material
Best Workmanship
Up-to-date Equipment
Practical Knowledge
Careful Supervision

PRODUCE

BELLEVILLE BRAND



HORSE SHOES

Manufactured by

Toronto and Belleville Rolling Mills

BELLEVILLE, OT.

LIMITED

FOR SALE—Complete set of tinner's tools. Apply Landon & Flesher, Barrie, Ont. [14]

FOR SALE—One spray motor Jr. O-F, \$7; one spray motor Jr. O, \$3.50; one London fence machine, \$5. All new. Box 609, HARDWARE AND METAL, Toronto. [14]

STEEL for Sale—1,200 lbs. black diamond octogan drill steel, inch and one-eighth, six ninety one hundred f.o.b. Gravenhurst. Wire. Aaron Child & Son. [14]

FOR SALE—First-class set of tinner's tools, almost new. Apply P. A. Cheenens, 252 Burwell St., London, Ont. [14]

Paint, Oil and Brush Trades

A FEW WORDS ON "STOCK."

Varnish, paint and enamel we may describe as covering for wood, metal, stone, and a multitude of other objects, such covering being of a dual nature—protective and ornamental. It may be both or either; now-a-days it is very often neither. The qualities of varnish and paint must, generally speaking, combine elasticity, quickness of drying, hardness, and a resisting surface to the action of water, acids, gases, etc., writes A. L. Mathison.

Varnish may be described as a material of transparent or semi-transparent appearance, possessing a high lustrous surface when dry, and generally used as a finishing coat over paint or stain. There are very many classes of varnish, but, roughly speaking, these may be divided into two, viz., those which dry without the application of heat, and those which require stoving in a japanning oven. The self-drying varnishes may be further subdivided into oil varnishes and spirit varnishes. Practically all varnishes contain spirit, but not all contain oil. Varnish manufacturers usually apply the term "spirit varnish" to a varnish in which the principal solvent or thinner is some form of alcohol, and in which the gum does not require to be melted by heat.

Oil varnish consists of a gum dissolved in oil and thinned with spirit—generally turpentine. It is made in various qualities of shade, according to the color of the gum used, and in various degrees of drying or elastic qualities. Oil varnish dries by the absorption of the oxygen in the atmosphere, the gum and oil solidifying and forming a protective skin. A certain amount of evaporation of the turpentine also takes place, which aids the drying.

These varnishes may be further subdivided into inside and outside varnishes, the difference between them being that the inside varnishes are quicker drying and less elastic and protective than the outside.

Stoving varnishes dry in the same manner, practically the only difference being that the heat drives off the fumes of the thinner, allowing the oxidization of the oil and gum to take place quicker and more effectively.

The Raw Materials.

These consist, firstly, of gums. Chemists allude to all the gums we use under the generic title of "resin," but that is a word never used in polite varnish manufacturers' society. Resin, or rosin—by which we mean the solid residue left after turpentine distillation, the common or garden article that the violinist uses, and which when we were boys we fondly imagined would split the schoolmaster's cane if rubbed on our

article, largely used by unscrupulous varnish manufacturers to adulterate varnishes which should be made from higher priced gums.

The principal gums used in varnish making are fossilized exudations from certain coniferous trees. These fossil gums are generally found in patches about two or three feet under ground. After digging and collecting, the gum is then washed, scraped, sorted and shipped to the different markets. Gums vary in hardness, from the Congo copal found on the east coast of Africa, the Sierra Leone and Brazilian copals, down to sandarac, mastic and Manila gums.

For our purpose I shall also include asphaltums in my list of gums. These are used in the manufacture of black varnishes. Asphaltum is a solid bituminous substance of which there are many varieties, principally Assyrian, Egyptian, West Indian and Gilsonite. Assyrian asphaltum is collected on the shores of the Dead Sea.

Of course for cheaper grades of black varnishes many varieties of artificial asphaltum are used, which are chiefly the product of coal-tar distillation. For trade purposes we might also include in our list of gums, shellac, gun cotton and celluloid.

The next important article used in the manufacture of varnish, viz., oil, and by far the most important of any oils used is linseed oil. Linseed oil is worthy of a paper all to itself. Other oils used are cotton seed oil, Chinese wood oil, rosin oil, etc.

When the varnish manufacturer receives his oil it is put through various processes necessary for the particular varnish it is required for. Linseed oil is a drying oil, that is to say, it is a vegetable oil possessing the property of gradually absorbing oxygen from the air at a normal temperature, and forming a solid elastic substance, but its drying properties are sometimes increased by boiling and treating it with various metallic driers, such as manganese salts, litharge, etc.

The third important article used in varnish making is the thinner or solvent, the principal one being turpentine distilled from the pine trees, found chiefly in the Alabama, Georgia and Savannah districts of North America. Other spirits or solvents include benzine, benzoline, tar spirits, rosin spirit, coal tar naphthas, methylated spirits, fusel oil and amyl-acetate.

(Continued on page 54.)

The Value

of a paint is in the quality of finish, and wearing results it gives.

IMPERIAL BARN PAINT

looks so well, and wears so well, on either wood or iron, we could easily charge more for it, and still our agents and their customers would consider it excellent value.

THE CHEAPEST and best cheap paint offered to the trade. Wears on the job, not off.

See Trade Catalogue, No. 10, page 30.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

It has paid most dealers to recommend and push

NEW ERA PAINT

and it certainly will pay you. Send for our catalogue and give yourself a square deal.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED
WINDSOR - ONTARIO

IT IS OFTEN EASY TO PERSUADE

your customer that the best is the cheapest.

JAMIESON'S FLOOR ENAMEL

while more expensive than ordinary floor paint, is so much better for the floor that it should not be difficult to induce your customer to try it.

**It Dries Hard
Is Never Sticky
Gives a Varnish Gloss
Stands Repeated Washing
and Wears Like Iron**

You can make more profit on **Floor Enamel** than you can on Floor Paint.

Write for show cards and prices to

R. C. JAMIESON & CO.
LIMITED

Sole Manufacturers, MONTREAL

They are the best by any test—

Pearcy's Pure Prepared Paints

and the wise dealer knows it.

PROMPT DELIVERIES A SPECIALTY

SANDERSON PEARCY & CO., Ltd.
Toronto, Canada



A. RUDD & CO., St. Helens, Lancashire, England
Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns. Also Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Lathe, Plate Glass Nippers, Atmospheric Soldering Irons, etc., etc., etc.

Canadian Agent: **J. B. GIBSON, P.O. Box No. 478 MONTREAL**
From whom users of Glaziers' Diamonds can obtain the names of wholesale merchants who stock A. Rudd's goods.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.

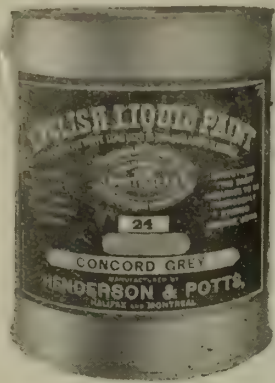
MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

PAINT AND OIL MARKETS



"English"

Liquid House Paints represent a shining example of the truism, "It is easy to sell a known good article."

"English"

When you've said "English" Liquid House Paints you've said it all. Everybody, or almost everybody, knows them by reputation or by experience.

"Brandram's B.B. Genuine"

is the only white lead used in their manufacture, and

"Brandram's B.B. Genuine"

white lead is the world's standard white lead.

These paints will bring you the paint business

BRANDRAM-HENDERSON,
LIMITED

MANUFACTURERS

**Montreal, Halifax,
St. John, Winnipeg.**

MARSHALL WELLS CO., Winnipeg

Sole Distributors for Western Canada

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,

Montreal, April 12, 1907.

A heavy snowfall, almost unprecedented in the month of April, has again seriously interfered with shipments from varnish and paint factories. Orders are abundant, and it is to be hoped that the congestion will be relieved before the opening of navigation on May 1st.

The outlook is most promising and general conditions may be described as strong and firm.

LINSEED OIL — Receiving a good deal of attention and the output is only curtailed for want of teams. Raw, 1 to 4 barrels, 62c.; 5 to 9 barrels, 61c.; boiled, 1 to 4 barrels, 65c.; 5 to 9 barrels, 64c.

TURPENTINE — In consumptive demand, enquiries being continuous even when quotations are \$1 and over. Single barrel, \$1 per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD — Orders have been coming in freely, both for immediate shipment and May deliveries. Best brands, Government standard, \$7.25 to \$7.50; No. 1, \$6.90 to \$7.15; No. 2, \$6.55 to \$6.90; No. 3, \$6.30 to \$6.55; all f.o.b. Montreal.

DRY WHITE ZINC — Exceedingly scarce, and market displays great strength accordingly. V.M. Red Seal, 7½c. to 8c.; Red Seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC GROUND IN OIL. — In fair request for high class work. Pure, 8½c. to 9½c.; No. 1, 7c. to 8c.; No. 2, 5½c. to 6½c.

PUTTY — Feels the quickening impulse in trade conditions and buyers seem to cheerfully pay the high prices. Pure linseed oil, \$1.75 1-5 to \$1.85 1-5; bulk in bbls., \$1.50 1-5; in 25-lb. irons, \$1.80 1-5; in tins, \$1.90 1-5; bladder putty in bbls., \$1.75 1-5.

ORANGE MINERAL — Quiet at present with no change in prices, which remain: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD — Many large orders have been shipped this week and forward bookings are very heavy. Genuine red lead, in casks, \$6; in 100-lb. kegs, \$6.25; in less quantities at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6, and smaller quantities, \$6.75.

PARIS GREEN — Dormant, but with warmer weather this article will soon be brought to life as it is hinted that higher figures will prevail. In barrels, about 600 lbs., 25½c. per lb.; in arsenic kegs, 250 lbs., 25¾c.; in 50-lb. drums, 26¼c.; in 25-lb. drums, 26¾c.; in 1-lb. packets, 100 lbs. in case, 27¼c.; in 1-lb. packets, 50 lbs.

in case, 27¾c.; in ½-lb. packets, 100 lbs. in case, 29¼c.; in 1-lb. tins, 28¼c. f.o.b. Montreal. Terms, three months net or 2 per cent. 30 days.

SHELLAC GUMS — Quotations are steady without particular incident. Bleached, in bars or ground, 46c. per lb., f.o.b. eastern Canadian points; bone dry, 57c. per lb., f.o.b. eastern Canadian points; T. N. orange, etc., 48c. per lb., f.o.b. New York.

SHELLAC VARNISH — Actively inquired for, and some good round shipments are reported at the following figures: Pure white bleached shellac, \$3 to \$3.25; pure orange, \$2.80 to \$3; No. 1, orange, \$2.60 to \$2.80.

PETROLEUM — American prime white coal, 15½c. per gallon; American water, 17c. per gallon; Pratt's Astral, 19½c. per gallon.

WINDOW GLASS — First break, 50 feet, \$1.85; second break, 50 feet, \$1.95; first break, 100 feet, \$3.20; second break, 100 feet, \$3.40; third break, 100 feet, \$3.95; fourth break, 100 feet, \$4.15; fifth break, 100 feet, \$4.40; sixth break, 100 feet, \$4.95. Diamond Star: First break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second break, \$4.80; third break, 100 feet, \$5.75; fourth break, 100 feet, \$6.50; fifth break, 100 feet, \$7.50; sixth break, 100 feet, \$7.50; seventh break, 100 feet, \$8; eighth break, 100 feet, \$9. Double Diamond: First break, 50 feet, \$3.45; second break, 50 feet, \$3.75; first break, 100 feet, \$6.75; second break, 100 feet, \$7.25; third break, 100 feet, \$8.75; fourth break, 100 feet, \$10; fifth break, 100 feet, \$11.50; sixth break, 100 feet, \$12.50; seventh break, 100 feet, \$14; eighth break, 100 feet, \$16.50; ninth break, 100 feet, \$18; tenth break, 100 feet, \$20; eleventh break, 100 feet, \$24; twelfth break, 100 feet, \$28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,

Toronto April 12, 1907.

Nothing new or startling has developed in the paint and oil markets. The severity of the weather during the past week or so has proved a setback to the trade. With a change to warm weather, the trade will soon recover and be lively. No advances have been made in the prices on paint, remaining firm with a good demand.

WHITE LEAD — The demand for this continues strong with firm and unchanged prices: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; ½c. per lb. will be charged extra for 12½-lb. packages; genuine dry white lead in casks, \$7.

RED LEAD — Prices remain firm and unchanged. The demand is fair, the

Are you ready for your spring paint trade?



Are you ready for your spring paint trade? Ready for the painter when he asks for a paint that will do its work honestly? Ready for the consumer who looks to you for guidance and advice? Have you the right paint? Have you the right assortment? Have

you seen a color card of Ramsay's Paints? Let us help you to get ready, and to take advantage of spring business and spring advertising planned in progressive style for the sale of Ramsay's Paints. Write us.

A. RAMSAY & SON COMPANY

Est. 1842

MONTREAL

PAINT MAKERS

Just try some ordinary green paint on a panel of wood, see how hard it works,—don't cover, lacks body. Then try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it covers,—that's body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK,

PHILADELPHIA,

CHICAGO

BLANCHITE

PAINTS and ENAMELS have already been taken up exclusively by some of the Largest and most Conservative Connections in Canada. If we did not have the superior goods they would not handle them.

If you have not yet been fully informed, write us—it will be to your advantage.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, CAN.

**EXTRA
FURNITURE**

VARNISH

A very durable light colored Varnish for furniture and interior wood work. It will set over night and, under favorable conditions, will dry **HARD** in two days. Extremely useful for all indoor finishing.

All surfaces to be varnished should be free from dust. The contents of package, when not in use must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in the window. Brushes should be clean and soft and this varnish applied with an even light coat.

**THE
CANADA
PAINT CO.
LIMITED
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG**

high price being apparently a deterrent on the sales. We continue to quote: Genuine in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

DRY WHITE ZINC—A fair demand exists for this. We continue to quote as follows: In casks, 7½c; in 100 lbs., 8c., No. 1, in casks, 6½c., in 100 lbs., 7c. Ground in oil—In 25 lb. irons, 8c.; in 12½ lbs., 8½c.

SHELLAC VARNISH—The demand for this is good. Prices remain firm and unchanged. We continue to quote: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange) \$2.50; gum shellac, dry bone, 63c. Toronto, T.N. (orange) 51c. net Toronto.

LINSEED OIL—A scarcity of oil continues, prices remaining firm and unchanged, with good demand. We continue to quote: Raw, 1 to 3 barrels, 65c.; 4 to 7 barrels, 64c.; 8 barrels and over, 63c. Add 3c. to this price for boiled oil, f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

TURPENTINE—We continue to quote: Single barrels at \$1.04 f.o.b. point of shipment, net 30 days; less than barrels, \$1.09 per gallon.

PARIS GREEN—Shipments of Paris green are commencing. All orders have been booked up. We quote: English and Canadian at 27½c base.

PETROLEUM—The business is good for this season. Prices remain firm and unchanged: Prime white, 13c; water white, 14½c; Pratt's astral, 18c.

For additional figures see current quotations at back of paper.

A FEW WORDS ON "STOCK."

(Continued from page 50.)

Paint and enamel consists of a pigment suspended in a vehicle, such as oil, turps, varnish or water. Enamel is generally understood to mean a pigment ground in a varnish.

Paint can be made of almost anything, and at almost any price. Here, as in other articles used by the painter, the best paints are the cheapest, by reason of their greater covering power, staining qualities, and protective power.

The conservatism of painters is probably greater than exists in any other trade. To this reason, or want of it, is to be attributed the old-fashioned prejudice, still dying hard, in favor of leads. On the continent, in several places the use of lead by painters has been forbidden, and zinc is used most advantageously in its place. Oxide of zinc possesses all the advantages of lead and practically none of its disadvantages. Lead undergoes very many chemical changes in its composition; affects detrimentally many colors; will never keep its color when used alone, and is dangerous to health. Oxide of zinc may be used with any pigment without affecting it, and it is

quite harmless to health—at any rate as far as the painter is concerned. The chief thing to note in using zinc is that boiled, and not raw, oil should be used, and rather less turps than with lead. If oxide of zinc is used for painting white you can absolutely rely upon it keeping white. Should the gases and chemicals in the air act upon it, the result is generally carbonate of zinc, which is as white as the oxide itself.

With regard to pigments generally, the dry pigment should be regarded as coloring matter and body only. Very few colors have any protective value, and even white lead, red lead and zinc are only really protective when mixed with oil or varnish, when saponification is produced.

MECHANICAL PROCESS OF POWDERING LEAD.

Up to the present where metallic lead has been treated for the production of substances or compounds of which lead is the base, as in processes for producing lead pigments, and particularly in the processes of making lead carbonate, or the white lead of commerce, the lead has been produced sometimes in the form of sprangles, as result from dropping the molten metal on suitable surfaces, sometimes in the form of a coarse sand-like powder, such as that produced by directing a blast of compressed air or a jet of superheated steam through a stream of the molten metal. In such a process there is a good deal of waste owing to a lack of uniformity in the sizes of the particles and to the irregularity in the subjection of the same to the chemical action of the other substances.

J. W. Bailey, of New York City, has discovered a new process of producing lead in such a state as to be made easily to unite with other elements or to undergo other processes of treatment. He has found that the metallic lead may be reduced in the form of a dust, or a practically amorphous powder, and that when it is subjected to chemical action in this condition it is rapidly and uniformly changed into the ordinary lead pigments and other compounds, such as white lead, litharge, or red lead, and this without any substantial waste.

The process is to subject the metallic lead to the action of rapidly moving beaters to reduce it to the dust-like form, and by continuing the process the material may be reduced to the desired fineness. The new product may be substantially pure metal or it may be a mixture of the metal and an oxide thereof. It has a dark grey color, and leaves a mark like that of a piece of pure lead. It is a very heavy powder, and is smooth to the touch, somewhat like powdered graphite.

The man who succeeds where others fail will be the man who looks out for little leaks. The profits of many a store are dribbling away in small, unnoticed leaks.

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A Flourishing Business cannot be built up in the Hardware line by the man who ignores paint and its results. Paint is the one thing no Hardwareman can afford to slight. Since good paint is necessary, why not eliminate all cause for worry by stocking

ARK BRAND PAINT

the paint that has greater covering capacity and durability, one coat being equal to three coats of other mixed paints? **ARK BRAND** is the result of persistent effort to make a paint free from the faults of white lead and mixed paints.

MURESCO

is as much different to the ordinary wall finish as the light of the sun is to the light of the moon. No wall finish ever marketed comes near approaching **MURESCO** in Quality or Durability. **MURESCO** is used exclusively by the best decorators in Canada and their claims for **MURESCO** as a profit builder should be in the hands of every Dealer interested in his bank account.

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IS THE BASIS OF PAINT VALUE

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are composed of Lead, Zinc, Tinting Colors, Driers and Pure Linseed Oil in right proportions mixed and ground together. They possess clearness and durability, which do not pertain to paints mixed by hand. Practical painters need have no hesitancy in recommending and using these paints. They are absolutely reliable, and will wear much longer than pure white lead. Will not fade, chalk or peel off. If you prefer mixing your own paint, use our

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TORONTO, ONT.

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You can Alabastine on ALABASTINE, but you cannot kalsomine on kalsomine, nor paper on paper, at least it is a very unhealthy practice to do so. Kalsomines, however named, will rub off and have to be washed off before a second coat can be applied.

ALABASTINE can be recoated many times—each coat an added improvement on the previous one.

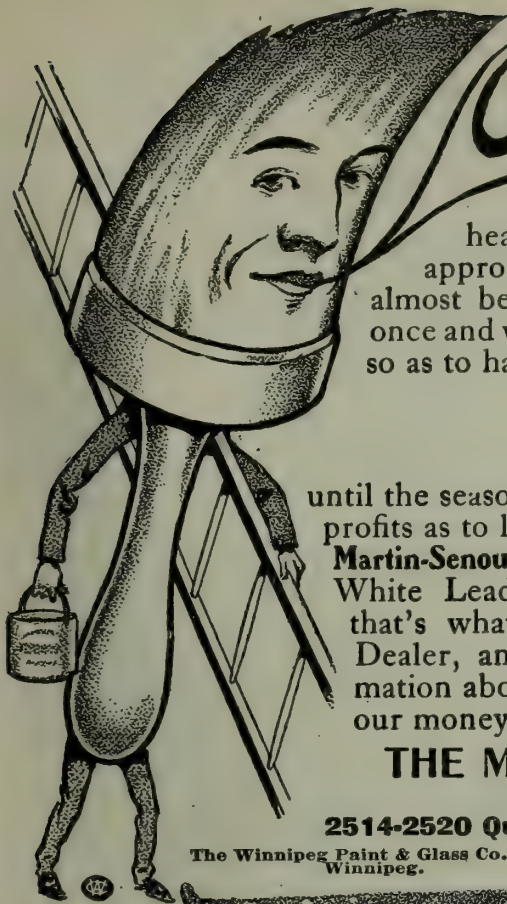
ALABASTINE is permanent. Sets and hardens on the wall and improves with age.

ALABASTINE is the best selling proposition in the line in Canada. The sales this season have exceeded our most sanguine expectations, and we have had to run our factory night and day to fill orders.

Our newspaper and magazine advertising, now running, is producing great results.

A well-assorted stock insures good sales. Be sure and order before you are entirely out, direct or through your nearest jobber.

The ALABASTINE CO., Limited, PARIS, Ont.



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There will be plenty of it, Mr. Dealer, if your store is headquarters for **Martin-Senour Paint**. Cleaning-up time is fast approaching and spring cleaning and painting will be in full blast almost before you know it. It would be a good plan to sit down at once and write for terms and particulars concerning **Martin-Senour Paint** so as to have a stock ready for the demand.

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until the season is on before getting ready. You might as well get all the profits as to lose the benefit of the early rush—remember first orders for **Martin-Senour Paint** are going to bring paint buyers back for more—Pure White Lead, Zinc and Linseed Oil—No adulteration that's what does it. Handle the paint of **quality**, Mr. Dealer, and make money. Write today for full information about **Martin-Senour Paint** 100 per cent pure and our money-making proposition to dealers. Address

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The Brand of Quality

"Island City"

and then

EIGHT HOURS



Think of it! **EIGHT HOURS** is all that is necessary for **ISLAND CITY** brand of **House** or **Floor** paints to dry.

Guaranteed never to **peel** or **crack** after drying.

These are the strong talking points.

If your Spring stock is lacking, let us know.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO., -

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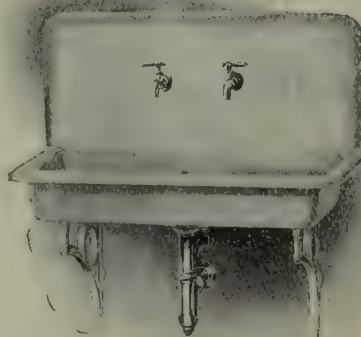
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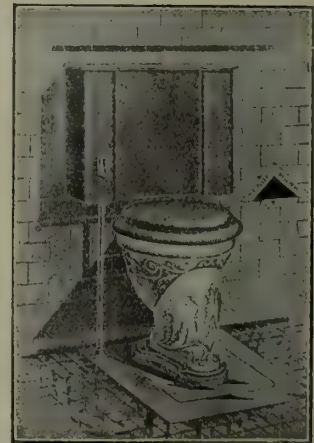


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93-97 Adelaide Street West
TORONTO

Plumbing and Steamfitting

TESTING PLUMBING FOR LEAKS

A. S. Atkinson, in Engineering Review.

Efficient tests of plumbing are of important value either in a new system or an old one. No plumber should consider his work complete until thorough tests have been made to see that all possible defects are sealed up. Relying upon his ability to do first-class work, a plumber may regard rigid testing unnecessary, but there are too many possible chances for slight defects developing in the system, even when under constant supervision, to warrant one in risking his reputation without testing. In new plumbing in towns and cities inspection is generally made by sanitary plumbers appointed by the municipal authorities, and most plumbers make tests before the work is declared finished. In the country house, however, there is less inspection of the work, and the plumber who installs the system is the final arbiter of his work unless the architect or builder insists upon a final test.

The "roughing test" should be made after the soil piping has been put in. Failure to make this test may cause endless trouble and delay, not to speak of expense later. Where the defects are in the connections of the soil pipe, the final test may prove puzzling and difficult. Before the roughing test is made all waste and vent connections should be made. All the openings in the soil piping should be closed with expansion plugs. This should include the fresh air inlet, rain leaders, cellar drainage trap, and the waste and vent connections. The upper ends of the pipes leading to the roof may be left open, for in the water test there will be no trouble with these.

Testing in Cold Weather.

In the mild seasons of the year the water test is the simplest and most efficient, but in very cold Winter weather there is a danger of the water freezing in the pipes. The danger of bursting the pipes or the soil pipe hubs is sometimes quite great even after the water has been drained off at the close of the test. This is due to the fact that the oakum at the bottom of the joints gets water-soaked, and the water freezing causes such expansion that the hubs are broken.

When it is necessary to test the plumbing in the rough stage during exceedingly cold weather, the pneumatic test may give fairly good results. This is not so thorough or as satisfactory as the water test, but it is free from any danger of freezing and bursting pipes or hubs. If one has the necessary equipment handy for the pneumatic test, such as air pump and air gauge attachment, this may be used in very cold weather to ascertain if there are any leaks. When the air is pumped into

the sealed system up to the required pressure registered by the gauge, any leakage will show by a drop in the gauge. If no such leak shows it is not necessary to try the water test. In this way the pneumatic test often proves of great advantage in cold weather.

Should a leak develop as registered by the gauge, the work of finding it is a problem which in some cases proves almost insurmountable. The trouble of locating these defects is the greatest drawback to the pneumatic test. In many cases expert plumbers simply use the air test, and then, if serious leaks show, they immediately apply the water test, preferring to make sure with this without delay. In a good many cases the pneumatic test is sufficient, and the "roughing test" ends with it.

The Water Test.

The water test is more certain and thorough. A plumbing system which can stand this test where the building is pretty high is certainly a good one. The pressure on the soil pipes and the lower part of the plumbing is considerable, frequently sufficient to blow out the plugs. The usual method is to pass the water into the system until it rises to the top of the pipes on the roof. The water is left to stand in the pipes for several hours, so that it can soak through the oakum and work its way through any sand holes in perfect joints or split fittings. Frequently a leak will not show itself until the end of two or more hours, especially in the upper stories. If the water is withdrawn after an hour a defect may thus be present and become enlarged after a few days or weeks, so that expensive repairs will be necessary. In very high houses the water test sometimes proves unnecessarily severe, and parts of the lower piping may actually be strained by the high pressure. Plugs are apt to be blown out, and sometimes the damage is quite sufficient to cause a good deal of expense in repairing. It is better in such cases to test a part of the system at a time, so that the pressure will be lessened by a reduction in the quantity of water used. In all cases the roughing test is applied before the plastering and finishing have been made in the house. If left until after the plasterers have finished or even begun their work a serious leak might cause considerable damage. The chief object of this first test is to locate defects before they can cause damage. If the water test is applied early enough any bursting of a joint or serious leak could do very little harm.

There is quite a variety of testing plugs in use. Most of them are satisfactory in ordinary tests, but where a severe pressure of water is going to be

applied it is well to make sure that the best plugs are obtained. Their attachment to the different pipe openings should be made with care to prevent blowing out. Wooden plugs are used successfully in many country districts, but if the pressure is a heavy one they are not very desirable. It is difficult to keep them tight, and if one works loose the water will inundate the cellar and lower stories of the house. The failure of the test means that the work must be done all over again, and the water accumulated in the cellar must be pumped out. All of which simply increases cost and labor. Watertight metal plugs, with a rubber ring, are applied by a nut, which screws tight to the opening, and such plugs will withstand any pressure applied by the water test. Where a lead job is done, the ends of the pipes are most frequently beaten together and soldered, thus doing away with plugs entirely for this part of the work. Where wrought iron pipes are used the ends are capped in the ordinary method. This makes the ends practically watertight and prevents any danger of blowing out of plugs.

To Repair Work Thoroughly.

When leaks and defects develop under the water test the question of repairing them is one that calls for good judgment on the part of the plumber. In too many cases patching up is considered sufficient, and many a poor job has been left in this condition. When an imperfect length of pipe and fittings is discovered, there is obviously only one honest course to pursue. It should be removed and replaced by a new one. This is not the cheapest method, and a good many will hesitate to do it; but for the sake of a reputation and in the interests of honest work it should be done. It is possible to patch up such imperfect pipes and fittings so that leaks would not show for many months or possibly a year, but eventually the trouble would come out. Now it is an expensive job to remove pipe fittings, and to avoid this every length should be carefully inspected before put in. A little examination of the pipes at the beginning might save a good deal of trouble and expense later. Any piece that appears imperfect should be laid aside for future examination. Imperfect lead joints, of course, can easily be tightened by caulking. The repairs, however, should be made until there is absolutely no defect apparent. The whole length of the lead pipes and the joints should be examined carefully for sand holes and imperfect soldering at joints and attachments. The pressure of the water having determined the condition of all pipes and joints to be sound and perfect, the work of plastering can be taken up by the builders, and the plumber can make final preparations for attaching all fixtures. The roughing-in test has shown that the pipes

are perfect, but the final test or "finishing" should indicate the satisfactory condition of the fixtures and their attachments. In the hands of a skilful plumber these attachments and fittings should be made practically watertight, but accidents may sometimes prevent the best kind of work. Allowances must be made for a variety of accidents, and it is never safe to accept the plumbing without the final test.

The peppermint test for the finishing is not as satisfactory as the smoke test, for the same reason that the pneumatic test is less desirable than the water test in the initial stage of installation. It is almost as difficult to locate a leak with peppermint as with

air. The leak may be manifested by the pungent odor, but its exact location is often impossible to find except by hours of hard work. Any test that makes the location of the trouble uncertain can never attain the highest degree of satisfaction. The smoke test is far more satisfactory. With this the leak is located exactly, and the escape of smoke from any of the plugged openings cannot render the test worthless. The escaping smoke can be located by the eyes, which is far more satisfactory. All openings are plugged securely for the smoke test except the one through which the smoke is admitted. To test with smoke a machine should be used specially designed for the purpose.

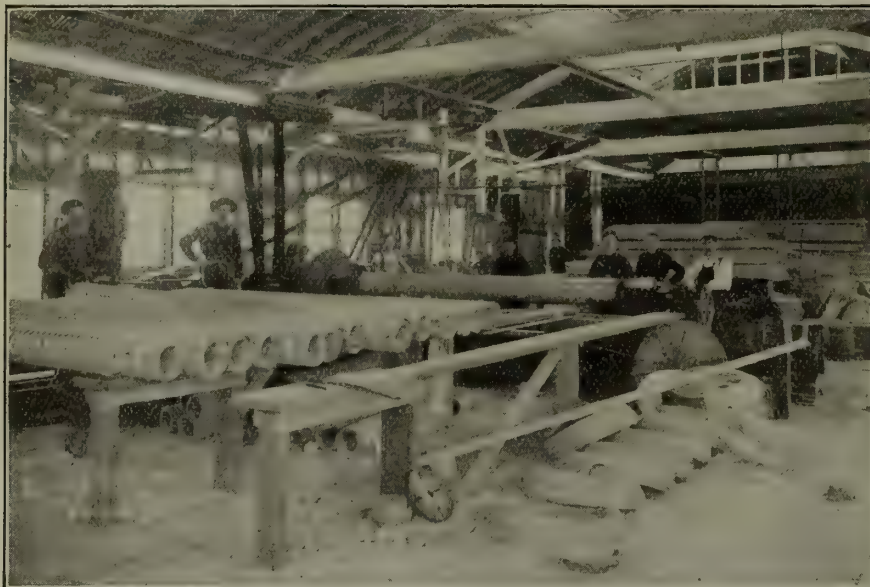
A NEW INDUSTRY IN THE WEST

Pipe for Water Works Systems Made of Wire-bound Wooden Staves—
Large Industry Being Built Up—Exporting to Other Countries.

By G. S. B. Perry, Vancouver.

What may be classed as a new industry in the West, and one which has been gradually finding field for development as the towns of Western Canada have grown in the past four years, is the manufacture of water pipe from the famous Douglas fir of British Columbia.

those numerous towns in the new West which find themselves with perhaps very moderate means, compelled to instal an entire new system of water supply. The conditions in the West are such that very young communities have to undertake public works of this kind which



Making Wood Stave Pipe at Vancouver, B. C.

This material lends itself peculiarly to the construction of stave pipe, because of its wonderful quality, being so clear and straight grained and free from all defects. It is possible to secure a class of timber in B.C. which is absolutely free from knots, pitch pockets, shakes, or other defects common in almost every other class of timber. This perfect timber is used in making machine-banded wood stave and water pipe.

The product, which is being turned out by the factory of the Pacific Coast Pipe Company and the Canada Pipe Company in Vancouver, is finding favor in the entire West, and has even been making its way in Eastern Canada. As a material at once cheap and reliable and satisfactory for water-works construction in towns and cities, the wood stave pipe is recommending itself to

much older towns in the east have not yet thought of.

Naturally, when such heavy responsibilities are to be undertaken, with their burden of taxation, economy as well as efficiency is a factor of very great importance. In this way, many towns in the new provinces of Western Canada are being enabled, through using wood stave pipe, to instal very complete and high-class water-works systems at very low cost. The number of such towns where modern improvements are demanded increases year by year with the wonderful growth that characterizes the West.

Machine-banded wood stave pipe has been constructed in the United States for many years. The first factory was in Eastern New York State, and many towns have systems installed with this

product many years ago. In the West, the wood stave pipe of machine-banded construction has for many years been made in the State of Washington, where the class of timber is practically the same as that in B.C. It is this splendid material, which makes it possible to turn out such a high-class pipe at a price so much lower than any other pipe made. It is in fact a specialty, and no other timbered region in Canada can ever turn out the class of product which is being made in Vancouver from the Douglas fir.

The machine-banded pipe is made in all sizes from 2 to 24 inches, internal diameter, and is also constructed for all pressures, from mere conduit pipe, suitable for irrigation, up to several hundred feet head. In making the pipe of these different pressures, there is no difference in the quality of the material, the banding being the only change, the construction being exactly similar. In all cases the pipe is positively guaranteed to stand the pressure for which it is supplied.

Many eminent engineers, including some of the most prominent consulting

WATCH FOR IT.

The second issue of the "Plumber and Steamfitter of Canada" (the publication of which has been held back owing to delay in securing its registration) will appear next week and will be published regularly thereafter.

Some decidedly interesting reading matter is promised for coming issues of the new paper and hardware dealers who engage in plumbing and heating work will find it well worth their while subscribing for the "Plumber and Steamfitter."

To present subscribers of Hardware and Metal the new paper will be sent for 50 cents per year additional. To all others the rate is \$1 per year.

engineers in water-works construction in Eastern Canada, have expressed themselves as heartily in favor of the wood stave pipe. Its use is so extensive now that there is no question of experiment in it, and the fact that it has been used so many years with extreme satisfaction is proof that the claims of the manufacturer are well substantiated.

The Pacific Coast Pipe Company have well equipped and very conveniently arranged factories in Vancouver, their headquarters, and many Canadian engineers, and members of the Canadian Manufacturers' Association inspected the works the past summer on the occasion of the visits of the engineers and the manufacturers to the Coast. The process of manufacture is simple, yet part of it is a specialty, and skilled men are employed, while not a section of pipe is turned out which has not had the most watchful supervision in the various steps of manufacture. This care and excellent workmanship is the pride of the manufacturers and they unhesitatingly refer all inquirers to the many cities and towns which have used their product in the three seasons it has been made, since the factory was established.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,

Montreal, April 12, 1907

There is nothing startling this week in plumbing circles, prices and general conditions remaining practically unchanged since last quoted.

Last week's big snowstorm of course put the roads in a pitiful condition and, for a day or so, it was almost impossible to ship heavy loads.

There is a rumor in the air to the effect that prices on most lines have now reached the high-water mark, but this remains to be seen.

RANGE BOILERS—The demand is good with prices exceedingly firm: Iron clad, 30-gal., \$5; 40-gal., \$6.50 net list. Copper, 30-gal., \$33; 35-gal., \$38; 40-gal., \$43.

LEAD PIPE—Conditions remain unchanged. Discount is: 5 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c per hundred lbs extra; f.o.b. Hamilton, 10c per hundred lbs extra.

IRON PIPE FITTINGS—The shortage in some lines is not yet relieved. Discounts on nipples, $\frac{1}{4}$ -inch to 3-inch, 65 per cent.; $3\frac{1}{2}$ to 2-inch, 67 $\frac{1}{2}$ per cent.

IRON PIPE—Remains the same as last quoted.

SOIL PIPE AND FITTINGS—Unchanged at the following prices: Standard soil pipe, 50 p.c. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

IRON PIPE—See list.

SOLDER—Remains unchanged: Bar solder, half-and-half, guaranteed, 25c; No. 2 wiping solder, 22c.

ENAMELWARE—We quote: Canadian baths, see Jan. 3, 1907, list. Lavatories, discounts, 1st quality, 30 per cent.; special, 30 and 10 per cent. Sinks, 18x30 inch. flat rim, 1st quality, \$2.60; special, \$2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,

Toronto, April 12, 1906

Plumbing trade conditions are good, every line experiencing strong demand.

The feature of the markets continues to be the unusually low prices on radiation.

One company anxious to secure increased orders, is giving an additional discount of 5 per cent. off the October list on enamelware, making the discounts now 30, 10 and 5 off list prices.

LEAD PIPE—The situation remains unchanged. We continue to quote: 5 per cent. off the list price of 7c per lb. Lead waste, 8c per lb., with 5 off.

Caulking lead, 5 $\frac{3}{4}$ c to 6 $\frac{3}{4}$ c per lb. Traps and bends, 40 per cent. off.

IRON PIPE—A scarcity continues in certain sizes. Prices remain unchanged: 1-in. black pipe, \$5.12; 1-in. galvanized, \$6.77.

IRON PIPE FITTINGS—Demand is strong, with unchanged price. We continue to quote: Cast iron fittings, 57 $\frac{1}{2}$ per cent.; cast iron plugs and bushings, 60 per cent.; flange unions, 60 per cent.; nipples, 70 and 10 per cent.; iron cocks, 55 and 5 per cent.; Canadian malleable, 30 per cent.; malleable unions, 55 and 5 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain, 65 per cent.; cast iron floor, 70 per cent.; hook plates, 60 per cent.; expansion plates, 65 per cent.; headers, 60 per cent.; hangers, 65 per cent.; standard list.

SOIL PIPE FITTINGS—The demand for these is good. We continue to quote: Medium and extra heavy pipe and fittings, 60 per cent.; light pipe, 50 per cent.; light fittings, 50 and 10 cent.; 7 and 8 in pipe, 40 and 5 per cent.

RANGE BOILERS—Situation remains unchanged. We continue to quote: Galvanized iron, 30-gal., standard, \$5; extra heavy, \$7.75; 35-gal. standard, \$6; extra heavy, \$8.75; 40-gal., standard, \$7; 40 gallon, extra heavy, \$9.75, net list. Copper range boilers—New lists quote: 30 gallon, \$33; 35 gallon, \$38; 40 gallon \$43. Discounts 5 to 15 per cent.

RADIATORS—The prices on radiation continue exceptionally low. We continue to quote: Hot water, 47 $\frac{1}{2}$ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers continue unchanged.

SOLDER—Bar solder, half-and-half, guaranteed, 27c; wiping, 23c.

ENAMELWARE—One firm has given an additional discount of 5 per cent. off the October list. We continue to quote: Lavatories, first quality, 20 and 5 to 20 and 10 off; special, 20 and 10 to 30 and 2 $\frac{1}{2}$ per cent. discount. Kitchen sinks, plate, 300, firsts, 60 and 10 off; specials, 65 and 5 per cent. Urinals and range closets, 15 off. Fittings extra.

STYLES OF ILLUMINATION.

An interesting paper on "Illumination" was read last month in Montreal at the Y.M.C.A., by L. W. Morden.

"A few years ago," he said in opening, "the term illuminating engineer was almost unknown. To-day it is quite common. A new science, or rather a new art, has come into the world. Not that illumination is a new thing, but it is the application of scientific principles that is new."

"When the electric lamp was first introduced it seemed almost a step backwards. The new light was more expensive than gas, and more trying to the eyes, in the opinion of oculists. The ordinary gas flame has a brilliancy of

about four and a half candles to the square inch, while there is from one hundred to two hundred candles per square inch from the ordinary sixteen candle-power incandescent lamp. From the best of authorities the brilliancy of from more than four to six candles per square inch of surface is injurious to the eyes. Dr. D. T. Day, in the "American Magazine," April, 1906, lays great stress on the different artificial illuminants. A distinction that should be carefully noted. Starting with the light having the greatest light, he gives: Acetylene, gas, candle, incandescent, Welsbach, Nernst, oil, Cooper-Hewitt.

Considering then the question from the aesthetic and decorative points of view Mr. Morden said nature must be taken as the example to be followed. The aim should be to get the artificial light as diffused as possible, and also to secure one having as near the color of daylight as possible.

How were illuminating engineers of to-day obtaining these effects? First, by placing the lights outside of the field of vision; second, by using devices such as crystalline and ground glass for diffusing the light. This diffusion could be well obtained by concealing the lights in holophane prismatic glass. With the proper use of this glassware the room could be flooded with light, and at no one point was there enough light to be in the slightest annoying.

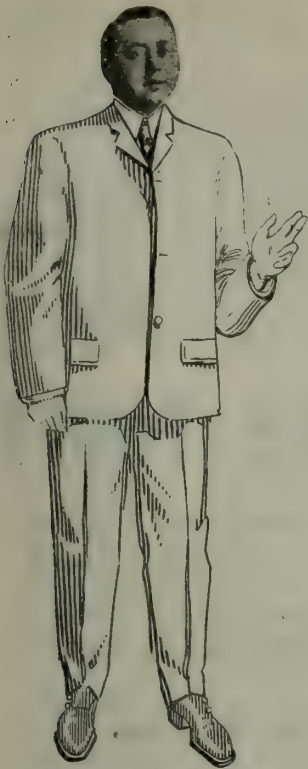
Mr. Morden then described in detail the construction, advantages and disadvantages of the different makes of electric lamp, placing the Nernst and Cooper-Hewitt in the front rank of artificial lights.

It was to be regretted, the lecturer said in closing, that architects and engineers had not devoted any particular attention to the subject of proper illumination. Heating, ventilation and decorations were carefully considered, but in many cases the subject of artificial lighting was left to the last, and when skipped over in a hurried manner. With the introduction, however, of high efficiency illuminants a new era had sprung up in artificial illumination, and illumination must now be classed as a special engineering feature.

A NEXT CENTURY BATH.

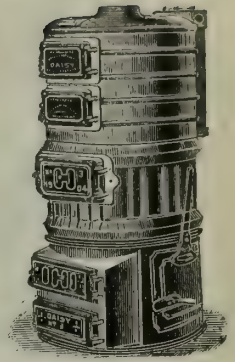
"The bath of the next century," says T. Baron Russell in his book "A Hundred Years Hence," "will lave the body speedily with oxygenated water delivered with a force that will render rubbing unnecessary, and beside it will stand the drying cupboard, lined with some quickly moving arrangement of soft brushes and fed with a highly desiccated air, from which almost in a moment the bather will emerge, dried, and with a skin gently stimulated and perhaps electrified, to clothe himself quickly and pass down the lift to his breakfast, which he will eat to the accompaniment of a summary of the morning's news read out for the benefit of the family or whispered into his ears by a talking machine."

The Canada Foundry Co., Toronto, have been awarded the contract for supplying the city with cast-iron pipe for the year.



TALK DAISY

HOT WATER BOILER. Realize that you are promoting the sale of an article that has a National reputation, that has thousands of friends and that is backed by a manufacturer of untarnished reputation. Talk its simplicity, its durability, its efficiency and its economy.



CLUFF BROTHERS

Lombard Street, TORONTO

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WARDEN KING & SON, Limited

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

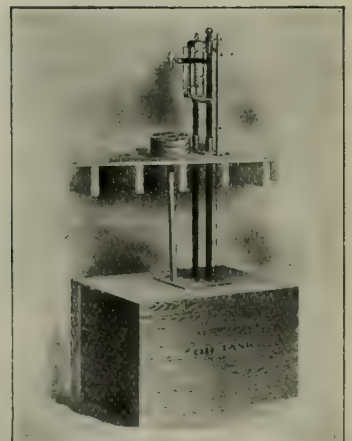
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WALKERVILLE, ONT.

The Bowser Oil Tank Costs You Nothing

Why? Because it pays for itself by its own saving of oil. Without one you lose the price of a Bowser every year through leakage, evaporation and waste.

Why not install a Bowser Outfit and let it repay its own cost within a year? Its convenience, cleanliness and safety are from the first, all clear gain.

Write us for catalog V which describes the many styles.



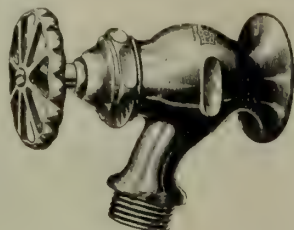
Cut 1—Cellar Outfit
For Kerosene and Other Light Oils

S. F. BOWSER & CO., Inc.

66-68 Fraser Ave.

Toronto, Can.

MUELLER COMPRESSION SILL COCKS



Body threads engage all the stem threads during compression. Stem will not chatter or work loose on account of premature wear of top threads. Tee or wheel handle or loose key, straight or bent nose.



H. MUELLER MFG. CO.

Decatur, Ill., U.S.A.

New York, N.Y., U.S.A.

THE SUMMER COTTAGES



will soon need something to supersede the old-fashioned way of drawing water.



OUR GILT EDGE PUMPS

are built for the purpose and a few words will convince you that they would be a good thing to have in stock. The real article will sell itself. We have others, of course, and all through it is quality first.

MCDUGALL PUMPS ARE STANDARD

THE

R. McDougall Co., Ltd.

GALT, CANADA

The Canadian Bronze Powder Works

R. E. THORNE & CO.

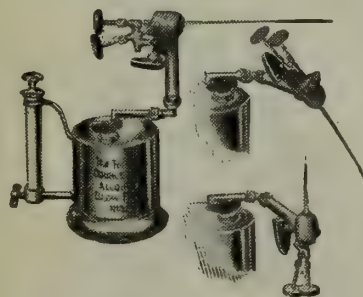
The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

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WORKS AT VALLEYFIELD.

NO ORDER TOO LARGE

HOTTEST ON EARTH



The No. 8 Alcohol Blow Pipe produces nearly 3000 F. Will do lead burning on storage batteries. Produces a needle blue flame pointed. Satisfaction guaranteed or money refunded. Jobbers sell at factory price, \$10.40 net.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, CHICAGO, U.S.A.

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Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O.Box 1105.

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS



Will Hold up a Shelf

That's what a shelf brackets for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japaned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

ATLAS MFG. CO.

New Haven,



PAGE ACME White Fences

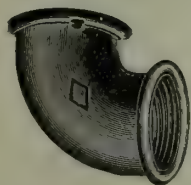
Any height to 8 ft. Any length you say. From 16 cents a foot. Gates to match, from \$2.25. Last longer. Easy to put up. Get booklet.

PAGE WIRE FENCE CO., Limited
Walkerville - Toronto - Montreal
St. John - Winnipeg 211

CLINCH YOUR TRADE and assure your profits by letting me know your **ENAMEL-WARE** wants. Quality and dispatch are the keynotes of my business.

ORLANDO VICKERY

178-180 Victoria Street TORONTO, CANADA



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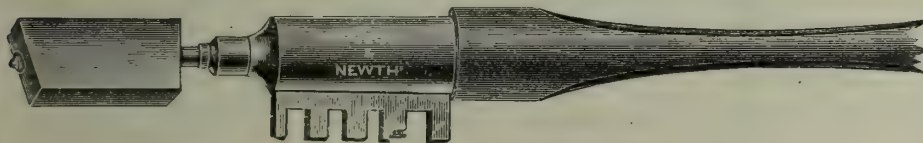
you capture the paying trade. And you keep it.

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OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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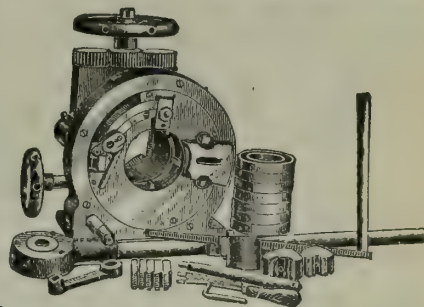
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JOSEPH RODGERS & SONS, Limited
when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

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JAMES HUTTON & COMPANY, MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

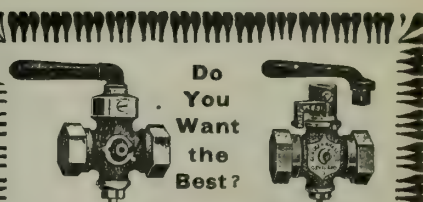
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Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER



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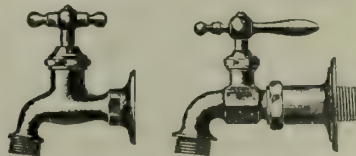
for every one sent you defective.
Isn't that guarantee enough?

Glauber Brass Mfg. Co.

Expert Makers of
Fine Brass Goods

CLEVELAND

OHIO



Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

CLAUSS BRAND BARBER'S SHEARS

Fully Warranted.

Solid Steel and Steel Faced. Hand forged from Finest Steel. These Shears are especially tempered for the purpose they are intended.

FULL NICKEL PLATE FINISH.

Write for Trade Discounts

The Clauss Shear Co., - Toronto, Ont.



GLUE.		
Domestic sheet	0 10	0 10 1/2
French medal	0 12	0 12 1/2

PARIS GREEN.		
Berger's Canadian	0 25 1/2	0 25 1/2
600-lb. cask	0 25 1/2	0 25 1/2
250 lb. drums	0 25 1/2	0 25 1/2
100-lb. "	0 25 1/2	0 25 1/2
50-lb. "	0 25 1/2	0 25 1/2
1-lb. pkgs, 100 in box	0 27 1/2	0 27 1/2
1-lb. tins, 100 in box	0 28 1/2	0 28 1/2
1/2-lb. pkgs	0 30 1/2	0 30 1/2
F.o.b. Toronto.		

PARIS WHITE.		
In bbls	0 90	

PREPARED PAINTS.		
Pure, per gallon, in tin	1 33	
Second qualities, per gallon	1 10	
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paint, 1 gal.	1 40	
Canada Paint Co.'s pure	1 30	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
"British Navy deck"	1 50	
Brandram-Henderson's "English"	1 45	
Ramsay's paint, Pure, per gal.	1 20	
"Thistle, " "	1 20	
"Outside, bbls	0 55	0 65
Martin-Senour's 100 p.c. pure, 1 gal.	1 50	
" " " " 1 gal.	1 45	
" " " " 1 gal.	1 40	
Senour's Floor Paints, 1 gal.	1 20	
Jamieson's "Crown and Anchor"	1 20	
Jamieson's floor enamel	1 50	
"barn paints, bbls, per gal.	0 60	
Sanderson Peary's, pure	1 20	
Robertson's pure paints	1 20	

PUTTY.		
Bulk in bbls	1 63	
Bladders in bbls	1 90	
25-lb. tins	1 90	
Bladders in bulk or tins less than 100 lb.	1 95	
Bulk in 100-lb. tins	1 90	

SHINGLE STAINS.		
In 5 gallon lots	0 75	0 80

SHELLAC.		
White	0 65	
Fine orange	0 60	
Medium orange	0 65	
F.o.b. Montreal or Toronto.		

TURPENTINE AND OIL.		
Castor oil	0 08	0 10
Gasoline	0 22 1/2	0 22 1/2
Benzine, per gal	0 17	0 20
Turpe tins, single barrels	1 00	1 04
Linseed Oil, raw	0 62	0 68
"boiled	0 65	0 68

WHITE LEAD GROUND IN OIL.		
Per 100 lbs		
Canadian pure	7 15	
No. 1 Canadian	6 80	
Munro's Select Flake White	7 40	
Elephant and Decorators' Pure	7 40	
Monarch	7 40	
Standard Decorator's	7 15	
Ease Genuine	6 80	
Brandram's B. B. Genuine	6 80	
"Anchor," pure	7 00	
Ramsay's Pure Lead	7 00	
Ramsay's Exterior	6 85	
"Crown and Anchor," pure	6 50	
Sanderson Peary's	7 40	
Robertson's C.P. lead	7 20	

WHITE AND RED DRY LEAD.		
white		red.
Genuine, 560 lb. casks, per cwt	6 75	6 00
Genuine, 100 lb. kegs, " "	7 50	6 50
No. 1, 560 lb. casks, per cwt	6 25	6 75
No. 1, 100 lb. kegs, per cwt	7 00	6 25

WINDOW GLASS.		
Size United		
Inches	Star	Double Diamond
Under 26	\$4 25	\$6 25
26 to 40	4 85	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50

96 to 100	20 50
101 to 105	24 00
106 to 110	27 50
Discount—16-oz., 25 per cent.; 21-oz. 30 per cent.	
per 100 feet. Br ken boxes 50 per cent.	

WHITING.		
Plain, in bbls	0 60	
Gilders bolted in bands	0 90	

WHITE DRY ZINC.		
Extra Red Seal, V.M.	0 07 1/2	0 08 1/2

WHITE GROUND ZINC.		
Pure, in 25-lb. tins	0 08 1/2	
No. 1, " "	0 07	
No. 2, " "	0 05 1/2	

VARNISHES.		
In 5-gal. lots.	Per gal.	cans.

Carriage, No. 1	1 50	
Pale durable body	3 50	
Baking black japan	3 00	
Finest elastic gearing	3 00	
Elastic oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 15	
" " No. 1	0 90	
" " union	0 80	
Light oil finish	1 40	
Gold size japan	1 80	
Brown japan	0 95	
No. 1 brown japan	0 90	
Maple Leaf coach enamel, size 1	1 20	
Sherwin-Williams' kopal varnish, gal.	2 50	
Canada Paint Co's sun varnish	2 00	
"Kyanize" Interior Finish	2 40	
"Flint Lac," coach	1 80	
B. H. Co's "Gold Medal," in cases	2 00	
Jamieson's Copalene, per gal.	2 00	

BUILDERS' HARDWARE.

BELLS.		
Brass hand bells, 60 per cent.		
Nickel, 55 per cent.		
Gongs, Sargeant's door bells	5 58	8 00
American house bells, per lb.	1 35	0 40
Peterboro door bells, discount 37 1/2 and 10 per cent. off new list.		

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.	2 25	
Ready roofing, 2-ply, not under 45 lb., per roll	1 00	
Ready roofing, 3-ply, not under 65 lb., per roll	1 25	
Carpet Felt	60 00	
Heavy Straw Sheathing	35 00	
Dry Surprise	0 45	
Dry Sheathing	0 45	
Tar	400 "	0 45
Dry Fibre	400 "	0 55
Tarred Fibre	400 "	0 65
O. K. & L. X. L.	400 "	0 70
Resin-ked	400 "	0 45
Oiled Sheathing	600 "	1 00
Oiled	400 "	0 70
Roof Coasting, in barrels	0 17	
Roof small packages	0 25	
Redhead Tar	5 00	
Coal Tar, less than barrels	0 15	
Roofing Pitch	0 80	
Slate's felt	0 90	
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50	

BUTTS.		
Wrought Brass, net revised list.		
Wrought Iron, 70 per cent.		
Cast iron Loose Pin, discount 40 per cent.		
Wrought Steel Fast Joint and Loose Pin, 70 per cent.		

CEMENT AND FIREBRICK.		
Canadian Portland	2 00	2 10
Belgium	1 60	1 80
White Bros. English	1 80	2 03
"Lafarge" cement in wood	3 40	
"Lehigh" cement, in wood	2 54	

"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick, Scotch, per 1,000	27 00 30 00
"English	17 00 21 00
"American, low	23 0 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving blocks per 1,000	
Blue metallic, 9"x4"x3", ex wharf	35 00
Stable pavers, 12"x8"x2", ex wharf	50 00
Stable pavers, 9"x4"x3", ex wharf	36 00

DOOR SETS.		
Peterboro, 37 1/2 and 10 per cent.		

DOOR SPRINGS.		
Torrey's Rod	per doz.	1 75
Oil, 9 to 11 in.	"	0 85 1 65
English	"	2 06 4 00
Chicago and Reliance Coil	25 per cent.	

STORE DOOR HANDLES.		
Per Dozen	1 00	1 50

ESCUTCHEONS.		
Discount 50 and 10 per cent., new list		
Peterboro, 37 1/2 and 10 per cent.		

ESCUTCHEON PINS.		
Iron, discount 40 per cent.		
Brass, 45 per cent.		

HINGES.		
Blind, discount 60 per cent.		
Heavy T and strap, 4-in., per lb. net.	0 06 1/2	
" " 5-in., " "	0 06	
" " 6-in., " "	0 05 1/2	
" " 8-in., " "	0 05 1/2	
" " 10-in. and larger	0 05 1/2	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in.	per 100 lb.	4 75
over 12 in.	"	3 75
Spring, No. 20, per gro. pairs		10 80
Spring, Woodyard pattern, per gro., No. 5,		
\$17.50 No. 10, \$18; No. 20, \$10.80; No.		
12 \$20; No. 51, \$10; No. 50, \$27.50.		
Crane hinges and back flaps, 65 and 5 p. c.		
Hinge hasps, 65 per cent.		

SPRING HINGES.		
Chicago Spring Butts and Blanks	12 1/2 per cent.	
Triple Erd Spring Butts, 4 and 5 per cent.		
Chicago Floor Hinges, 40 and off.		
Garden City Fire House Hinges, 12 1/2 p. c.		

CAST IRON HOOKS.		
Bird cage	per doz.	0 50 1 10
Clothes line, No. 51	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
1/2 x 5	per gross	2 65
5/16 x 5	"	3 30

KNOBBS.		
Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L.		
screw	per gross	1 30 2 00
White door knobs	per doz.	2 00
Peterboro knobs, 37 1/2 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.		
Lock, Canadian dis.	40 to 40 and 10 per cent	
Cabinet trunk and padlock		
American	per gross	0 60

LOCKS.		
Peterboro 37 1/2 and 10 per cent.		
Russell & Ewing, steel rim	\$2.50 per doz.	
Eagle cabinet locks, discount 30 per cent		
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.		

SAND AND EMERY PAPER.		
B. & A. sand, discount, 35 per cent		
Emery, discount 35 per cent.		
Garnet (Rutten's) 1/2 to 10 per cent. advance		

SASH WEIGHTS.		
Sectional	per 100 lb.	2 00 2 25
Solid	"	1 50 1 75

SASH COORD.		
Per lb.		0 31

BLIND AND BED STAPLES.		
All sizes, per lb.		0 07 1/2 0 1.

WROUGHT STAPLES.		
Galvanized		2 75
Plain		2 50
Coopers', discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
Bright spear point, 75 per cent. discount.		

TOOLS AND HANDLES.		
ADZES.		
Discount 22 1/2 per cent.		

AUGERS.		
Gilmour's, discount 60 per cent. off list.		

AXES.		
Single bit, per doz.	5 50	8 50
Double bit, " "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
hunters	5 25	

BITS.		
Irwin's auger, discount 47 1/2 per cent.		
Gilmour's auger, discount 60 per cent.		
Rockford auger, discount 50 and 10 per cent.		
Jennings' (Gen. auger, net list.		
Gilmour's car, 47 1/2 per cent.		
Clark's expansive, 40 per cent.		
Clark's gimlet, per doz	0 65	0
Diamond, Shell, per doz	1 00	1
Nail and Spike, per gross	2 25	5

BUTCHERS CLEAVERS.		
German	per doz.	6 00 9 00
American	"	12 00 18 00

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS.		
Warnock's, discount 72 1/2 per cent.		
P. S. & W. Extra, discount 72 1/2 per cent		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 11
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

CROWBARS.		
3 1/2 c. to 4 c. per lb.		

Carpenters' discount 75 per cent

DRILLS.

Millar's Falls, hand and breast. net list
North Bros., each set. 50c.

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

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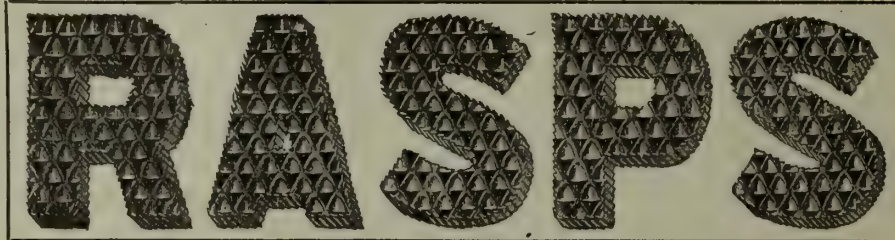
Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

KEARNEY & FOOT

The
Best
Rasp
Made



The
Rasp
that
sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

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Universal Systems, Toronto.

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Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.

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Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
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Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
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Lysaght, John, Bristol, Eng.
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Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co., Montreal.

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Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

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Bowser, S. F., & Co., Toronto.

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Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Do is, P. D., & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
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Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal
Standard Paint and Varnish Works
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Winnipeg Paint & Glass Co., Winnipeg

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Hanover Portland Cement Co., Hanover, Ont.
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McArthur, Alex., & Co., Montreal.
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Metallic Roofing Co., Toronto.
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Spear & Jackson, Sheffield, Eng.

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.

Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.

Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Soil Pipe

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Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

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Shears, Scissors.

Claude Shear Co., Toronto.

Shovels and Spades.

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Peterboro Shovel & Tool Co., Peterboro.

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Hutton, Wm., & Sons, Ltd., London, Eng.
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Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Skates.

Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers

Cavers Bros., Galt

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

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Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

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Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tents.

Tobin Tent and Awning Co., Ottawa

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Pearson, Geo. D., Montreal.

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Gilbert, Frank U. S., Cleveland

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London Foundry Co., London, Ont.
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Birkett, Thos., & Sons Co., Ottawa.
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Hobbs Hardware Co., London.
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Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
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Hobbs Mfg. Co., London, Ont.

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Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.

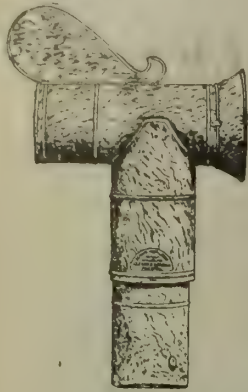
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saves the expense of building a high
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The Aeolian Ventilator.

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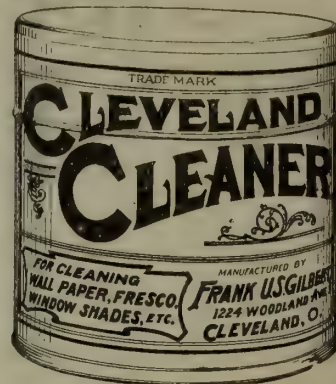
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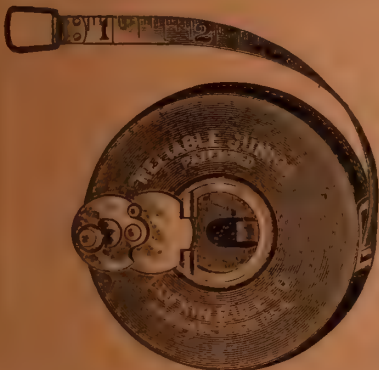


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are good holiday souvenirs and live sellers the whole year. Are made well and are made out of good material. That is why we guarantee every one that we put out. When ordering Cork Screws try Walker's

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HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, APRIL 20, 1907

NO. 16.

BUTCHERS' KNIVES
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BRAND CUTLERY.
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BUTCHERS' STEELS

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1907



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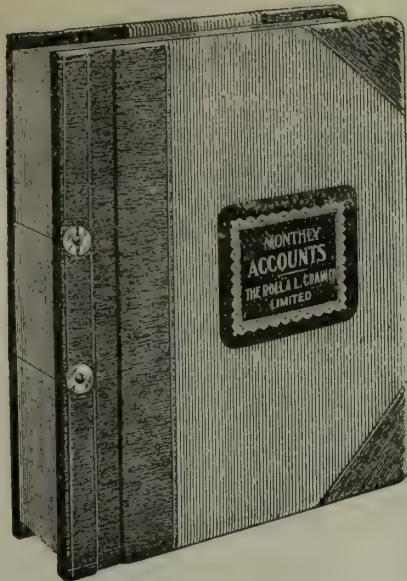
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Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sar-jent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sarjent's Front, Store Door and Inside Locks

Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes 7/8, 1 1/4, 1 5/8 in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,

Wholesale Hardware

LIMITED

OTTAWA, ONT.



American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

**SOMETHING ENTIRELY NEW
—NEVER DONE BEFORE.**

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

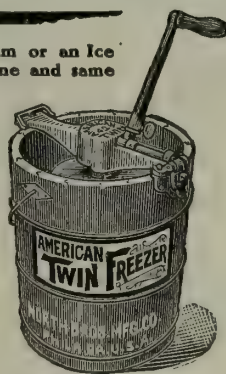
The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the Automatic Twin Scrapers by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS



Send for Catalog.

ICE CREAM FREEZERS THAT SELL



THEY ARE

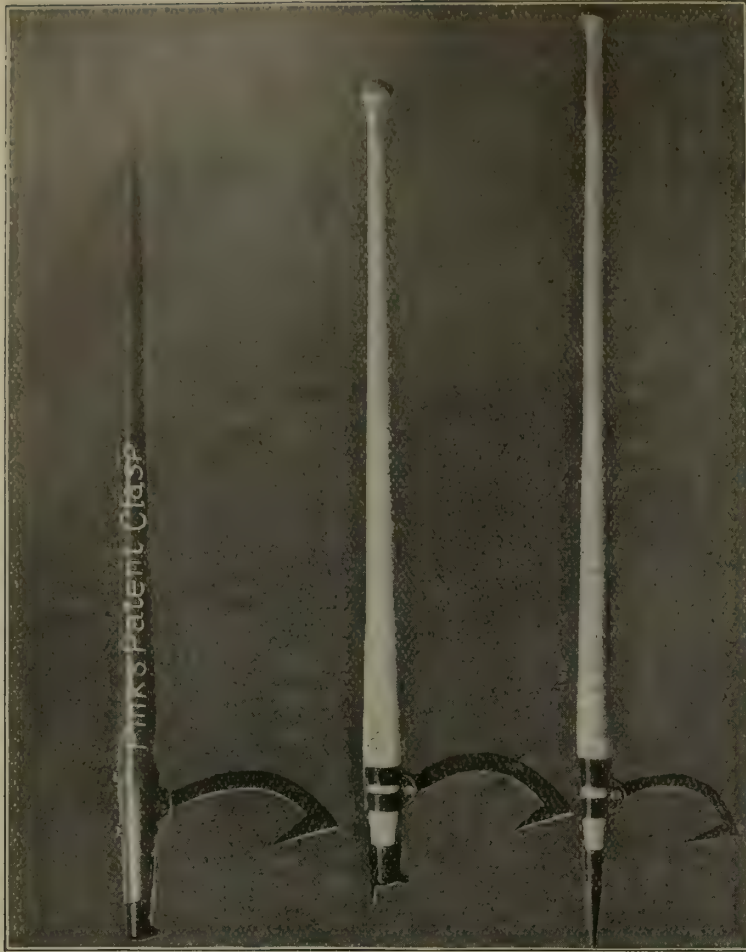
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results

North Bros. Mfg. Co.

Philadelphia, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO

CLOVER LEAF DOUBLE STEEL TRACK UNLOADER.

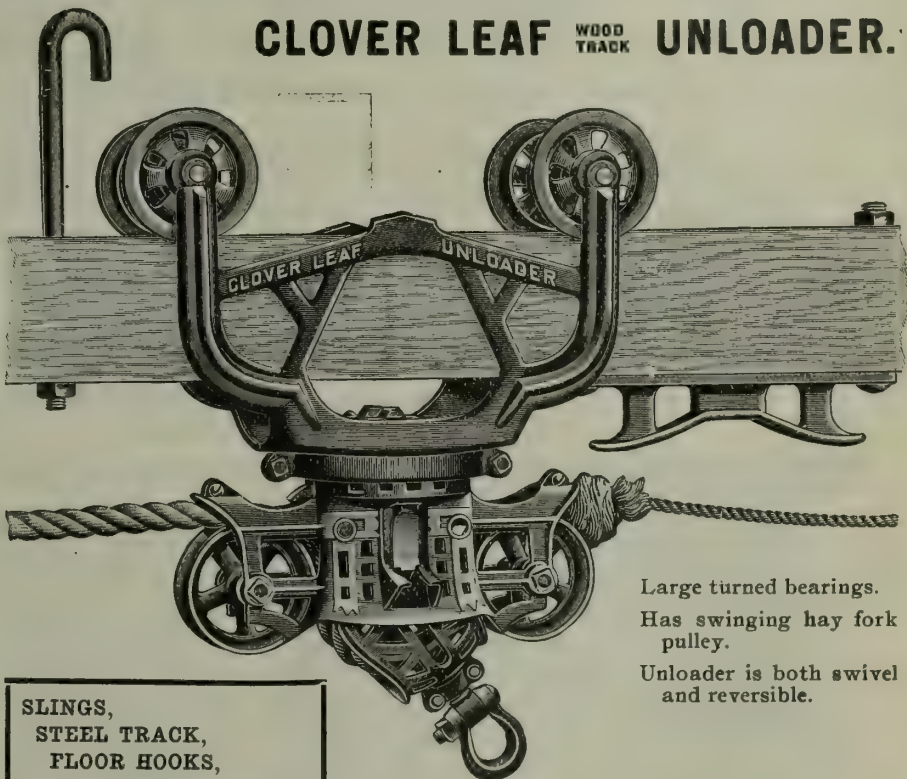


Farmers are now building new or reconstructing their old haying outfits. Dealers will profit by getting our prices on

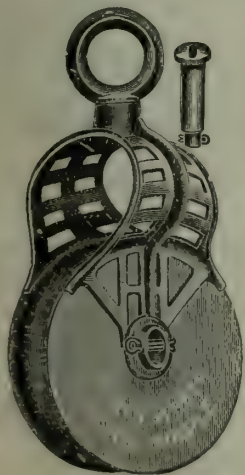
HAY TOOLS

Malleable Iron throughout.
Wheels have turned steel bearings.
Unloader is both swivel and reversible.

CLOVER LEAF WOOD TRACK UNLOADER.



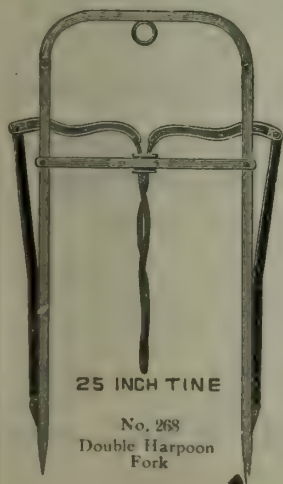
Large turned bearings.
Has swinging hay fork pulley.
Unloader is both swivel and reversible.



No. 796
Knot Passing

SLINGS,
STEEL TRACK,
FLOOR HOOKS,
HANGING HOOKS,
RAFTER BRACKETS.

MANILLA ROPE SISAL
FOR HAY CARRIERS



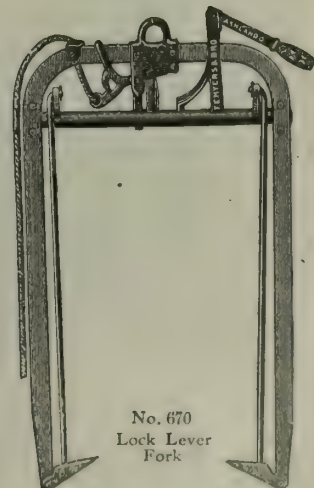
25 INCH TINE
No. 268
Double Harpoon
Fork

LEWIS BROS., LIMITED
Wholesale Hardware
MONTREAL

and at Ottawa, Toronto, Winnipeg,
Calgary and Vancouver

Quote
Low

Ship
Quick



No. 670
Lock Lever
Fork

Consumers Cordage Co.,

LIMITED

Manufacture every variety of

CORDAGE

PACKING

BINDER TWINE

LATHYARN

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

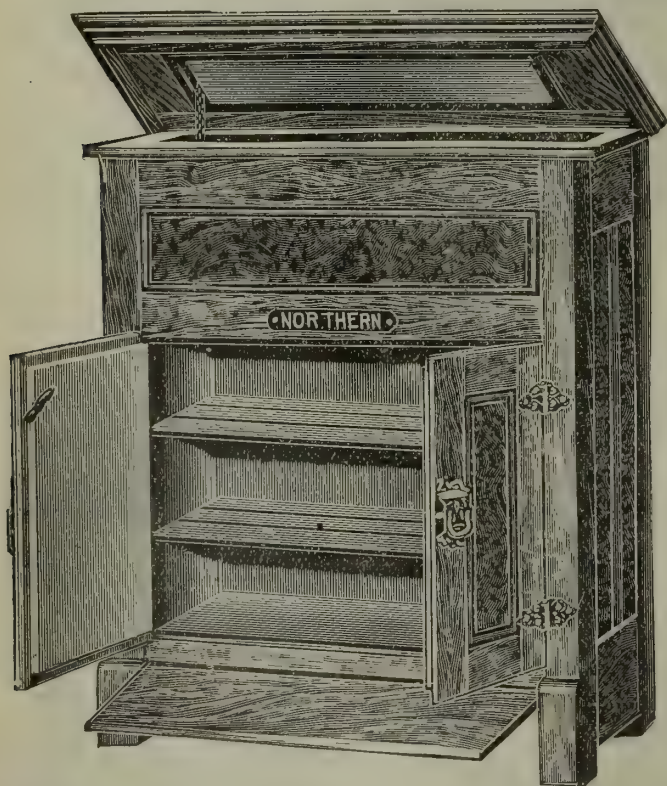
MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

It is advisable to place your orders for Refrigerators now, as the demand will be great later.



Size 4.

OLD PROBS. says:—"Expect a sizzling hot summer after such an old-fashioned cold winter."

OURS—THE "NORTHERN"—

REFRIGERATES on the DRY COLD-AIR PRINCIPLE.

NO INTERIOR SWEATING.

They are made from Well-seasoned Hardwood with Antique Flow Finish.

**ZINC LINED THROUGHOUT.
NEW STYLE SWING BASE.
EXTRA LARGE ICE BOX.**

AIR SPACE AND INSULATED WITH PAPER AND WOOD.

Also fitted with Improved Galvanized Iron Shelves.
Raised Panels. Fancy Brass Locks and Hinges.

*In fact, they are **SPLENDID VALUE.***

Made in 3 Sizes.

No. 1 and 2 with SINGLE DOORS.

No. 4 " DOUBLE DOORS.

We can ship promptly. Write for dimensions and prices.

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO

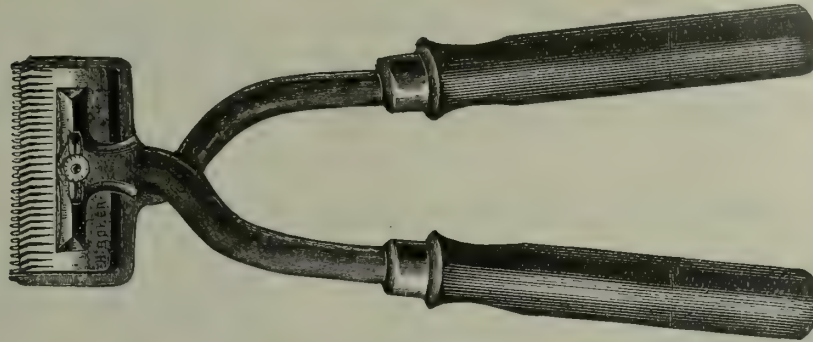
Only
Wholesale

Wholesale
Only

HORSE CLIPPERS

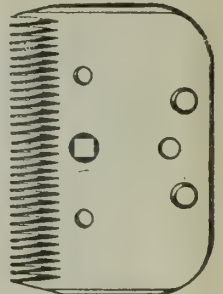


Top Plates
Perfection
Newmarket



Boker's Horse Clippers
Dandy Keen Cut Perfection Sovereign

Burman's—Newmarket Clipper



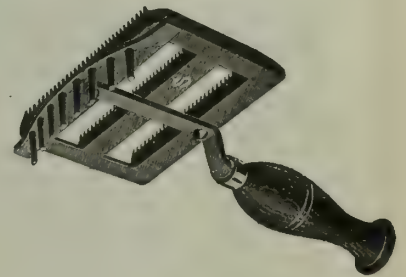
Bottom Plates
Perfection
Newmarket (as cut)



Horse Friend

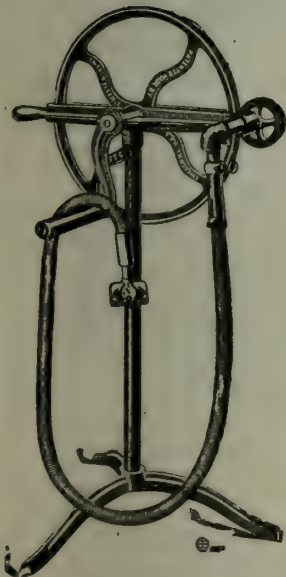


The 20th Century

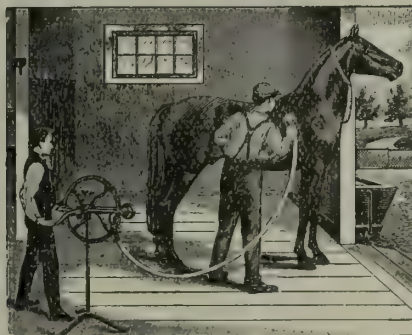


Curry Combs
Opened and closed backs

HORSE CLIPPING MACHINES

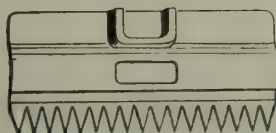


No. 1902

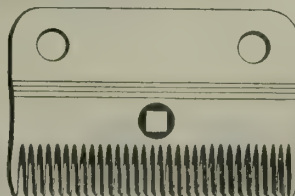


The New Chicago—1902

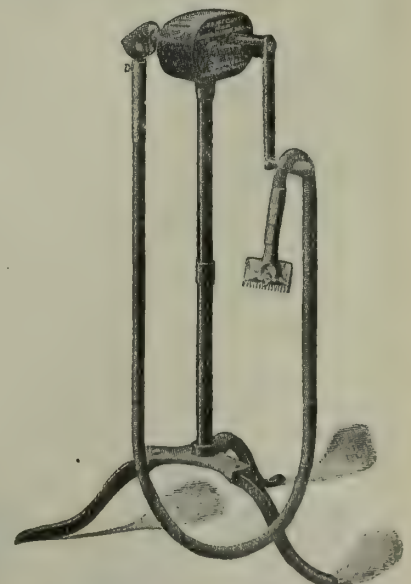
Plates for Stewart's Patent Knife



Top Plates



Bottom Plates



Stewart's New Enclosed Gear

For further particulars see our Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto, Ont.

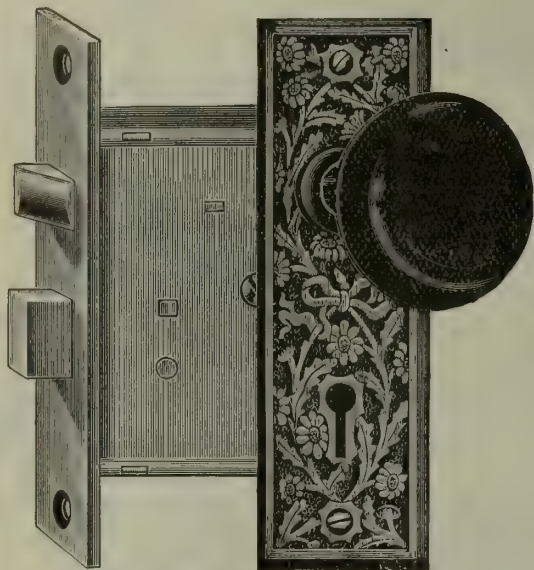
We Ship promptly

Our Prices are Right

Why Not Go Out After

the builder's hardware trade of your town instead of letting it go to the "retail-jobber" in the cities? Post yourself thoroughly on designs, finishes and materials. Keep a few samples of lock sets and be prepared to quote prices. It is not necessary to keep large stocks. We carry the stock; call on us as often as you wish for prompt shipment.

The well-posted, wide-awake hardwareman need

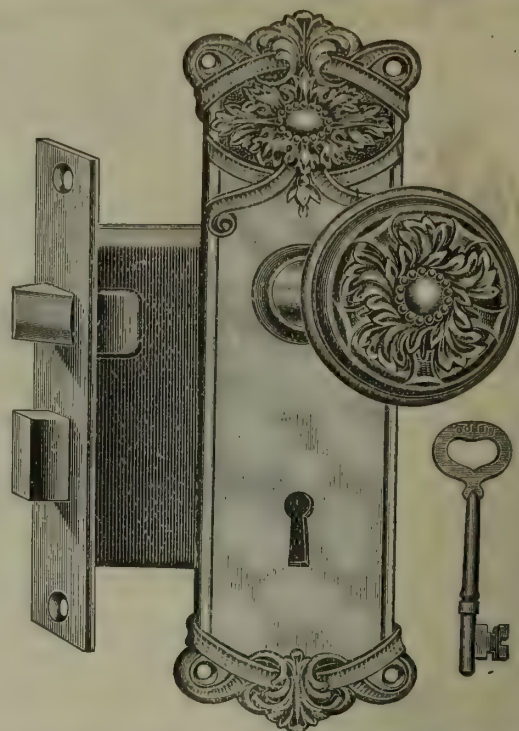


No. M2377, "Daisy" design, for inside doors
Wrought steel, jet knobs.

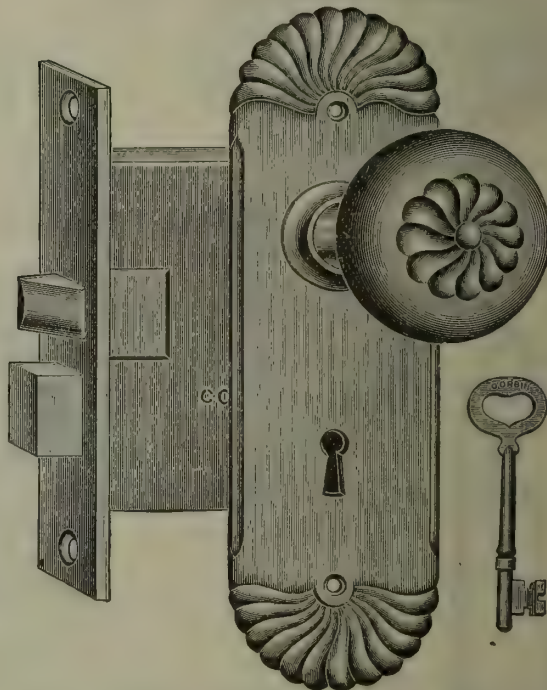
not be afraid of competition from city "retail-jobbers." Show the local contractor what you can do for him. Gradually his orders to the "retail-jobber" will grow smaller and his little repeat orders larger with you.

Our catalogue will help to keep you informed of all the best things in builder's hardware.

Ask our travellers for prices on this line, or write direct.



No. 651-050 "Concord" design. Cast-iron old copper plated. Made for inside and front doors.



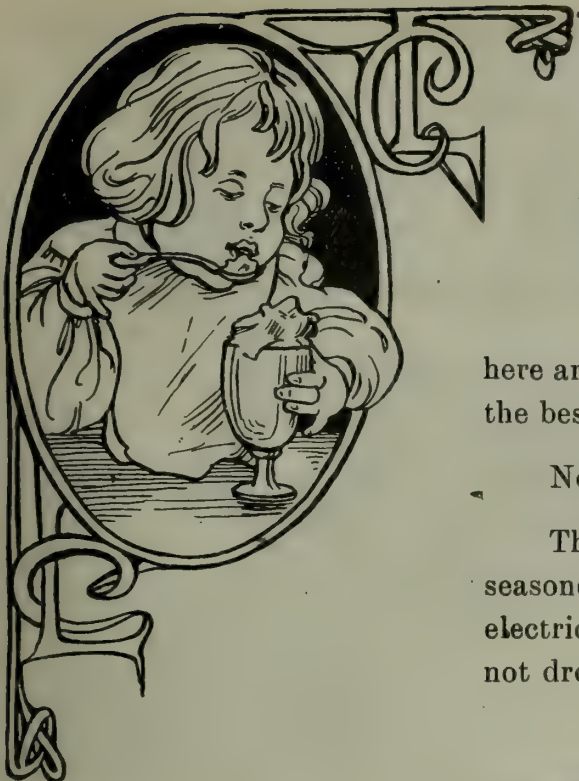
No. 707-124 "Putnam" design for inside doors. Made also for front doors. Wrought bronze, polished or old copper finishes.

F. & W. Hardware Montreal



F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA



FREEZERS THAT SELL

Make no mistake in ordering your Freezers.

The three kinds shown here are known by all householders as the best.

No effort required to sell them.

The Pails are made of thoroughly seasoned Virginia white cedar, with electric welded wire hoops which will not drop off.



Cans have drawn steel bottoms which cannot fall out, break or leak. All working parts are thoroughly protected. These freezers are economical in the use of ice and salt.



The Twin Freezer will freeze two flavors of cream or water ice at one operation. A feature which appeals at once to any house-keeper.



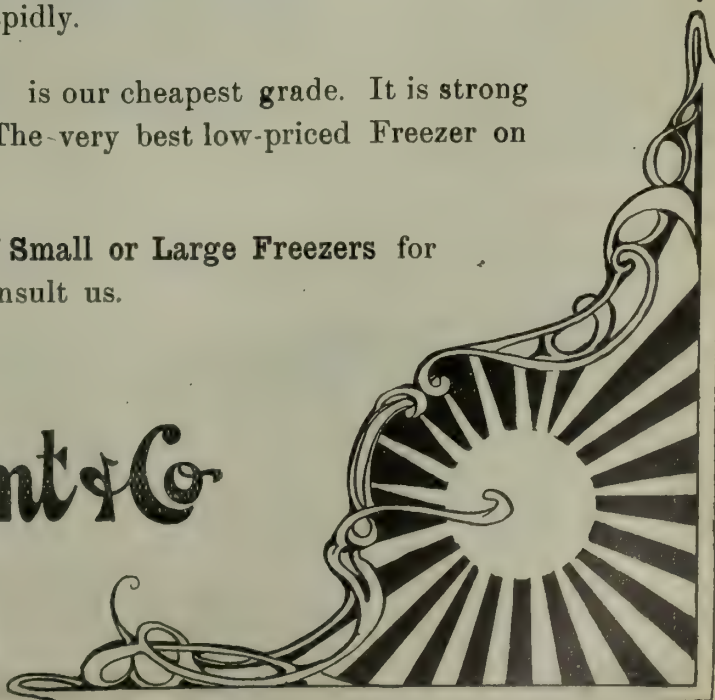
The Gem Freezer is double acting, has twin scrapers and freezes very rapidly.

The Blizzard is our cheapest grade. It is strong and well made. The very best low-priced Freezer on the market.

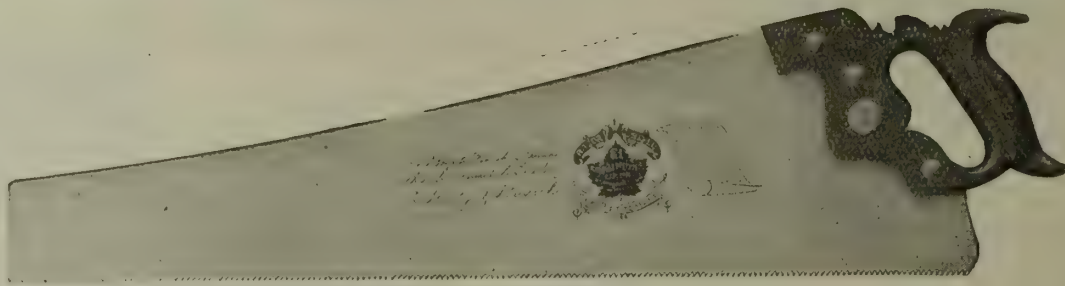
When in need of Small or Large Freezers for hand or power consult us.

Caverhill Searmont & Co

MONTREAL and WINNIPEG



Canada Leads the World in the Manufacture of
HIGH-CLASS SAWS



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted, Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

GALT, Ontario



Norton Grinding Wheels

are the fastest because they are made of the fastest cutting abrasive

ALUNDUM

They wear longer and reduce the cost of grinding. Made for all requirements.

SHARP HARD UNIFORM

CANADIAN FAIRBANKS CO., LTD.

MONTREAL TORONTO WINNIPEG VANCOUVER
Canadian Sales Agents.



SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING,
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.

LONDON, ONT.

PRIEST'S CLIPPERS

Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Weibusch & Hilger, Limited special New York
representatives, 9-15 Murray Street.

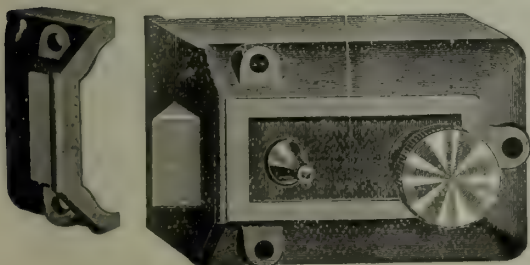
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks,
Inside, Front Door, and
Store Door Sets, also full
line High-class Builders'
Hardware.

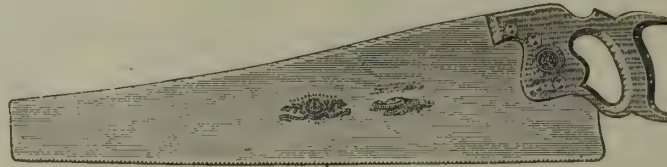
Sold by all Leading Jobbers
in the Dominion.



Cylinder Night Latch, No. 103.



**FOOLS SELL THE CHEAPEST,
WISE MEN THE BEST**



THE BEST

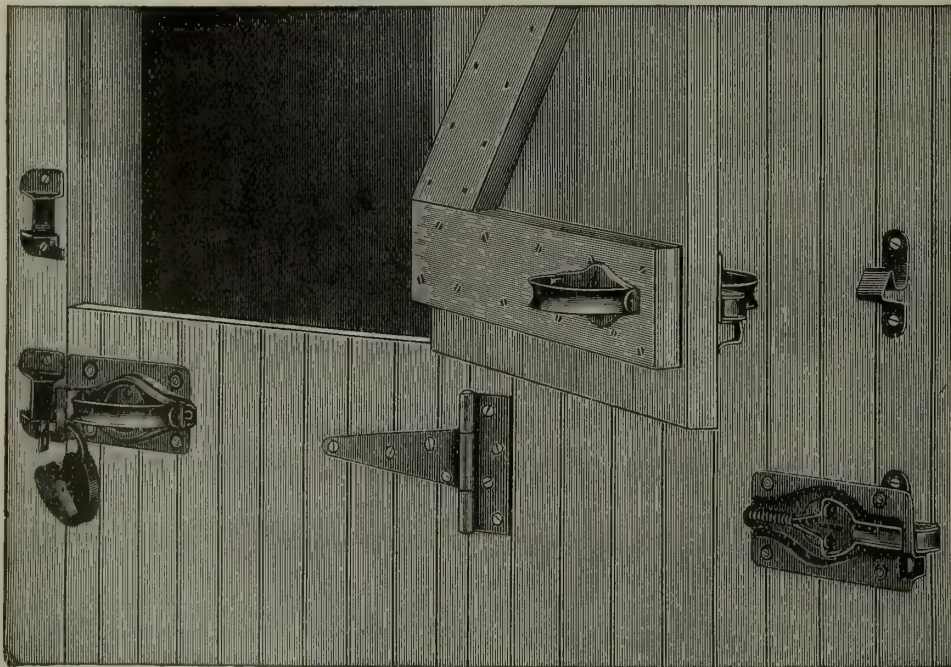
*Being supported by good and liberal advertising among the
actual users of saws*

SPEAR & JACKSON, LIMITED

ÆTNA WORKS

SHEFFIELD, ENG.

IT'S A LATCH THAT EVERY BARN NEEDS



WHITCOMB

**STEEL
BARN
DOOR
CATCH**

It is convenient; it is strong :
it is durable; it is adapted to any
thickness of door; and harness,
etc., will not catch on it. Fully
guaranteed.

Get a sample and see what an
excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of **PATENTED SPECIALTIES BY CONTRACT**
ALBANY, WISCONSIN, U.S.A.

If You Want

ENAMELWARE

to give satisfaction demand

“Ware For Wear”

Dreadnought

Dominion

Federal

Made by

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.



FOLKS GET ASTONISHED

when we show them through our factory, where

CAPEWELL HORSE NAILS

are made, and they see the minute care with which each operation is performed, from the careful chemical and mechanical testing of the Swedish rod to the final boxing for shipment. They would not have believed, till they saw it, that such delicate machinery and skilful work was necessary for the production of such an article as a horse nail. But we explain to them that Capewell nails are different to other brands. They are in a class by themselves, and, while they deservedly command a higher price than any other make, yet they are undoubtedly the most economical for the farrier to use, and will bring better returns to the dealer. We take pleasure in showing our customers through our plant. It is one of the best advertisements we have. Will you let us show you “how we do things” when next you are in Toronto?

Samples, Prices, Catalogue and 1907 Calendar free on request.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch: WINNIPEG, MAN.



Manufacturers of

DOMINION WIRE MANUFACTURING CO.

LIMITED

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**BARBED, PLAIN TWIST and COILED SPRING FENCING,
GALVANIZED WIRE,—FENCE STAPLES**

WIRE NAILS

Flat Head
Round and Oval Head

SCREWS

Bright, Brass,
Nickel-Plated, Bronze

BRIGHT, ANNEALED and OILED and ANNEALED WIRE

Tinned Wire for Mattress, Broom and Bottling

COPPER and BRASS WIRE

Bright Wire Goods

Steel Wire Barrel Hoops

STRAND GUY WIRE

Scrap Iron for Re-working

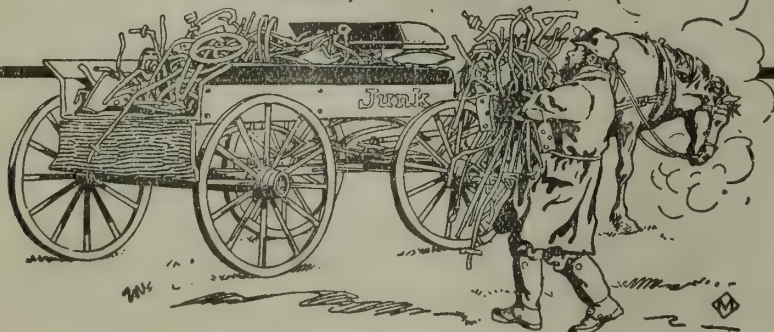
Better bars for re-working are obtained from selected scrap than from pig iron—have more life and strength.

London Bars are made from selected scrap and come in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands.

Large stock always on hand, insuring prompt shipment.

51

London Rolling Mills
London, Canada.



Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block
WINNIPEG MAN

Square your Accounts

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

**WORK AND
PRICES
RIGHT**
GALVANIZING
ONT.
WIND
ENGINE & PUMP CO.
TORONTO, ONT. LIMITED

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.



ATKINS SILVER STEEL SAWS

are the most profitable Saws to sell. Because they satisfy your customer and bring him back to YOU. Good mechanics appreciate them and buy them. The best Dealers everywhere sell them. Write for details and catalogue.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Branches—Toronto, Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle.

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

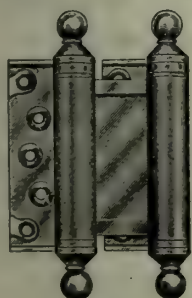
**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB

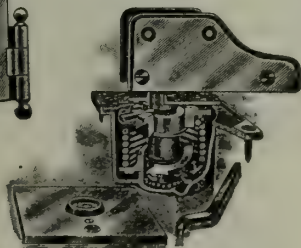
65 SHANNON STREET
MONTREAL

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING
FLOOR HINGE

Chicago Spring Butt Company

CHICAGO

NEW YORK

CATALOGUE ON REQUEST

"Empire," "Imperial" "Champion"

Every Shrewd Hardware Dealer in Canada is familiar with these famous brands. When attached to

AXE HANDLES

they mean comfortable profits and satisfied customers. The demand for these brands is increasing daily. Are you prepared to supply that demand?

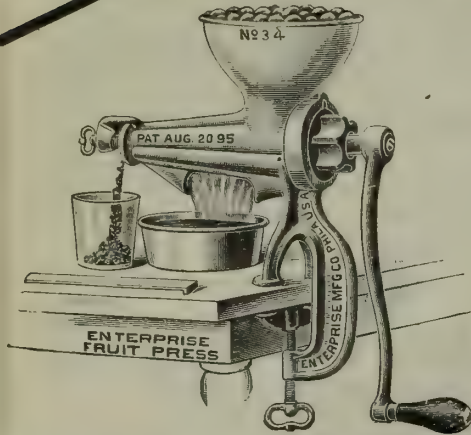
J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

Limited

Don't wait for people to ask you for season-
able things before you order them—
things that you ought to be
showing. Lead the de-
mand, don't fol-
low it.

SHOW YOUR "ENTERPRISE"



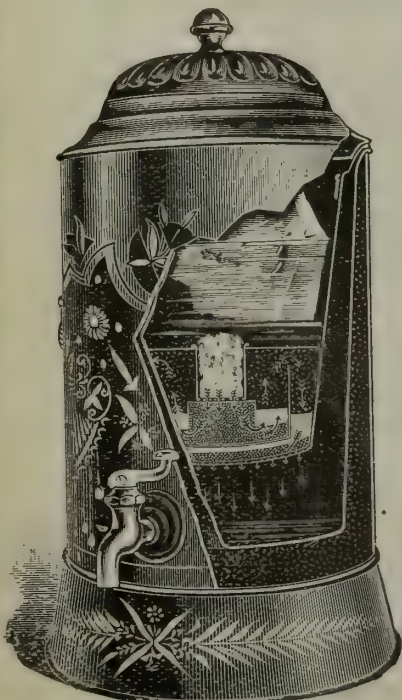
Just now
show the En-
terprise Fruit,
Wine and Jelly
Press and Enterprise
Cherry Stoner. The de-
mand will be great, and the
dealer with the most "Enterprise"
will capture the most cash. Order
from jobbers. Write us for complete cata-
logue and advertising matter for store use.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

10 Warren St., New York City

438 Market St., San Francisco, Cal.

The Buffalo Manufacturing Co. Buffalo, N.Y.



When you get our
goods you know you
get THE BEST.

We manufacture

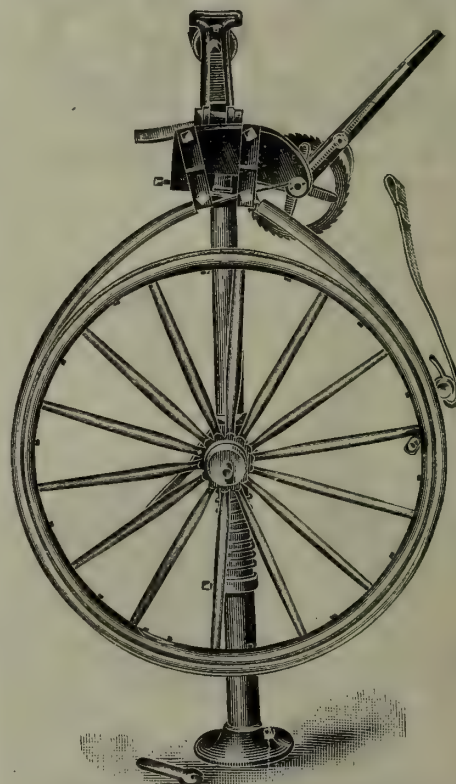
**Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.**

All High Grade and
exceedingly present-
able.

Represented by
H. F. McINTOSH & CO.
34 Yonge St.
TORONTO, - ONT.

Write for Catalogue

RUBBER TIRE APPLYING Machines



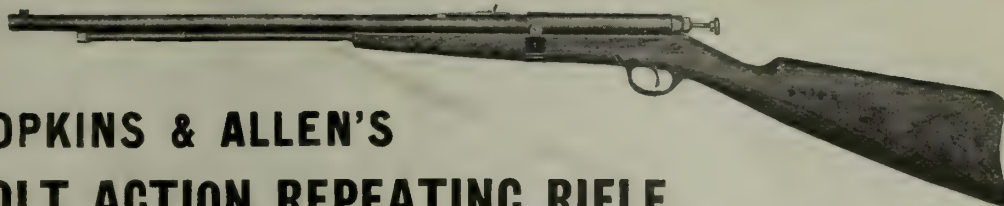
Also
**DRILLING
MACHINES,
FORGES,
FOOT VISES,
TIRE
BENDERS
and
UPSETTERS,
TUYERE
IRONS,
WAGON
SKEINS,
WHEEL-
BARROWS**

Mfg. by

The London Foundry Co.
London, - Canada

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S MILITARY BOLT ACTION REPEATING RIFLE

\$8²⁵
LIST

There has long been a demand for a good rifle at this price--and the HOPKINS & ALLEN Junior Repeater fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:--22-inch barrel, take-down, 22 calibre magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all 40 inches, weight 5½ pounds.



FOR SALE BY ALL FIRE-
ARMS JOBBERS.

Shows Bolt Drawn Back--Position for Ejecting
Shells.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER--FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.



SOMETHING NEW H. & R. Revolver Grip

that gives to the pocket revolver the grip of an army model. Gives a better hold than any similar device. Can be applied to any H. & R. revolver except the American, Young America and Safety Hammer D.A. lines, and detached by removing two small screws. Retails for \$1.00 in addition to cost of revolver. Shown here as applied to



H. & R. Automatic Double Action Revolver

which is superior in quality and finish to any other revolver sold at the price, and one of our most popular models; and without doubt has had a greater sale than any other revolver ever offered.

H. & R.
Greatest
Revolver
Value
for the
Money

WRITE FOR CATALOG

HARRINGTON & RICHARDSON ARMS CO.

314 PARK AVE. - - WORCESTER, MASS.



PAROID ROOFING

"THE TIME TESTED KIND"



Plant Steamship Co.'s Wharves, Halifax, N.S., covered with Paroid.

Let us tell you about our advertising plan which will bring customers to your store for other things as well as Paroid. Sign your name to a postal to-day—the best roofing season of the year will soon be here.

F. W. BIRD & SON, Makers

Established in U.S.A. 1817

Factory at HAMILTON, ONT.

Offices at Winnipeg, Man., and Hamilton, Ont.

Dealers all over Canada and the United States doubled their sales on Paroid last year. Our new advertising plan promises to make a bigger increase for them this year. Paroid is used by the leading railroad systems, manufacturers and farmers throughout Canada. It has stood the test of time and that's the test that tells.

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



Auto Spray

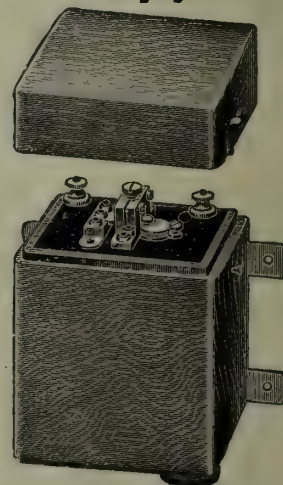
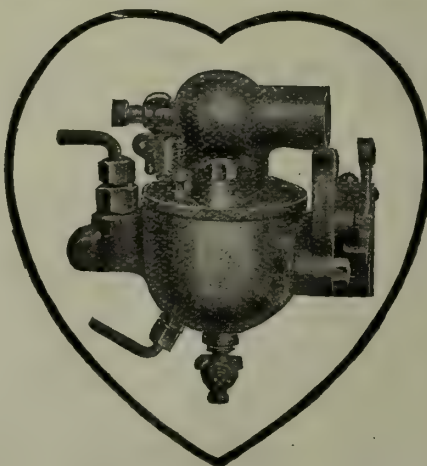
Compressed-Air
Automatic

Best hand sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

WE ARE HEADQUARTERS FOR Automobile, Motor Boat, Gas Engine Supplies



Everything in the accessory line and ready to deliver on the spot.

Ammeters, Coils, Carburettors, Cables, Lamps, Horns, Gabriel Horns, Odometers, Spark Plugs, Prest-o-Lite Gas Tanks, Non-fluid Oils, Speed Indicators, Peerless Jacks,

Write for Catalogue

CANADA CYCLE AND MOTOR CO., Limited

Branches—**OTTAWA
WINNIPEG**

**VANCOUVER
MELBOURNE, AUST.**

TORONTO JUNCTION, CAN.

Let us Help You Increase Your Business

Why not **go after**
and get the fire brick
trade in your locality?

Our expert informa-
tion is at your com-
mand and will enable
you to make this a pay-
ing line.

Make this one of
your resolutions and
KEEP IT.

Francis Hyde & Co.

**Contractors
and
Foundry Supplies**
31 WELLINGTON ST.
MONTREAL

**List your "Wants" with us and see how
quickly we'll satisfy them.**



QUALITY, FINISH, DESPATCH

MANUFACTURERS

**Cutlery, Electro Plate and Solid
Nickel Silver Flatware**

The McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS CAN

**Persons addressing advertisers will kindly
mention having seen their advertisement in
Hardware and Metal.**



Don't Stop

to ask your neighbor, lift
the load yourself with
**The Burr Self-Locking
Tackle Block** Saves the labor of two or three
men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

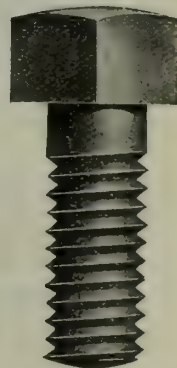


**Cap Screws, Set Screws,
Machine Screws, Cold Pressed
Nuts, Studs, Coupling Bolts,
Special Milled Work, etc.**

CANADA FOUNDRY COMPANY
LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

**District Offices: Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Roseland**



OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS "SUPERIOR"

FARLEY WORKS, SHEFFIELD, ENG.

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. **ALL MONEYMAKERS.**

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL

TELEPHONE M 557

"MAXIMUM LIGHT GLASS"*Samples and particulars supplied on application.*

A residence in the West End of London became vacant because the tenant was not satisfied with the Daylight conditions of ONE ROOM. It was always necessary to burn gas (a continual expense).

The property was vacant for one year. Of the 31 parties who viewed same, 27 complained of the lack of Daylight in this room.

Owner's loss in rent, one year £186 0 0

Someone spoke of the benefits accruing from the use of "Maximum Light Glass."

Argument No. 183

Owner thought of suggestion for one month; Loss in Rent £15 0 0

£201 0 0

Maximum installed as follows:

6 sqrs. 30 x 18 ins., 15 ft. @ 1/6 £1 2 6

This property was let soon afterwards, in fact so soon that the return for rent the second year was £183 0 0

Can you see Argument No. 183?

MAXimum Light Window Glass Co.

Hobbs Manufacturing Co., Limited

Sole Canadian Agents

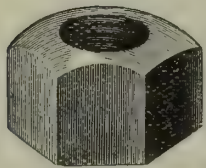
London

Toronto

Winnipeg

**Dark Interiors
ALWAYS Made Light**

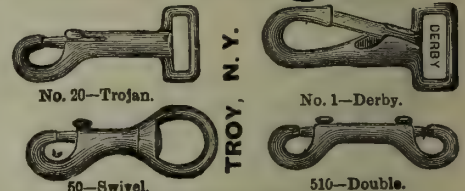
when this Illuminating Glass is used.

**The John Morrow Screw, Limited**

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs,
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO

Covert Mfg. Co.

STREET PAVING and SIDEWALKS a SPECIALTY

**SILICA BARYTIC STONE CO.
OF ONTARIO, Limited.**

Water Proof Floors for
Malt Houses, Brew-
eries, Slaughter Houses,
Cheese Factories, Cel-
lar, Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for
Septic Tanks.

CELEBRATED

HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tanners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.



TRADE MARK

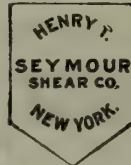
SEYMOUR SHEARS

HAVE BEEN THE

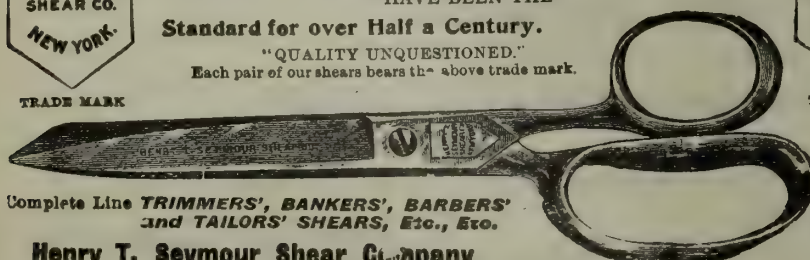
Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.



TRADE MARK



Latest Cata-
logue will be
sent in
exchange for
your business
card.

Complete Line **TRIMMERS', BANKERS', BARBERS'**
and TAILORS' SHEARS, Etc., Etc.

Henry T. Seymour Shear Company

WIEBUSH & HILGER, Limited, NEW YORK, Agents

**GALVANIZING
AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.**

"The Tool Holder People"

**ARMSTRONG
BROS. TOOL CO.**

Manufacturers of Armstrong Patent Lathe and Planer
Tools and other machine shop specialties.

106 N. Francisco Ave. CHICAGO, ILL.

Persons addressing advertisers will
kindly mention having seen this adver-
tisement in **Hardware and Metal**.

Bath-Room Accessories



There's money in them for the dealer who makes sure that they are "FORSYTH'S"—THE WISE BUYERS' LINE.

The pleasing outlines of our designs never fail to appeal to the users. Quality of material, Workmanship and Finish—all high when one considers the easy prices.

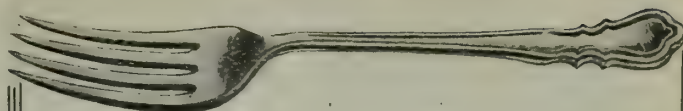


The cuts shown are of nickel plate on brass plate—new and original designs, and useful as well as ornamental. They go far towards selling themselves.

A post card brings interesting facts.

The Forsyth Mfg. Co.

Buffalo, N.Y.



THE ORIGINAL

"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



MODEL REFRIGERATORS



The Model is a moderate priced refrigerator, but compares favorably with the more expensive lines, and is much better value for the money than many of the so-called high-grade refrigerators.

It is made of hard wood, finished in golden oak; has heavy solid bronze locks and hinges and is lined with zinc, while the insulation is superior to many of the higher-priced refrigerators.

Made of Hard Wood. Perfectly Constructed. Saves Ice.

We are also Canadian Agents for the celebrated "Leonard Cleanable" refrigerators. We can supply these promptly in all styles and sizes.

Our "Iceberg" is a cheaper line than either the "Model" or "Leonard" but is splendid value for the money.

Special Catalogues on all lines sent on request.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

"EVERYTHING FOR THE TINSHOP"

ESTABLISHED 1795

JOHN SHAW & SONS WOLVERHAMPTON, Limited

WOLVERHAMPTON



CHAIN

**Proof, B.B., B.B.B., Cable,
Stud Link, etc.**

This Chain is manufactured from A
SPECIAL GRADE OF 80FT STEEL by a re-
liable maker, and not bought in the
open market.

**JAMES BARBER, Era Works,
Sheffield**

HIGHEST GRADES OF

**TABLE and POCKET CUTLERY
RAZORS, CARVERS, Etc.**

J. H. ROPER

CANADIAN REPRESENTATIVE

82 St. Francois Xavier St., - MONTREAL



IT STAYS PUT

Most Fences do not.

These two facts explain the ever in-
creasing demand for

“DILLON”

HINGE-STAY FIELD FENCE

The “Dillon” Fence is better and
more profitable. Then it secures your
reputation.

Can you supply the demand?

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg

COAT ON COAT

You can Alabastine on ALABASTINE, but you cannot kalsomine on kalsomine, nor paper on paper, at least it is a very unhealthy practice to do so. Kalsomines, however named, will rub off and have to be washed off before a second coat can be applied.

ALABASTINE can be recoated many times—each coat an added improvement on the previous one.

ALABASTINE is permanent. Sets and hardens on the wall and improves with age.

ALABASTINE is the best selling proposition in the line in Canada. The sales this season have exceeded our most sanguine expectations, and we have had to run our factory night and day to fill orders.

Our newspaper and magazine advertising, now running, is producing great results.

A well-assorted stock insures good sales. Be sure and order before you are entirely out, direct or through your nearest jobber.

The ALABASTINE CO., Limited, PARIS, Ont.



ORNAMENTAL WIRE LAWN FENCE. Sold in Rolls With or without posts and rails.

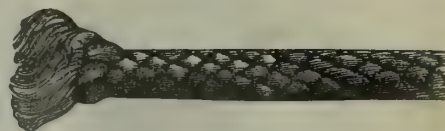
You can sell our
Wire and Iron Fences, Gates, Lawn Seats, Vases, Trellises
 and other specialties for **Lawns and Cemeteries** from Catalogues.
 Send for Booklets and Price Lists of these seasonable lines.

Dennis Wire and Iron Works Co.
 Limited
LONDON, ONT.



WIRE AND IRON GATES
 Extra Quality
 Special Prices to the Trade

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
 Star Brand Cotton Clothes Lines
 Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

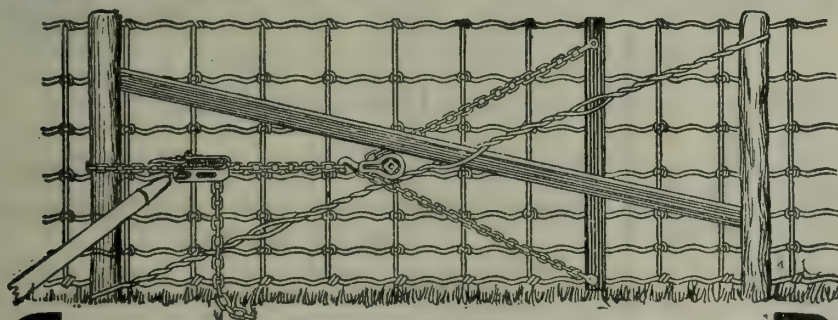


The Finest Family Polish on the market.

BLACK JACK

AT YOUR JOBBERS'

HOW TO BUILD A GOOD FENCE



Our new folder on "Erecting Fences" will tell you and if you will follow the instructions carefully when you are through you will have a good job.

It's full of valuable and interesting information on fence building and tells how to erect woven wire fencing in the quickest and most substantial manner.

No farmer, fence man or any one interested in fence construction should fail to write for a copy. It gives all the information required for building fences and we send it

FREE!

In addition there is also a complete and very interesting description of the manufacture of fence wire. Persons who have never had the privilege of visiting a wire mill will find this article of especial interest.

It also has an article quoted from a bulletin issued by the U. S. Department of Agriculture on the manufacture of concrete fence posts, showing how posts made of this most useful and durable material can be manufactured at home. Don't fail to write for a copy today. Ask for our folder called, "Erecting Fences." Remember it's free. Address
THE BANWELL HOXIE WIRE FENCE CO., LTD., Dept. J, Hamilton, Ont.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

WE ESPECIALLY CATER FOR

PAINT GRINDERS

Our Pure Greens, Permanent Reds, Blues, Lakes, etc., are worth attention. All qualities, with prices that talk!

WRITE TO-DAY FOR SAMPLES TO

WM. O. GREENWAY

13 St. John St., MONTREAL

W. J. Cowan & Sons

Expert Color Manufacturers

BETHNAL GREEN, LONDON, E. (England)

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.



THE STEEL RANGE YOU SHOULD STOCK

There are a few splendid ranges on the Canadian market—ranges which betray care and ingenuity right from the discovery of the raw material—through every process up to the apparent excellence of the finished article. Still, the steel range, par excellence is the

“EMPIRE” QUEEN RANGE

and it is pleasing to record that most practical men say so a good deal more authoritatively than we do. After allowing for the fact that it pays the dealer best to handle the Empire Queen the unanimity of opinion regarding our range is quite significant. Write for particulars.

The Canadian Heating & Ventilating Co., OWEN SOUND, ONT.

LIMITED

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que.; Agents for the Province of Quebec.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

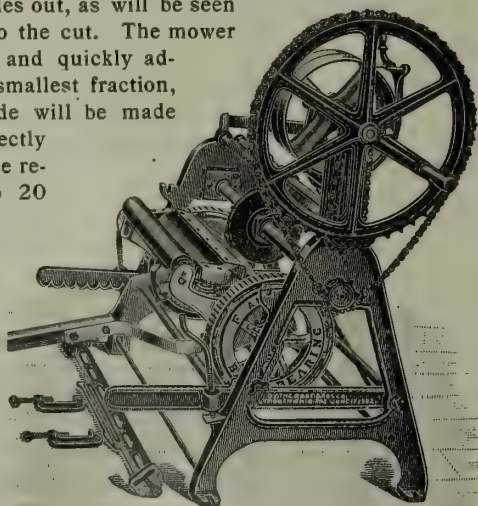
NECESSITY IS THE MOTHER OF INVENTION

It became necessary for some one to construct a machine for grinding Lawn-Mowers, and we beg to call the attention of repair men, blacksmiths and hardware men to the merits of

The Ideal Lawn-Mower Grinder

In using this implement the lawn-mower is ground without taking the blades out, as will be seen by reference to the cut. The mower can be easily and quickly adjusted to the smallest fraction, and every blade will be made keen and perfectly beveled. Time required 15 to 20 minutes.

Also adapted for grinding tools, skates, etc. Perfection satisfaction is guaranteed and we solicit correspondence from the readers of this paper in order that we may more fully demonstrate the merits of the IDEAL.



Ideal Lawn Mower Grinder.

THE ROOT BROS. CO., PLYMOUTH, O.

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company
PITTSBURG, PA.

If you want the best.

**“Apollo Best Bloom,” Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,**

Wellsville Polish, Range Steel,

Wood’s “A” Planished Iron,

**Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

"23 FOR YOURS"

That is—if you're out for all the dollars which should come to you. Of course we refer to our

MODEL No. 23

HAMILTON RIFLE

because it is beyond all doubt the most saleable rifle ever placed on the market. Let it be known that you have our famous Model No. 23 on sale at \$3.50 and we won't worry over future orders.

Then there are others marvellously good.

No. 15 sells at \$2.00

No. 19 sells at \$2.50

Now's a good time to order.

THE HAMILTON RIFLE CO.

Dept. 71

Plymouth, Mich.



Can. Feb. 27, 1889

Stuffy Rooms and Deadly Air

can be avoided by ventilators. Mine is guaranteed to work all the time and give satisfaction. Fix up your chimneys. Write to-day for particulars about the best seller on the market.

CAUTION—Beware of imitations; any with Fan or Wheels in the inside to block the interior not genuine

G. D. Pearson Co., Montreal.

Dear Sir,—The three eighteen-inch Cone Rotary Ventilators you put on the stable and storage have given the best satisfaction and can safely recommend them to anyone wanting a really good ventilator.

JOHN ATKIN, Brewer,
per C. H. Wallace.

Bell Telephone
East 2106

GEO. D. PEARSON & CO., Office and Works: 17 Pontiac Street, MONTREAL

Montreal, Aug. 1st. 1894.,

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.



CANADA PAPER CO.

LIMITED

Toronto

Montreal

Windsor Mills, Que.

BUSINESS FOR SALE

You will find on our want ad. page particulars regarding hardware businesses for sale. If none of these suit you insert a want ad. giving in detail just what you want.

There must be someone in Canada who has for sale just what you want to buy.

We can find that man for you.

Try a want ad. Write or phone our nearest office.

HARDWARE AND METAL

Montreal, Toronto, Winnipeg.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brands:

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

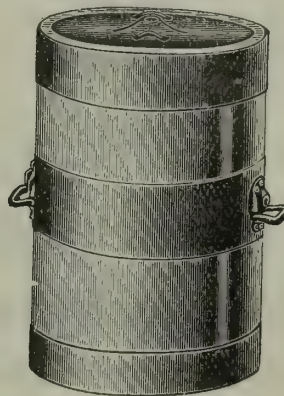
Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

E. T. WRIGHT & CO.

HAMILTON, ONT.



MILK CANS,

MILK CAN TRIMMINGS,

SAP BUCKETS,

SAP SPOUTS,

DAIRY PAILS,

STRAINER PAILS, Etc.



This is the Mark that Means Something

It is the distinctive brand of genuine Armstrong Stocks and Die and Pipe Fitters' Tools.

No "Armstrong pattern" or "just as good as Armstrong" have this stamp. Don't buy anything in this line that hasn't this brand as it is the mark of genuineness.

THE ARMSTRONG MANUFACTURING CO.,

292 Knowlton Street, Bridgeport, Conn.



Will Hold up a Shelf

That's what a shelf brackets for.

For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

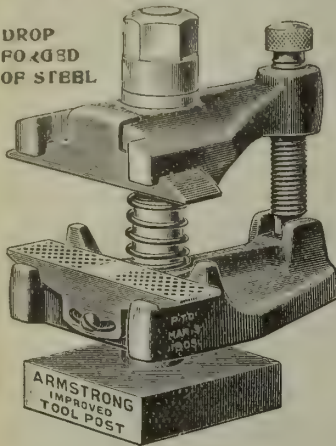
ATLAS MFG. CO.

New Haven,

Armstrong Tool Holders

Have saved years of time and thousands of tons of Tool Steel, here's TWO NEW THINGS will prove an equally good investment.

DROP
FOUR
OF STEEL

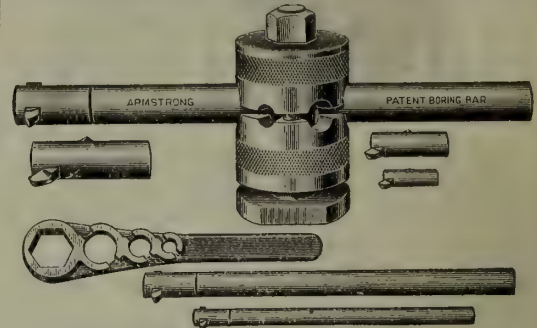


THE ARMSTRONG IMPROVED TOOL POST

Combines the strength and holding power of the strap and stud tool clamp with the convenience of the "open side" and ordinary set screw tool post. A slight turn of one nut releases tool or sets it solidly.

No trouble with "stripping" or "upset" screws.

The ARMSTRONG THREE-BAR BORING TOOL



INCREASES PRODUCTION AND REDUCES COST
OF TOOL MAINTENANCE

CUTTERS CANNOT JAR LOOSE—
HIGH SPEEDS AND BIG FEEDS
ONLY SET THEM TIGHTER

SOLD IN CANADA BY:—Williams & Wilson, Montreal; Aikenhead Hardware, Limited, Toronto; A. R. Williams Machinery Co., Toronto. Winnipeg, Vancouver; Wood, Vallance & Co., Hamilton; Frothingham & Workman, Limited, Montreal; H. W. Petrie, Toronto.

WRITE FOR OUR LATEST CATALOG.

ARMSTRONG BROS. TOOL CO., 106 N. FRANCISCO AVE.
"THE TOOL HOLDER PEOPLE" CHICAGO, U.S.A.

"PERFECTION" WATER HEATERS

PATENTED

Simple Effective Economical



"PERFECTION" WATER HEATERS

give the most satisfactory results when applied to furnaces, Heating or Laundry Stoves, for heating water for bath room, laundry or domestic purposes.

"PERFECTION" WATER HEATERS

possess all the well-known merits of the ordinary pipe coil as a quick heater, but are much more durable and have the further desirable feature of being a more prompt and rapid circulator.

"PERFECTION" WATER HEATERS

have the greatest amount of prime heating surface, and offer the least possible obstruction in fire-pot or combustion chamber of furnace or stove.

"PERFECTION" WATER HEATERS

can easily be given increased capacity by placing one or more additional sections.

"PERFECTION" WATER HEATERS

are particularly satisfactory when used in connection with a hot air furnace when a combination system of hot air and hot water heating may be found necessary or desirable.

SOLE MAKERS FOR CANADA

The James Smart Mfg. Co., Limited, - Brockville, Ont.

WESTERN BRANCH—WINNIPEG, MAN.

A Paying Investment

It may pay you to stock some step ladders. It will pay you to stock our

Ladders

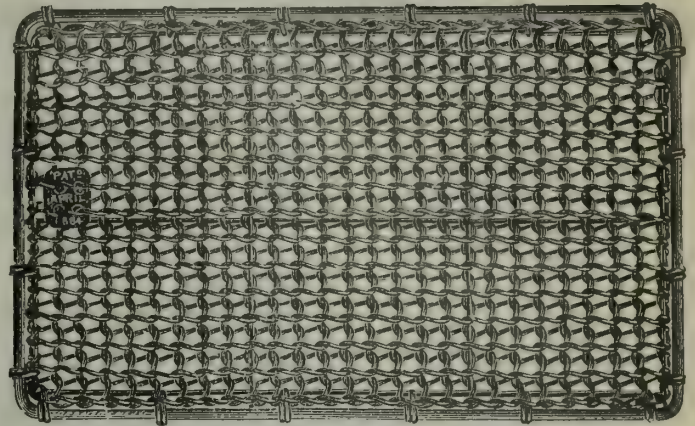
because they give your customers lasting satisfaction.

A look at the cut tells all but the "Profit Story." Do you know it?

**SHIRREFF
MFG. CO.**
Brockville,
Ont.



WIRE DOOR MATS



The cleanest, most durable and perfect sanitary Mat made.

Has been on the market for over 20 years.

All sizes and shapes made to order.

For stock sizes, see catalogue.

THE B. GREENING WIRE CO.,

LIMITED

Hamilton, Ont.

Montreal, Que.

WE WANT YOUR HONEST OPINION

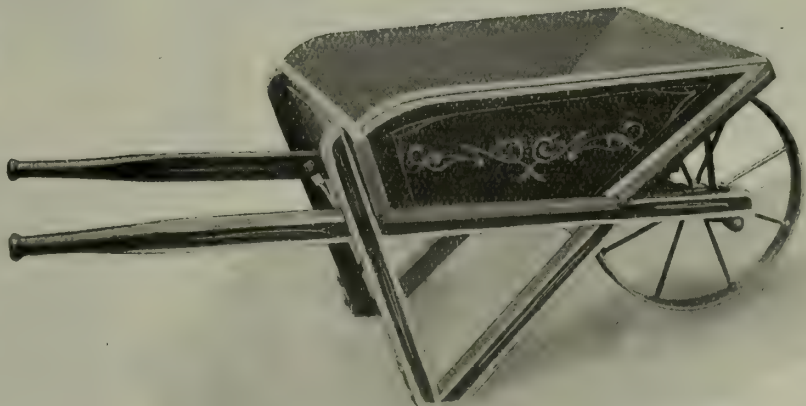
We manufactured a barrow some time ago to suit the needs of our own business. Being contractors we simply could not buy a barrow which would stand the strain of every-day usage long enough to warrant the price. So we manufactured barrows to suit our own business and a few more to please our friends.

The demand for these

BARROWS

has grown enormously. We know that a better barrow cannot be built. Hundreds of Canadian contractors know that, too. We want every Hardware Dealer in Canada to know just how much there is in that barrow for him.

To secure your opinion, Mr. Dealer! we are ready to ship you a sample barrow, freight prepaid. If you do not decide that it is **The Best Barrow** by any test, ship it back at our expense. Send off your order for sample barrow **now!**



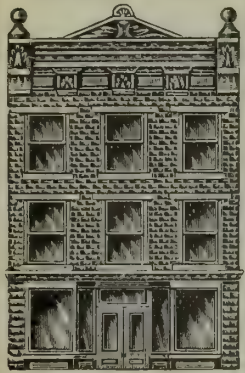
The Schultz Bros. Co., Brantford, Canada

METALS

**Babbitt,
Solder,
Lead Pipe,
Etc.**

The
Canada Metal Co.
Limited
TORONTO

BUILDING FRONTS.



"WE WORK WITH THE TRADE"

If the storekeepers in your town knew how cheaply they could remodel their buildings with our

Sheet Metal Fronts

it would bring business to you.

Our building fronts are adapted to either new or old construction, and closely imitate cut stone, at a

fraction of the cost.

From foundation to cornice, every part is made in our own factory, and we guarantee an absolutely accurate fit, to the smallest detail.

We can exactly follow architect's plan, or, if desired, will be glad to submit designs for the approval of your customers.

Get Our Convincing Literature on the Subject and Distribute it.

The Metal Shingle & Siding Co.
Limited
PRESTON, ONT.

MONTREAL BRANCH FACTORY, Cor. St. Catherine St. and Delorimier Ave.

SALES AGENCIES

ST. JOHN, N.B.
Emerson & Fisher, Ltd.

QUEBEC
J. A. Bernard

WINNIPEG
Clare & Brockest

CALGARY
Ellis & Grogan



**Australasian
Hardware and Machinery.**

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

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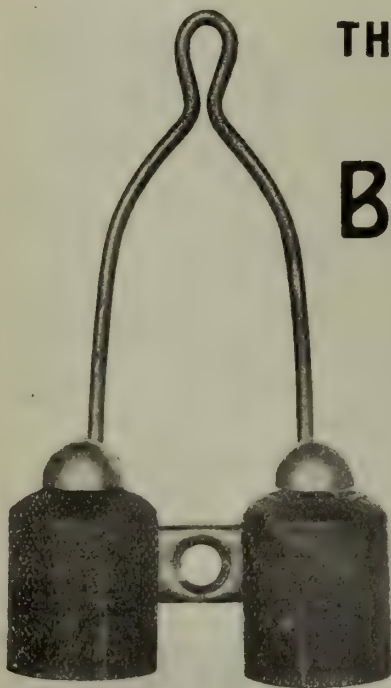
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Ontario Metal Novelty Mfg. Co.

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Value of Courtesy in Business

A Paper read by Chas. G. McMillan before the Russill Hardware Club, Toronto, at their Weekly Meeting, April 10, 1907.

In complying with your request to read a paper on "Courtesy" to this meeting, I do so with hesitancy, knowing there are other members better qualified to do justice to the subject than I am, but I accept it as a duty and pleasure—a duty which we each owe to the club, and with pleasure, that I may be able to do something to further the interest of same.

"Birth's guid, but Breedin's better," is a Scotch proverb.

Geo. L. Carey writes: "Politeness has been compared to an air cushion, which although there is nothing in it, eases our jolts wonderfully."

Matthew Arnold says: "Conduct is three fourths of life."

The east wind once asked the zephyr if it did not wish for the same power as it, for it is hailed with storm signals all along the coast, and can twist off a ship's mast as easily as the zephyr wafts thistle-down. The zephyr made no reply, but floated out the bowers of the sky, and all the rivers and lakes and seas, all the forests and fields, all the beasts and birds and men, smiled at its coming, for by our kind acts, words, and courteous manners we strew roses in the pathway of others, and appear to, and do, help them to overlook the little discomforts of life, for "Kind words can never die."

A fine manner more than compensates for all the defects of nature. The most fascinating person is always the one of most winning manners, not the one of greatest physical beauty.

Beauty of life and character, as in art, has no sharp angles. Its lines seem continuous, so gently does curve melt into curve. It is sharp angles that keep many souls from being beautiful that are almost so. Our good is less good when it is abrupt, rude, ill-timed, or ill-placed. Many salesmen might double their influence, success, and sales by a kindly courtesy and fine manner.

"It was only a glad good morning,

As she passed along the way,
But it spread the morning's glory

Over the livelong day."

A single grain of musk will scent a room for a year without seeming to lose any part of its intrinsic value; so do we ever radiate an influence of manners appreciable to all about us, and powerful for good or evil to the house we are serving, even though we may not be conscious of its diffusion. Even the brute creation seems instinctively conscious of its quality, whether we be coarse or refined.

Throw a bone to a dog and he will run off with it in his mouth. Call the dog to you, pat him on the head, give him the bone, and he will take it with gratitude.

If we throw our good deeds we should

not expect them to be caught with a thankful smile.

THE RUSSILL HARDWARE CLUB.

One Wednesday afternoon in March the Russill Hardware Company's store in Toronto was closed at 5 o'clock and the staff were called together by Manager Frank Russill, who explained that he had decided to ask the staff to form a club for mutual education and improvement, for the discussion of subjects of interest regarding the business of the store, how trade could be increased, the store system improved and the business be made more profitable for both employers and employees. Mr. Russel had discussed the matter with the editor of Hardware and Metal, the publishers of which hold regular staff conferences, and he had also looked into the system in use in other business concerns.

General approval met the suggestion that a club be formed and it was decided that the store would close every Wednesday at 5 p.m. for an hour's conference. Some member of the staff is expected to read a paper or give an address and a general discussion follows. Sometimes a "chalk talk" is the feature but always the gathering is made interesting and it is backed up by an opportunity being given members of the staff to make complaints or offer suggestions, prizes being offered for all ideas of value which are accepted. These complaints and suggestions are discussed at the conference, no names being mentioned of course.

The paper read by Mr. McMillan, manager of the builders' hardware department of the store, reproduced on this page, is an indication of the splendid educational value of this new feature of the Russill business. Other retail hardwaremen throughout Canada can, to their own and their employees' advantage, adapt the conference plan to the needs and operations of their own business.

A fine courtesy is a fortune in itself. Good mannered men can do with-

out riches, for they have passports everywhere. All doors fly open to them, and they enter without money or price. They are as welcome in every household as the sunshine, and why not, for they carry light, joy, etc.

"A man's own good breeding is the best security against other people's ill-manners," writes Chesterfield. Bad manners often neutralize honesty, industry, and the greatest energy, while agreeable manners win in spite of other defects.

Mere politeness is not enough. The salesman must try in every possible way to please and to make customers feel at home. Our manners, like our characters, are always under inspection. Every time we go into society we must step on the scales of each person's opinion and the loss or gain from our last weight is carefully noted. Each asks: "Is this person going up or down? Through how many grades has he passed?" Public opinion says of one young man that he is gaining, he is more polite, considerate, straightforward, truthful, industrious and punctual; of another public opinion notes that he is losing ground, he is careless, indifferent, rough, profane, obscene, seldom prompt, does not look you in the eye, short and uncivil to fellow clerks, yet over-polite to strangers. So we go through life tagged with these invisible labels by all who know us. It might be a great advantage to us if we could read these ratings of our associates.

Mere politeness can never be a substitute for moral excellence, any more than the bark can take the place of the heart of the oak. It may well indicate the kind of wood below, but not always whether it is sound or decayed.

Etiquette is but a substitute for good manners, and is often but a mere counterfeit.

Sincerity is the highest quality of good manners.

The following recipe is recommended for those who wish to acquire good manners:

"Unselfishness, three drachms.

Tincture of good cheer, one ounce.

Essence of heart's ease, three drachms.

Extract of rose of Sharon, four ounces.

Oil of charity, three drachms, and no scruples.

Infusion of common-sense and tact, one ounce.

The spirit of love, two ounces; the mixture to be taken whenever there is the slightest symptom of selfishness, exclusiveness, meanness, or I-am-better-than-you-ness.

Pattern after Him, the Man of Galilee, who gave the golden rule, and who was the first true gentleman that ever breathed."

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

ORGANIZER DOING GOOD WORK.

Organizer M. W. Howell, of Gederich, who commenced work last week as organizer of the Ontario association, has proved a good man for the position, securing ten new members during his first week's work. Some of the leading dealers in Berlin, Brantford, Paris, Baden, Stratford and Seaforth came into the association, and steps are now being taken to form some strong district associations in western Ontario.

SOME PRACTICAL ARGUMENTS.

A. E. Nichols, of Fergus, who was unable to attend the Good Friday convention of the Ontario association on account of illness in his family, writes that he is pleased to forward his renewal of membership if "for nothing else than to show that I appreciate the good work done during the past year by the officers of the association." Mr. Nichols said he longed to be at the convention but he had to be content with the report in Hardware and Metal, and he was delighted with the progress reported. He continues, with the following practical suggestions:

"I feel satisfied that greater progress can, and will, be accomplished during the present year which we have just entered if the association carries out the plans laid down, and more particularly one, viz.: That it is the intention of the executive to take up the work of more thoroughly organizing the province. This I do think is a step in the right direction; organizing the various districts will undoubtedly have a greater tendency to bring in smaller places, thus increasing the membership three-fold, many of whom would not think of joining, let alone attending a meeting so far off. But after becoming interested in the work, and when they notice what is being done by the association through these district meetings, do you not think their anxiety would be somewhat aroused to attend something greater when the first opportunity afforded them to do so?"

"For instance, in our own district here I can name you six villages—two dealers in each and one in our own—and I regret to say not one of them has joined the association. I know they can be brought in if gone after, and the furthest place is not more than two hours' drive from a certain village where a prominent member of the executive resides. I am not accusing him of negligence in the matter for I felt satisfied it was not expected of him; but my contention is (and I think you will agree to be the only effective scheme, which, of course, will prove a little costly at first but, no doubt, will be well repaid in the end) for a good

organizer to stir them up at once to the fact of what benefit may be derived from an association that is trying to stamp out the many trade evils existing at the present time against the legitimate dealers' interests.

"Too much cannot be said and done against the miserable tactics practised by both jobbers and manufacturers, and the only way that I can see to fight this evil (along with many others, which, of course, it is not necessary to mention) is to become thoroughly organized. Keep the secretary posted in such matters, when the association can deal with them, and advise the trade accordingly what should be done. My



THE LATE C. F. COMER, CALGARY.

Member Executive Board Western Canada Retail Hardware Association and one of the most popular business men in the west.

opinion is this will stamp a very great deal of it out.

DEATH OF C. F. COMER.

C. F. Comer, of Calgary, died suddenly last Sunday, after a very short illness, and his sudden death is deplored by a wide circle of acquaintances throughout western Canada. He was one of the most popular and most widely known hardwaremen in the west, and his name was a synonym among the trade for enterprise, integrity and good fellowship. From the time of its organization in 1904 he was a staunch supporter of the Western Retail Hardware Association, and the efficient state of the organization in Calgary was in great measure due to his efforts.

Mr. Comer was born in Kingston, Ont., only thirty-five years ago, his father being collector of customs in that city. He moved west when a mere lad, and in 1889 was a clerk in a Calgary hard-

ware store. Eight years later he commenced business on his own account and during the last ten years has succeeded in building up one of the best hardware businesses in the west.

Mr. Comer was prominent in fraternal society work and was the first Grand Master of the Alberta Grand Lodge of Oddfellows. At the time of his death he was Past Grand Patriarch and Grand Representative of the Grand Encampment of Manitoba. He was also prominent in athletic circles and was considered one of the best marksmen in western Canada.

His friends mourn the loss of a genial all round man and Hardware and Metal joins with the hardware trade of the west in extending sincere sympathy to the bereaved widow.

CROW'S NEST PASS ORGANIZES.

The merchants of Frank, Alta., and surrounding towns, have organized a Pass Mercantile Association, the object of which is to introduce a rigid cash system. The agreement adopted is too long for publication in full, but copies can be secured by writing to any of the members whose names are given below. The agreement provides that each member shall furnish the secretary his bond for \$150, and in case the agreement to sell for cash only is broken he shall forfeit his bond and also pay a fine of \$50. The following circular issued by the merchants interested explains itself:

To Whom it May Concern:

On and after Monday, the 11th day of March, 1907, all goods will be sold for cash only.

The above matter has been under consideration for some time, and the undersigned have agreed to abolish the credit system.

In taking this action we have carefully considered the welfare of our customers, as well as our own, and we feel that the cash system has proved a grand success.

Hoping all will see and derive the benefit of buying for cash, and soliciting a continuance of your patronage, we are,

Yours truly,

The Geo. Copley Co., Frank.
A. V. Lang, Frank.
Western Mercantile Ltd., Frank.
S. J. Watson, Frank.
The Frank Drug Co. Frank.
J. H. Bricker, Frank.
Western Mercantile Ltd., Bellevue.
Burnet & Lang, Bellevue.
Western Mercantile Ltd., Blairmore.
Western Mercantile Ltd., Lille.

Dated at Frank, Alta., this 22nd day of February, 1907.

P.S.—Any member violating the cash rule will forfeit the sum of \$200 to this association.

Effective Hardware Advertising

HOW TO PRODUCE IT

By T. Johnston Stewart.

There are more things in heaven and earth than are dreamt of in our philosophy of advertising. I had known that the hardware dealers of Canada were good fellows in the main—shrewd fellows who delighted in laying up their treasure on this earthly plane; but I would have been the last man on the continent to credit hardwaremen with a superabundance of modesty, and modesty verging on blooming, blushing coyness at that. I do not know what that means; but that's what's wrong with Canada's hardware dealers. Only a few more than a dozen ads have come in for criticism during the year 1907—thus far. Gentlemen! Like St. Paul and President Roosevelt I hate like ginger to use strenuous language; but—unless some more ads arrive within the next two weeks—I'll make a raid on all the press-clipping bureaus in our Dominion, and may the Lord have mercy, et cetera, et cetera.

A. W. Humphries & Son deserve a good deal of credit for the amount of space they occupy quite frequently in the Parkhill Post. A few weeks ago they moved into a new store and, like wise men, they took the public into their confidence. If you want to carry on a successful business that's one of the things you must do—or pretend to do. You must either take the public into your confidence or make the public believe that you are doing so. The Messrs. Humphries have their act down pat, or else they mean to carry on business with the lid off. The plan is good—if not carried to excess.

We would like to reproduce that ad appearing in the Gazette Review of February 28th only it is much too wide for our space. Although I would advise you to use price inducements more frequently, yet I am about certain that your brand of advertising pays and pays well. The big post card you mailed to us some time ago is a winner all the way. The arrangement is as near perfect as possible and as a supplement to your newspaper advertising it is distinctly unique and effective.

Aikenhead's ad is reproduced, not because of its perfections, but because it is a good deal more effective than most hardware advertising. Without questioning their claims, the most apparent feature about this ad is the business sense of the man who dictated or prepared it. Mr. Aikenhead looks on advertising as an investment pure and simple. It pays him to occupy so much space in the Toronto papers and just that much he occupies—no more. He has a few lines of special value and without circumlocution or waste of space he goes on to enumerate the articles. This is a sample of descriptive hardware advertising which would be more descriptive only that space in Toronto papers costs money. Nevertheless the ad is evenly balanced, the copy is simple and straightforward and therefore strong, and price talks frequently enough to make the whole successful ad-

vertising. Most merchants can note the arrangement with advantage.

Have you seen the Record Foundry Company's latest advertising? Don't worry if you haven't. It can only be recommended as a sample of freak advertising. Some of the directors of the company are notable men. The story of each director's business success and business connection is told in a paragraph of reading matter. The reading notice is surmounted with a photograph of a particular notable. Senator Josiah Wood, being a director of the Record Foundry, allows his venerable vis-

theless. The people of Canada want to know the reasons for the assumed superiority of Record Foundry furnaces and ranges—not the varied business connections of directors who may or may not direct. Even as supplementary reading notices to serious advertising, the Record Foundry notices must be classed with third-rate patent medicine advertising.

Mr. Westman of London knows how to get out neat advertising. Some day he's going to send along an ad big enough to reproduce and just as good as several we've noticed above his name in the London Free Press.

It's a far cry to last Xmas and it's quite a jump to Nova Scotia, but I want to tell Jas. Simmond & Co. that their big circular Xmas ad was just

CANADA'S LEADING TOOL AND CUTLERY HOUSE

<p>Garden Hose</p> <p>We have a little lot of about 1,000 feet of 1/2 inch Hose. The very thing for contractors' use, washing windows, carriages, etc. Complete with couplings, 8c per foot. Better quality, 8c, 10c, 12c.</p>	<p>Gillette Blades and Razors</p> <p>1907 MAKE</p> <p>Better than ever. We have these useful and necessary instruments in stock. Call early and see them.</p>
<p>English Table Cutlery</p> <p>CARVERS, In pairs and cases. CABINETS. And Cutlery Sets. ROGERS' "1847" FLATWARE Would make handsome wedding presents.</p>	<p>Horse Clippers</p> <p>Now is the time to trim your horses. We have a large stock of Boker's No. 1668 at \$1.25 pair. Boker's Ball Bearing, \$1.50 pair. Newmarket pattern, \$2.00 pair. Fellock Scissors and Clippers.</p>
<p>Plumbers' Tools</p> <p>Pipe Wrenches. Pipe Vises Gasoline Torches Fire Pots</p> <p> <small>Lead, Tin and Solder</small></p>	<p>Ship and Carpenters' Adzes,</p> <p>Bench Axes,</p> <p>Broad Axes,</p> <p>Lathing Hatchets.</p> <p> <small>The same sterling quality will be found in all the tools we sell.</small></p>

CALL AND INSPECT OUR STOCK

Aikenhead's

17-19 21 Temperance Street

age to yank furnaces and ranges out of the Record Foundry into the cellars and kitchens of the people of Canada. He's one of a group of men who lend their photographs to the advertising man for the purpose of boosting business. How Senator Wood's picture is going to sell furnaces and ranges to the people of middle and western Canada is a little bit mysterious, to say the least. And yet, that is the object of printing his picture. Directors influenced public opinion last century. The people of to-day are inclined to imagine that directors are about as valuable to most institutions as senators are to most countries. Public opinion may be wrong; but that's public opinion never-

about as perfect as circular advertising can ever be. I have seldom seen an ad better arranged and if the Simmond Company didn't do a rushing trade it certainly was not the fault of their advertising. We'll be glad to receive more samples of the Simmond Company's advertising—lesser ads preferred, so that we may reproduce them.

I expect the ads from all parts of the country will roll into the office of Hardware and Metal during the next few weeks. If they do not, you know my intentions, and—well, you know about what will happen. Send 'em along.

Profit in Sporting Goods

ITEMS OF ANGLER'S EQUIPMENT.

Much has been written in regard to the original types of fish hooks, or more strictly speaking, of the various devices meeting the purpose of the fish hook of to-day, some of which were not hooks in any sense of the word. The inspiring idea was to get something in the fish's mouth that could not be expelled, and a straight splinter of wood or bone with sharpened ends, attached at its middle to the line, answered this end so well that some aboriginal tribes still persist in its use. Hooks were a later invention, and still later they were improved by the addition of barbs—but, as above stated, this subject has been learnedly discussed by scores of writers, in and out of the sporting goods trade. The second problem confronting the primitive angler, though at first thought it may appear easier of solution, is still interesting tackle manufacturers. All fish are not surface feeders; consequently it became necessary to sink the bait to proper depth. Doubtless the original sinkers were pebbles, picked up on the shore and chosen with reference to their shape and weight. Among the baser metals lead is the best suited for sinkers, because of its specific gravity and the ease with which it may be worked. There is no record of the earliest use for the purpose, nor is it likely that any other metal will ever take its place. But only in this one respect of having found the best material has the manufacture of fishing line sinkers attained that point beyond which progress is impossible.

A Steady Evolution.

Older readers, says the Sporting Goods Dealer, can recall the time when few stores selling fish hooks and lines supplied sinkers as well. The angler had to provide these for himself. The usual process was to flatten a piece of lead to a thin sheet and wrap it closely around the line, though split buck shot were preferred by some. Then, as now, anglers held to their individual preferences in the matter of sinkers' shapes. Hundreds of years of experience and argument has not settled this question. Probably to the end of time there will continue the same difference of opinion as to the comparative merits of spherical, egg-shaped and cylindrical sinkers. Ideas and beliefs acquired through experience are pretty hard to do away with. The individual angler, too, has his own views as to the proper location of the sinker, some placing them close to the hook, others quite a distance above on the line. Here you will find one pinning his faith on a single bit of lead, farther on you may find the same weight divided into two sinkers, while the third angler affixes a half-dozen tiny shots to his line and stands ready to argue that his is the only correct way. Of sizes, shapes and patterns of sinkers, there are no end. Many of them are covered by patents and are winning considerable income for their inventors. The improvements have been principally in the direction of easy attachment. When more lead is to be affixed to the line, or a portion of that already on to be removed, it is no longer necessary to take off the hook, or pry open the tightly-closed halves of a split

shot, or bother with wrapping or unwrapping stubborn sheet lead. A few twists of the line in a spiral wire, or maybe the turning of a screw, and in an instant the work is done and the line ready for another cast.

Modern Methods Best.

The primitive angler was doubtless a still fisher, and one of his numerous difficulties was to reach the likely looking spots with a short fishing pole and at the same time keep his sinker and bait off the bottom. He hit upon the right way at last, when he tied a dry stick to the line at the proper distance above the hook. There was no bothersome current to carry it away, he could now throw the bait out the full length of the pole and line, and it would "stay put." Moreover, by watching the stick he could detect a bite quite as readily as when using a short line and was thus given a chance to plant the butt of the first pole in the mud and cut and rig a second one. Some one has said that the element of laziness first began to figure in angling with the invention of the float, and even at this day it is not hard to find anglers who detest a float as heartily as sportsmen detest a market hunter. But for some descriptions of fishing it is indispensable and will continue in active demand, in spite of the growing popularity of fly and bait casting. To sportsmen writers in quest of an interesting subject, there may be suggested "The Evolution of the Fishing Float." It is an awkward field of research and big enough to satisfy the most ambitious. Here, again, modern invention has been busy, old models improved upon, new materials used, methods of attachment devised. There are floats with spring actuated mechanism to keep the bait in motion, and others that respond to a bite with a "snap-and-catch-em" action that leaves the fisherman nothing to do but remove his captive and set the machine for another. Nearly every known material of sufficient buoyancy and proof against moisture has been used in the manufacture of fishing floats. The list is too long for enumeration. But still inventors are busy, and rarely a month passes without the patent reports showing something new in this line.

DEALER MUST KNOW GOODS.

A quarter of a century ago firearms, fishing tackle and general sporting goods were sold almost entirely by exclusive "gun stores," who were in evidence in every small town, and usually obtained old-time profits on everything they sold, says a writer in Hardware. Gradually the hardware merchants added guns, sporting goods, etc., until they have almost entirely driven out the old-time "gun man." * Nearly every up-to-date hardware stock now contains sporting goods. Some hardware merchants have a very complete assortment, and if judiciously handled it should be one of their most profitable lines, but many do not handle the line intelligently. Study the line; no one can make a success of goods they are not posted on—carry the number's staple in that section—have catalogs priced up to give a prospective

purchaser the desired information, not only about the goods, but prices as well, if desired—see that your stock is complete for your trade during the season, which in some sections is spring, others fall and others winter—reduce the stock when season is over, so as to have new fresh goods when the next season opens. Make attractive displays; if windows will permit, dress the window with sporting goods and kindred goods entirely. Good assortments well displayed, properly advertised and with intelligent salesmen are not half sold, but nine-tenths sold.

Sporting goods are proving every year more and more desirable for the hardwareman to handle, and to those who do not find it so, the main trouble usually is lack of salesmanship and poor assortment. Many proprietors and their salesmen trying to sell guns do not know what the difference is between a twist and Damascus barrel, or why the "twist" in a rifle barrel. If one cannot talk his wares intelligently, can he expect to find them salable or profitable? And he who only sells what the trade calls for is not a merchant or salesman but a storekeeper or order taker.

Modern merchandising is growing to be a science, the same as the professions, and it is only the ones who keep abreast of the times who can expect to succeed. Sporting goods are in a sense luxuries and as such should be profitable, and if not, the merchant should blame himself and not the line. Do not expect to make 100 per cent on everything, but many of the small items will bear even more and the average per cent. will be quite satisfactory, better than the general average of the store.

FISHING TACKLE SEASONABLE.

The season for fishing tackle lasts from May to August, and every hardware dealer should carry a stock of this as it is a profit-making line and sells readily. In the early days when few people had any interest in or time for fishing, all the trade done in fishing tackle was by the druggist or stationer. The business done in this line was so small as not to detract from the regular business done by the druggist and stationer.

Now that people are more numerous, and have more leisure time to disport themselves, the demand for fishing tackle has grown to such an extent as to make the trade in fishing tackle an important factor in the hardware business during the summer months.

Care must be exercised in getting in a stock of tackle, not to put in too large a stock, as it is a line that it is absolutely impossible to dispose of out of its own season. It is essential after putting in a stock to attractively display it. This is not a difficult matter, as reels, sectional rods, and bait spoons, with their shining surfaces, can be arranged into a very attractive window display.

If the line is properly advertised and displayed, and if care is taken in the selection of the class and amount of goods put in, the business in this may be made very profitable, as fishing is not a fad and never has been, and the trade, therefore, will have permanence.

HARDWARE TRADE GOSSIP

Quebec.

J. P. Lee, l'Annunciation, was in Montreal last week on business.

J. W. Leger, Vaudreuil, was in Montreal last week on business.

G. L. Elmes, Farnham, was in Montreal this week on business.

Mr. Williams, Pierreville, was a busy man in Montreal last week.

J. K. Findlay, Carleton Place, was in Montreal last week on business.

H. Martin, Hallville, was calling on the trade in Montreal last week.

A. Sweet, Winchester, was in Montreal last week purchasing supplies.

T. Bedard, l'Assomption, was in Montreal this week replenishing his stock.

C. Leblanc, Joliette, took a flying visit to Montreal last week on business bent.

C. Church, Labelle, was among the busy visitors in Montreal during the week.

E. G. Laverdure, Ottawa, called on some of the Montreal wholesalers last week.

Mr. Small, of Small Bros., Dunham, was buying goods in Montreal during the week.

F. X. Parades, St. Denis, called on some of the Montreal wholesalers last week.

L. P. Beaulne, Hawkesbury, called at some of the big Montreal warehouses this week.

The leather belting firm of D. K. McLaren & Co. has been turned into a limited company.

W. Leblanc, a member of the staff of Lewis Bros., Montreal, was married on the 18th/inst.

M. Moody, of the Matthew Moody Co., Terrebonne, was in Montreal last week on business.

C. O. Gervais, St. Johns, Que., was in Montreal this week for the purpose of purchasing supplies.

Mr. Wells, of Ha Ha Bay, was in Montreal last week smiling on his old friends in the trade.

R. H. Cowan, of The Traders Co., Buckingham, called on some of the Montreal wholesalers lately.

T. B. Woodman, of Woodman Bros., Alberton, P.E.I., visited some of the Montreal warehouses last week.

J. E. Kelley, of the Simonds Saw Co., of Fitchburg, Va., was in Montreal last week visiting the works of the Simonds Canada Saw Co.

The Rockwood Sprinkler Co., Montreal, Hugh Glassford, manager, are removing from the Temple Building on St. James street to their own premises, on Common street.

The distributing agency for "Harris oil," a high grade motor lubricant, refined by the A. W. Harris Oil Co., of Providence, R.I., has been secured by John Millen & Son, Montreal.

T. Hall, of the Hall Engineering Works, Montreal, has returned from New York, where he was called, in company with some prominent American en-

gineers, in connection with the repairing of steamboats.

Alex Gibb, manufacturers' agent, Montreal, has returned from a pleasure trip to Atlantic City and other southern points. Mr. Gibb on his way home visited several of the large manufacturers in the eastern states.

After a long period of testing a new automobile tire has been placed on the market by the Canadian Rubber Co., of Montreal, called the Canadian Clincher. Frank Paulin is manager of the automobile tire department.

A new concern in the marine engine field in Montreal is the Beaudry Gasoline Engine Co., with headquarters on Bleury street. This firm will manufacture a high-grade 4-cycle engine, of one, two and four cylinders.

John Forman, Montreal, dealer in electrical supplies, has this year added to his stock a large line of gasoline engine ignition specialties, among which is the sole Canadian agency for the K-W igniter, made by the K-W Ignition Co., of Providence, R.I.

J. P. Seybold, of the Starke, Seybold Hardware Co., Montreal, has just returned from a trip to Bermuda and the West Indies. Mr. Seybold states that manufacturers in general seem to overlook the fact that there should be a good field there for the disposal of their wares, and that most hardware concerns handle almost exclusively the goods of one large American house.

Ontario.

Barfett Bros., of Newcastle, have sold.

R. A. Mulholland, Port Hope, is selling out.

F. Anthony, Norval, has sold to Mr. Johnston.

J. Kelly, Oakville, has sold to J. N. McGregor.

Geo. Alexander, tinsmith, Toronto, has sold his business.

F. W. Old, hardware dealer, of Caledonia, has sold to J. H. Old.

Geo. H. Pedlar, Oshawa, has secured a patent on metallic clips for furring.

The assets of C. J. McArthur, tinsmith, at Renfrew, will be sold by tender.

A. Busteer has opened up a hardware business at 356 Queen street east, Toronto.

A. Kriesel has purchased the hardware business of Wm. Kriesel, New Dundee.

A disastrous fire swept through the village of Dorset last week. McKee & Co. suffered heavy loss.

J. J. Gillespie, of Gillespie Bros., Orangeville, called at the office of Hardware and Metal last Saturday.

The hardware stores of Caley Bros. and Howard & Hawkins were destroyed in the fire at Latchford this week.

The hardware, stove and furnace business of J. H. Worsell, Goderich, is now under the name of J. H. Worsell & Son.

Amongst those in Toronto this week were: Robt. Dandie, Streetsville; E. W. Hay, Falkenburg; Jas. Clark, Brechin.

W. A. Wilson's store at Newtonbrook was completely destroyed by fire. The loss is estimated at \$6,000 with no insurance.

Rice Lewis & Co. have filed another petition to wind up the affairs of the York Mfg. Co., the above creditors claiming \$578.39.

Peleg Howland, of H. S. Howland, Son & Co., arrived in Toronto from a month's holiday in California much improved in health.

R. G. Hall, of Schultz Bros., Brantford, before leaving for Detroit was presented by the employes with a suit case and a small purse.

Amongst hardware dealers who called in Toronto last week were: J. T. Hannant, Milton; W. D. Stinson, Omamee; W. L. Parrish, Porty Perry.

Fred G. McBrien, Toronto's youngest hardware merchant, was nearly killed a week ago by being struck by a street car, in front of his store at 1000 Bloor street west. He escaped with a badly cut face and is now around again.

C. F. Fawcett, Tiverton, has sold his business to Mr. McKee and will go to the west with his family. He bought out Ballantyne Bros., and took possession in July, 1897. Shortly afterwards he purchased the store from E. McLaughlan and a house from Geo. Clelland, fully intending to settle down for the rest of his career. Tiverton will suffer a loss in his removal.

Western Canada.

Stockwell & Perry, Estevan, Sask., have dissolved.

R. N. Thorburn, Airdrie, Alta., has sold his business.

A. Anderson, Salteoats, Sask., has sold to Crossley Bros.

Paull Bros., Broadview, Sask., are succeeded by Paull & Duffy.

Heinrichs Bros., of Aberdeen, Sask., have sold to John Schroeder.

J. Dunfield & Son, Foxwarren, Man., are succeeded by Geo. Scretten.

The Airdrie Hardware Co. has commenced business at Airdrie, Alta.

Brown & Armstrong, Carberry, Man., have sold to McGregor & Mitchell.

The Jas. Trout Mercantile Company, Blackfalls, Alta., are succeeded by R. A. Shular.

Cook & Deyell, Alameda, Sask., have been succeeded by the Crown Lumber and Hardware Co.

The Davidson-Fraser Lumber Company, Drinkwater, Sask., have sold their hardware business to W. Prout.

Friends of John Emslie, secretary-treasurer of the J. H. Ashdown Hardware Co., Winnipeg, will regret to learn that his health has not been restored by his stay in Bermuda. The latest news received is not at all reassuring, being to the effect that he expects to return to Winnipeg, and that it is considered necessary that he should be accompanied by a nurse.

HARDWARE AND METAL

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NEW ADVERTISERS.

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GOOD TIME TO GET CASH.

Good advice was given by Vice-president Dexter, of the Wholesale Hardware Association, at the recent Retail Hardware Association banquet, when he said that the present is an opportune time to clean up book accounts and put the business on a purely cash basis if possible or as near it as local conditions permit. Mr. Dexter referred to the fact that farmers now have plenty of money to their credit in the savings banks and the merchants should get after them to pay their bills. Too many farmers are drawing interest on money they owe to retailers.

The tendency towards the cash system of doing business is shown this week by the report that two of the Goderich members of the Ontario Retail Hardware Association have adopted the modern and safe position, while Paynter Bros., Tantallon, Sask., who conduct a large general store, have also issued a circular to their customers announcing that in future they will sell for cash only. Their letter points out that it is in many cases, not the question of the customer's solidity and honesty, as much as the question of the merchant's ability to finance his business when he has thousands of dollars on his books.

Farmers and others who ask for credit

from retailers in their home towns are the very ones, as a rule, who send cash to the departmental stores for goods they have not seen and inspected. They imagine the mail-order prices are the cheapest and the retailers who give credit help along this idea by continuing the credit system. The hardware dealer who sells for cash only can afford to sell at a closer margin, as he has no bad debts to figure on. He can, therefore, meet the mail order prices by adopting the mail order house's methods of doing business—the cash system.

The merchant who explains this to his customers and points out that he can also offer the additional advantages of allowing a personal inspection of the goods backed by a guarantee of a man who is on the spot, will have little difficulty in proving to his customers the justice of his request that in future they do their business on the cash basis.

ADOPT CASH BASIS.

The two largest hardware dealers in Goderich have decided, after years of hard experience, to discard the credit system of doing business and in future to do only a cash business. C. C. Lee and E. P. Paulin are the merchants who will take the plunge on May 1, and in a circular letter issued to customers they state that in other parts of the country the credit system is being discarded, with mutual satisfaction to dealer and customer. They give numerous reasons for the change, some of which are worth quoting:

(1) If the merchant gets cash for his goods he pays spot cash and saves the discount; as the result he is enabled to sell his goods at the very smallest profit.

(2) The cash system will enable the customers to buy goods right at home as cheap as at any of the large cash stores.

(3) The customer has the advantage of selecting his goods on the spot, thus avoiding the unpleasant and costly plan of receiving wrong goods from the big cash stores.

(4) Under the credit system the good-pay man has to make up for the poor-pay man and the man who never pays at all. Under the cash system every man will stand on his own merits.

(5) There are many other advantages to customer and merchant. The difference between our present credit prices and prices under the cash system will range from 5 to 10 per cent.; that is, we will sell goods for cash 5 to 10 per cent. less than at present. For heavy hardware, nails, wire, etc., prices will remain as at present, which are cash prices.

WEEKLY HALF-HOLIDAY.

The weekly half-holiday during July and August is growing in popularity throughout the country. For instance, the merchants in Ingersoll have given the proposition their hearty endorsement and during the hot months, on Wednesday afternoons the stores, with very few exceptions, have been closed. Ingersoll has made a great success of the weekly half-holiday, simply because the merchants worked in unison. The fact is, it is absolutely impossible to successfully carry through any proposition unless unanimity amongst the workers is secured. Any town or city can make a success of the weekly half-holiday if all the merchants work together.

PRINCE EDWARD ISLAND RIGHT.

In the eyes of the Province of Prince Edward Island, this Dominion is dishonored. That province came into the confederation on the understanding that uninterrupted means of communication be established between it and the mainland. This has not been done. For weeks almost every year the island is isolated and its trade suffers severely, to say nothing of the general inconvenience. The province is more than justified in its present agitation for a tunnel, and the Government at Ottawa should go into the matter seriously and either demonstrate that the undertaking is unfeasible or unjustifiable, or go on with it.

If the island were a stronger voting power at Ottawa its indignation would probably cut more ice, and at this distance it looks to us as if the Garden of the Gulf should throw its influence in favor of a union of the three Maritime Provinces to create thereby a province as influential as any in the confederation.

TRAVELERS' TAX WITHDRAWN.

The tax on commercial travelers, which has been such a trouble to traveling salesmen in the Province of Quebec, has been repealed, and they may now carry on their business without hindrance.

This tax has always been a sore point with commercial men, and it must be said that it seemed rather unfair, in view of the fact that they might enter any other province in the Dominion but British Columbia, and display their wares to their hearts' content, without having to "pay up," or resort to the underhand games that some were forced to play in Quebec to avoid the tax.

However, there is nothing like learning by experience and it is likely to be some time before the "wise ones" in Quebec will again resort to this means to help fill the provincial treasury.

BUSINESS CONDITIONS IN WESTERN CANADA

What is the actual outlook for business in the Canadian west? Has the country suffered much as a result of the hard winter? Will the severe winter seriously affect immigration, or will it affect it at all? Collections are slow now and money seems to be unusually tight in the west. Is this condition likely to last long? These are questions in which the business men of the country are very much interested and it is important that they should be acquainted with the actual conditions. Business men want the truth about the situation, not statements colored by the buoyant optimism of the west or the rose-tinted eyeglasses of the east.

To begin with, it must be admitted by all who give the subject any consideration that there is something wrong with the present state of affairs. Money is undeniably "tight" and business is suffering as a consequence. The banks are carrying many large business concerns and they are finding it hard to get the money to supply the requirements of their customers. In the winter season when money should be plentiful it is becoming increasingly difficult to make collections.

Railways at the Bottom of it.

The root of the trouble, as far as the west is concerned, lies with the railways. They have not kept up with the growth of the country. Their rolling stock and motive equipment are inadequate, under even the most favorable circumstances, to handle the western traffic; consequently the worst winter in twenty years put the junior road almost completely out of business and very seriously crippled the senior road. These are facts which cannot be disputed.

Even had the past winter been normal there were special reasons why the railways were up against a serious situation. In the Fall, when every available car is required to move the wheat crop, there was a sudden and unexpected call from Alberta to move live stock east. Heavy falls of rain in Alberta during the month of August were responsible for a luxuriant growth of grass and the ranch cattle were fat and in prime condition. At the same time there was a rise of about two cents per pound in the price of beef in the London and Liverpool markets. Heavy shipments resulted, and 1906 was un-

doubtedly the greatest cattle year the west has ever known. These cattle shipments required a great number of cars, and while the cattle shippers in Alberta were prosperous the farmers in Saskatchewan and Manitoba complained that there were insufficient cars to move their wheat. When navigation closed at Fort William it was seen that there had been much reason in their complaints. When navigation closed, on Dec. 12th, the big terminal elevators at Fort William and Port Arthur were practically empty, and from Sept. 1st, 1906, to Dec. 12th, 1906, the number of cars shipped was 2,443 less than for the corresponding period in 1905. Practically the whole of the Saskatchewan and a good proportion of the Manitoba crop remained to be marketed. The whole of the 1906 crop will not be marketed until the 1907 crop is ready for transportation.

Fall of the Egg Basket.

Now, it is a commonplace remark that the west has all its eggs in one basket, that everything depends upon the wheat crop. Generally speaking, this is true, and when the railways were unable to move the crop promptly it was inevitable that there should be a serious shortage of ready cash in the country. It is true that money was advanced by the banks on the security of the crops, but it must be remembered that these advances have been hindered by a world-wide money stringency, due to a great variety of causes. On the great bulk of the wheat crop yet unmarketed the banks have not advanced any cash, probably because they were unable to do so in the state of the money market this winter.

As it Looks Now.

This, then, is the present situation. Money is undeniably "tight," and all interests are waiting impatiently for the opening of navigation. When the wheat crop commences to move the present stringency will be greatly relieved and most of the obligations of the west will undoubtedly be discharged. There is no reason for undue anxiety; in fact, the business men who are best acquainted with conditions in western Canada, and who have had the longest experience in business in the west, are the men who are most optimistic as to the immediate future. The prosperity of the country rests upon too sure and

stable foundations to be disturbed seriously by the circumstances of the last six months. Western Canada is past the experimental stage. The tide of immigration is flowing in, unchecked by startling and exaggerated reports of the rigors of a severe winter, the railways are planning larger extensions this season than in any previous summer, and real estate values are steadily advancing. A little patience on the part of eastern manufacturers and wholesalers is all that is required. In a few weeks conditions will right themselves.

In one respect the severe winter, with its resulting hardship to business, has been a blessing in disguise. It has brought to the attention of the general public, of the railway officials, of the Railway Commission, and of the Government, the fact that the equipment of the railways is quite inadequate to the needs of the country. Great efforts will now be made to remedy this state of affairs; greater efforts than would have been made had not the need been made so apparent by the events of the past few months.

THE RIGHT SORT.

The Maritime Board of Trade is a growing power, and the more men like Secretary Creed whom it can enlist in its service the greater will its power become, and the more widely will its influence be felt. Mr. Creed is doing splendid work, honest, conscientious and enthusiastic work, for his provinces and their commercial interests. The importance of a good secretary cannot be overestimated, and the position is no sinecure. It requires a man of intelligence, ability, influence, enthusiasm and tact, and to feel that he is filling it successfully is an accomplishment of which any man may be legitimately proud. Four resolutions adopted at the last annual meeting: Fast Atlantic mail service; extension of the trans-continental railroads to Nova Scotia sea ports; the union of Canada and Newfoundland, and Imperial Federation, together constitute a moderately ambitious programme. To be able to feel that the responsibility for the ultimate recognition by Parliament of all that these resolutions involve rests largely upon his shoulders may account in some measure for the excellence of the results which Mr. Creed already has to his credit, and spur him on to renewed efforts and greater accomplishments in the future. It is very gratifying to the members of the Maritime Board that their resolutions are now more than ever receiving attention at Ottawa and the provincial capitals. This is almost wholly the work of Mr. Creed, aided by the increasing influence of the board.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 19 1907.

Steadiness is the prevailing feature in hardware circles this week, conditions remaining practically unchanged since last reported.

The rush usual at this time of the year continues without abatement and jobbers all over the city are working their staffs to the limit in order to keep up with the orders that keep pouring in daily.

Prices seem to have steadied down this week and dealers feel that they have about reached the limit.

Retailers are now having many calls for all kinds of spring and housecleaning goods, and report a good business in paints, washing machines, stepladders, wringers, pails, mops, lawn mowers, garden tools, etc.

Builders' hardware is also selling very briskly and is likely to continue so for some time to come, as there are thousands of buildings of all kinds going up in and about the city, which will keep up a heavy demand.

Last week we gave out a 15-cent decline on horseshoes. This should not have been mentioned as a decline, but as merely a correction in our price, the market having been at the following prices for some time:

	No. 1 and larger	No. 2 and smaller
Iron	3.65	3.90
Snow	3.90	4.15
Light Steel	4.00	4.25
Featherweight, sizes 0 to 4,	5.60.	
Toeweight, sizes 1 to 4,	6.85.	

For prices on all lines, see current market quotations at back of book.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 19, 1907.

The hardware trade has been quiet this week owing to the prevailing cold weather. All seasonable lines, though, are moving, especially housecleaning utensils, fence wire and poultry netting. Jobbers have experienced some difficulty in filling orders owing to the inability of the railroads to handle the trade. The question of transportation facilities is becoming more serious and unless the railroads make efforts to increase the facilities, the trade will be somewhat crippled this year.

The situation in screws remains the same—prices unchanged and a limited stock.

Wire nails are still very scarce. Advance in prices is looked for in some places. The situation is slightly improved as the factories are getting under way and are in a better position to supply the demand. Shipments of rods from the east are still a little late. Builders' hardware and mechanics' tools are experiencing a fair call, but building operations have not become extensive enough yet to strengthen the demand.

Large orders for poultry netting and green wire cloth are being booked, and so many orders are coming that the supply has been depleted and the prices advanced. The discounts now are 50 and 5 off.

The demand for lawn mowers, wheelbarrows and gardeners' tools is increasing, prices remaining firm and unchanged. With the opening of May the trade in these will be in full swing.

Difficulty is being experienced procuring butts, nuts and rivets. The trade in these is good. Prices are unchanged.

Sporting goods dealers are getting in full lines of guns and fishing tackle and will be in readiness for the opening of the season on May 1st. Small rifles are moving fast. All the hardware dealers will find it very profitable to carry a full stock of sporting goods, as the demand throughout the season is steady.

Orders for binder twine continue to come in. The greater part of them are booked up awaiting June shipment. Prices remain firm and unchanged.

The demand for horseshoes and nails is still good; the season for them will be soon over. No advance has yet been made on the Toronto market.

Carpet sweepers, washers and wringers experience a strong demand and lead the market next to fence wire and poultry netting. Orders for building paper are increasing.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 19, 1907

There has been very little change in market conditions during the past week and we have no price changes to report.

Galvanized sheets, which were ordered for April delivery, are coming along more promptly than expected, advices being received this week of many shipments. Jobbers were far-seeing, and instead of giving the British producers the usual month's notice for shipping, double that time was given. It is safe to say from present indications that May and June orders will be along with not more than two or three weeks' delay. This is gratifying to importers as with the low stocks in jobbers' hands a demand has sprung up for stock considerably earlier than in former years. In fact, dealers in Fort William are already asking for prompt water shipment of sheets ordered for June delivery.

The cheaper grades are being sold on a very small margin, jobbers say, but it is unlikely that any changes will be made in the present quotations this season.

Copper keeps in the foreground as the big feature of the metal market and keen observers of market conditions say there is no indication of any decline whatever in copper. In fact, so scarce are supplies that large sellers have been forced to default on some contracts for deliveries. The demand for copper is so great that the market will continue strong for some months at least, even

if there is a considerable shrinkage in the general volume of business.

Iron continues in its strong position, with some contracts for fall delivery being arranged at prices about as quoted for some weeks past. Bar iron is said to be considerably easier, but small sizes of bolts and nuts continue scarce. Cold rolled shafting, boiler tubes and similar goods are in fair demand.

Lead occupies a very strong position and while prices are unchanged, all prices are held very firm. The condition in antimony and spelter is about the same as a month ago. Ingot tin is in active demand and prices keep firm.

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 19, 1907.

General conditions remain practically the same as last reported, prices being firm without change, and business steady.

Dealers seem to think that things will go on for some time as they are, or at least until a demand of some kind starts prices soaring upward, or an over-supply in some lines will do just the opposite and reduce prices. Just at present, people seem to be waiting for new goods to arrive.

One man who is close to the situation in the States says that the American papers do not give the true condition of the metal markets.

In the States, foundries are reported to be well covered now for some time to come and as there is but little spot or second quarter foundry iron left to be sold, not much activity is expected in the American markets during the next few weeks.

In speaking of the copper situation in New York, the Iron Age says that "if any large amount of copper should be pressed on the market at the present time, concessions from the inside prices would have to be made. On the other hand, it is equally true that small lots for prompt shipment might be sold at higher prices than the regular market quotations. The refining plants, which were very inactive a month or six weeks ago, are now exceedingly busy, the ore and partially refined copper which were delayed in transportation having been pushed upon the market, and, consequently at the present time there is a very large amount of copper in the process of refining. The report is heard in more than one quarter that all the offerings of copper are being made by houses with strong European connections, and also houses that ordinarily buy copper in America for shipment to Europe, that an attempt is being made to break the American market by dumping on it copper that is not wanted in England and on the continent, mainly casting grades, in order that electrolytic copper can be purchased for shipment to Europe. On the other hand, it is known that these interests are anxious sellers, and are not buying even the higher grades, although they have been offered at concessions. It is only natural that the larger producers

in America should refuse to cut the selling price for small lots, as they are sold up for May and June deliveries, and until the market becomes more settled no one wishes to purchase copper for delivery during the latter half of the year, except at marked concessions.

Lead has completely recovered from the slump it took a couple of weeks ago, and is now within a very few points of the top notch price, and very firm.

London, Eng., Metal Markets

From Metal Market Report, April 16, 1907.

PIG IRON—Cleveland warrants are quoted at 55s. 4½d., and Glasgow standard warrants at 54s. 4d., making prices as compared with last week on Cleveland warrants, 4½d. higher; on Glasgow standards 4d. higher.

TIN—Spot tin opened steady at £185 5s., futures at £183 5s., and after sales of 260 tons of spot and 250 tons of futures, closed quiet at £185 2s. 6d. for spot, £183 2s. 6d. for futures, making price as compared with last week £1 7s. 6d. lower on spot, and £1 12s. 6d. higher on futures.

COPPER—Spot copper opened strong at £98 5s., futures at £98 5s., and after sales of 400 tons of spot and 700 tons of futures, closed firm at £98 10s. for spot and £98 10s. for futures, making price as compared with last week 5s. higher on spot, and unchanged on futures.

LEAD—The market closed at £20 2s. 6d., making price as compared with last week 10s. higher.

SPELTER—The market closed at £25 10s., making price as compared with last week 10s. lower.

United States Metal Markets

From the Iron Age, April 18, 1907.

The United States Steel Corporation yesterday opened its books for rails for 1908 delivery, no change in price being made. It is understood that a number of the railroads desired to secure deliveries for 1908, and that in the aggregate inquiries in hand foot up to about 250,000 tons. The Tennessee Company last week booked 46,000 tons for 1908 delivery for the Louisville & Nashville road. Current business for this year's delivery includes 20,000 tons for the Monterey, Fresno & Eastern, 10,000 tons for July delivery for the Frisco System, and a considerable number of smaller orders.

So far as can be learned, there have been only scattering purchases of bars by the implement makers for the coming season, the makers and the mills not having got together as yet.

The heavy purchases of steel making irons made in Pittsburgh last week seem to have given a good deal of encouragement to makers of merchant iron of different grades, west and south. They do not, however, appear to have stimulated in any way buying of steel making irons in the territory east of the Allegheny Mountains, where basic iron has been lifeless.

Apparently there has been placed only a small part of the tonnage of foundry

iron, for which three large consuming interests were inquiring last week. In one instance some foreign iron was taken for pipe purposes.

A good deal of foreign iron continues to come in and is expected to arrive at the rate of one 5,000-ton boat per week for some time to come. It is being offered on the basis of close to \$19.50 per ton for Middlesbrough No. 3, ex-ship, in spite of the advance in prices abroad. This level of price, when compared with the cost of domestic irons, explains the continuance of the import movement, since the iron can penetrate very far inland.

It is a fact, in spite of all assertions to the contrary, that manufacturers of copper wire have asked that deliveries of copper be postponed. There have been a number of cases involving important quantities.

From the Iron Trade Review, April 18, 1907.

The American Steel & Wire Co. now has on hand orders about four times as large as those on the books at this time last year, and there is no prospect of a decrease in the demand for wire products. Specifications for shapes are heavy and are reported as coming from many sources, indicating prosperity in numerous lines. Ordering of cast iron pipe has been delayed in some instances on account of inability of municipalities to float bond issues. Bar iron shows some irregularity.

Although there is considerable activity in the scrap market in some centres, the general tendency is toward lower prices. The demand for coke is not active and prices are lower.

One small cargo of iron ore has been delivered at a Lake Erie port, but on account of the continued cold weather, there will not be a general opening of navigation for about 10 days or two weeks. Wage schedules of lake employes are being adjusted without difficulty, a number of advances having been granted.

Shafting, which has been selling at very irregular prices for some time, is reported strong at Chicago and in Cleveland and other centres there is a disposition to insist upon higher prices. The demand is improving, and on the whole, the outlook for this product is more encouraging. Several independent interests have followed the principal producer of pipe in withdrawing quotations, but the demand is undiminished. Jobbers are finding it difficult to keep their stocks replenished.

Western Ontario News

London, Ont., April 17, 1907.

Local plumbers report more than seasonable dullness in trade, nor is there anything reassuring in the outlook; for the prospective building activity, extensive though it undoubtedly will be, promises to be of a character that will cut little figure with the plumbers, being for the most part confined to arti-

sans' homes in the outskirts of the city, where the plumbing amounts to practically nothing. "The trouble is," remarked a leading master plumber to your correspondent, "imperfect, low-priced work has knocked the bottom out of the trade in London, for with the majority of people price is of first importance. And I can see no remedy, either, until an inspector of plumbing is appointed, which is the only means of putting a stop to 'cheap' work in this city."

The fact that trouble over wages is expected on May 1st, when the men will make demands which are almost certain to be resisted, does not improve the situation.

The F. C. Hunt Plumbing Co., of this city, have gone into the supply manufacturing business, having established a foundry at Hensall, about forty miles north of the city. At present they are confining their operations to the manufacture of pumps, soil pipes and fittings. They report trade very good, with some large contracts in prospect.

The Labatt Manufacturing Co., which some time ago took over the premises and plant of the Stevens Manufacturing Co., are meeting with unlooked for success. At present they have about 150 hands at work, which number, it is expected, will be considerably added to shortly, but instead of machinists and iron workers the new men will be brass and wood workers; for the company have recently made some radical changes in their establishment. They have decided to cut out the iron work department and confine their attention solely to the manufacture of steamfitters' and plumbers' supplies. Not long ago the iron working machinery was largely replaced by new machines of the most modern design. These have all been disposed of and cleaned out to make room for the material increase in the other lines mentioned.

The Scott Machine Co. is one of the busiest of London's new concerns. They have just installed in the Tecumseh House, which has recently been overhauled and improved throughout, a laundry and fan outfit for the kitchen, to be operated by one of the Scott Co.'s own gas engines. The company report all iron lines very busy, the only difficulty being annoying delay in the delivery of material. They have secured the contract for overhauling the presses of the Southam Printing Company, a work that will keep a number of men busy a couple of months. Elevator business is quiet with the firm, but from the number of inquiries being made the outlook cannot but be regarded as cheering.

The Mann Brass Works have good reason for being busy, for they are on a number of contracts from the northwest, where the demand for their goods is very great. A large number of orders have already been filled, but that seems to make no difference to the staff, for orders keep coming in quicker than they can be filled.

Nova Scotia News

Halifax, N.S., April 16, 1907.

The spring trade is now in full swing and business is most satisfactory. While the weather conditions are not quite so favorable as they might be, jobbers have no complaint to offer as regards business. Orders are being filled as rapidly as possible and sent forward. Prices continue very firm, and there is no immediate indication of any change in the market. The demand for builders' material is very heavy, not only in the city, but from outside districts. Options on eighteen different gold mining properties, the Leipsigate gold mining district, Molega gold mining district, Whiteburn gold mining district, Pleasant River gold mining district, and Brookfield gold mining district, have been obtained by interests closely identified with the Micmac Gold Mining Company, and also an option on a 10,000 h.p. water-power site on the Mersey river, the purpose being to build an electric power house, and run electric transmission lines to the different mines and mining properties under option. If this plan is carried through, it will make it possible to work these properties, which could not be worked under the old expensive methods, using steam for power, and coal and wood for fuel, and will make the mining districts in Queens and Lunenburg counties the biggest gold mining consolidation in Nova Scotia. It is expected that it will make the districts of Molega and Brookfield boom as the Leipsigate district is now doing. The company that is installing an electric transmission line from the power-house on the Mersey river to the Micmac mines, is erecting spruce and hemlock poles, instead of cedar.

It is reported that several valuable copper mines in Cape Breton will be developed during the coming summer. The Coxheath mine, which has been lying dormant for many years, will be reopened, and the ore shipped to the Dominion Mining and Smelting Company's plant at Pictou, N.S. It is thought that Coxheath property can be made remunerative. The Pictou smelter is eager to obtain any quantity of copper ore, and as a result of its energy, a number of embryo copper mines are being developed in Nova Scotia and Newfoundland.

The Eagle Head copper mine will also be worked. It is situated near Gabarus, C.B. A company will be formed to take over the mine and push the work vigorously, as the deposit of copper is a good one and capable of a large yield.

Coal mining in Cape Breton is very active this season, and a large output is anticipated. A new seam of coal, six feet deep, has been discovered at Lisgar and the Dominion Coal Company will establish a colliery there. It is expected that within two years the company will expend a million dollars in development work.

Work at the Dominion Iron and Steel Company's plant in Sydney is booming, and daily cars of rails are being rushed to the west for the C.P.R. Mackenzie and Mann's order for 18,000 tons of rails is also being filled. These rails

are assorted, some being 60 and others 80 pounds. As soon as the Bessemer steel converters are completed, the output of the mills will be very greatly increased.

John W. Regan, of Halifax, who is largely interested in copper areas in Cape Breton, has gone to London in connection with the properties.

Hedley McDonell, a well-known business man, of Parrsboro, N.S., is going to western Canada to settle.

J. A. Donns, a business man of Charlottetown, P.E.I., accompanied by his wife and family, have gone to Edmonton, to take up their residence.

Jobbers report trade good in all lines. Many of them are now filling orders for the lobster men and general fishing supplies. The sale of nets is a little backward, caused principally, it is said, by the advance in price of these articles. They are higher now than ever before. For sheet nets \$5.80 is asked, and for barbed \$7.90. Cotton twine is also higher and sales are slow. It is quoted at 34 cents, which is about 20 per cent. higher than last year's figures. These are a good demand for builders' supplies.

In the course of a short time Sydney will have another important industry in the shape of a brass foundry, which will give employment to at least 75 men. The company, which will be known as Shaw & Mason, has been organized provisionally and is now seeking incorporation. The company will be capitalized at \$100,000. The following are the provisional directors: E. E. Shaw, T. P. Mason, H. C. Burchell, G. A. R. Rowlings, Alex. Johnston, Norman McDonald and J. A. Young. The business of the company will be the manufacture of brass goods of all descriptions and certain lines of cast iron. The plans of the building are now being prepared and construction work will be proceeded with immediately. The building, which will be three stories high, will have a frontage of 70 feet, extending 180 feet back.

A. C. Thompson, president and manager of the A. C. Thompson Company, of North Sydney, left recently for Vancouver, where he will open up a warehouse for the handling of the company's foundry products there. Several shipments of hot water boilers and stoves, manufactured by this company, have already been made to the west, where they have found a ready market.

Development work is being pushed with vigor at the Annapolis Iron Company's property at Torbrook, N.S. Two shafts have been sunk in the ore, one 160 feet and the other 180 feet. The company is now producing 300 tons of ore per day. About 200,000 tons of ore is ready for stocking. The entire out-

put of the mine for the ensuing summer has been sold to the Londonderry Iron and Mining Co. About 1,500 feet from No. 2 shaft a rich vein of red hematite has been uncovered, showing a width of over six feet on the surface. It is said there is a million tons of ore in sight, and it is considered one of the richest beds of iron ore even uncovered in Canada.

A representative of a large cutlery firm in England spent the greater part of last week in Amherst negotiating with the Victor Wood Working Company for as much of this company's output as they would contract to sell. There is a large demand for handles of all kinds in Great Britain, and the English concern was willing to contract for the whole output of the Victor factory, but the company decided to reserve a certain proportion for the Canadian market. During the past month the Victor people have shipped over one hundred thousand broom handles in addition to a large quantity of butcher's, the greater portion of which went to the Montreal market.

N.B. Hardware Trade News

St. John, N.B., April 16, 1907.

Business in all lines continues brisk. Orders are coming in freely from outside and local trade is picking up all the time. Indications point to an unusually busy Spring trade. Prices remain practically unchanged.

At a luncheon held at 1 o'clock on Thursday last the members of the Canadian Club of this city were addressed by Harry Cockshutt, of Brantford, president of the Canadian Manufacturers' Association, on the importance of the industrial life of Canada and the great future in store for the Dominion. In the course of his remarks Mr. Cockshutt spoke in favor of giving a preference to the Mother Country and the sister colonies, and of the need of keeping money in the Dominion by increasing the production to meet the consumption. The address was listened to with great attention by the large number present and a vote of thanks was moved by Hon. H. A. McKeown, and seconded by T. H. Estabrooks. The latter referred to the Canadian Manufacturers' Association as one of the most important organizations in Canada. The fact, he said, that in the course of five or six years, the membership had increased to 2,000 was an indication of its influence on the manufacturers of the country. The motion was carried unanimously and Mr. Cockshutt briefly replied.

In the afternoon after the luncheon a meeting of the local members of the Canadian Manufacturers' Association was held at which Mr. Cockshutt and G. M. Murray, the secretary of the association, were present. Mr. Cockshutt took the opportunity to urge upon them

the good to the province of establishing a New Brunswick branch of the association with a paid secretary. There are now six provincial branches in the Dominion and the president intimated that the parent association would assist if New Brunswick men could see their way to accept his suggestion. The proposal met with the approval of those present and it is probable that the matter will be taken up in the near future by some of the leading manufacturers, as it is thought a provincial branch would be of great benefit to industrial and manufacturing concerns.

The St. John Railway Company will make extensive changes in their power plant to provide for the extra service on the west side of the harbor, now under construction. They expect to install four super-heaters to be used in connection with 7 250-h.p. Babcock and Wilcox boilers, also an 800 k.w. 550 direct connected generator to Corliss engine, slow speed about 90 r.p.m. They are also calling for tenders for 1,650 seamless brass condenser tubes, 8 foot $2\frac{3}{4}$ inches long— $\frac{3}{4}$ -inch. outside diameter, thickness of tube, 18-inch Stubb's wire gauge—composition of tubes 60 per cent. copper, 40 per cent. zinc. Tubes to be lined inside and out.

D. McArthur, St. John, is having plans prepared for a self-contained brick residence, to be built on Paradise Row. The building will be two storeys, about 90 x 25 feet. Hot water heating, electric light and modern plumbing will be installed.

Fire at Dalhousie, N.B., on Friday, April 12, destroyed the factory of the Restieouche Woodworking Co., the principal industry of the town. The loss is estimated at \$80,000, with insurance of \$49,000. The factory has been in operation about two years, and employed some 150 men. The company will probably rebuild.

The board of public works of this city last week considered an application from the Lands Produce and Cold Storage Company, in which Sir Frederick Borden, George M. McAvity, R. J. Graham, of Belleville, (Ont.), and others are interested, for a site on which to build a cold storage warehouse. The board has recommended that a block of land situated to the north of Nelson stn., and 350 feet east of Union street, should be offered to the company, on a ten years renewal lease, for the erection of their building, at a rental of \$250 a year, with tax exemption over \$25,000 valuation, on condition that the building be completed this year. The two other sites previously discussed were abandoned for various reasons. The offer is open until May 1.

At the annual meeting of the St. John Real Estate Company last Wednesday the shareholders elected the old board of directors, viz.: R. G. Holey, J. M. Queen, F. Neil Brodie, Robt. Maxwell and L. P. D. Tilley. A half-yearly dividend on an 8 per cent. per annum basis will be paid May 1. The company is

calling for tenders for installing complete modern plumbing in three of their houses, and for painting the same number.

F. Neil Brodie, architect, acting for the Partington Pulp and Paper Company, has signed contracts for the erection of a two-storey and basement brick and stone building, to be used as offices by the company at their mills, Union Point. B. Mooney & Sons have the masonry contract; Stanley Williams, carpentry, and John Coughlan, plumbing and heating. The building, which is to be 54 x 40 feet, will have hot water heating and open plumbing. It is to be completed by the middle of August.

Letters patent have been issued incorporating Thomas McAvity, John A. McAvity, George McAvity, William McAvity and Stephen S. McAvity, all of St. John, as T. McAvity & Sons, with a capital of \$600,000.

James H. Doody, the Prince William street plumber, is visiting in New York. He is accompanied by Mrs. Doody.

WINNIPEG WHOLESALE SHIPPERS

An association of the traffic managers connected with the different wholesale houses in Winnipeg was formed last week by G. E. Carpenter, manager of the transportation department of the Winnipeg Jobbers' and Shippers' Association. The object of the association is to bring together the traffic men in the different wholesale houses, for the purpose of discussing matters of interest and systematizing their work. The following were the officers elected:

Hon. president, J. H. Ashdown; first hon. vice-president, A. A. Gilroy; second hon. vice-president, W. Georgeson; president, W. P. Curran; vice-president, T. H. Van Every; secretary, J. T. Peer; treasurer, G. E. Carpenter; executive committee, P. G. Denison, R. J. Salisbury, D. W. Harmer, with the president, vice-president, secretary and treasurer.

Those present were: R. J. Salisbury, representing R. A. Rogers & Co.; A. Cookson, Miller, Morse & Co.; P. G. Denison, J. H. Ashdown & Co.; T. H. Van Every, Marshall & Co.; W. Reynolds, Kemp Mfg. Co.; E. P. Dalv, J. Y. Griffin Co.; W. P. Curran, T. Eaton Co., Ltd.; J. D. Clair, Foley, Lock & Larson; R. Bagot, Kilgour, Rimer Co.; R. W. Harmer, Codville, Georgeson Co.; L. Robinson, T. L. Robinson Co.; F. G. Man, McClary Mfg. Co.; J. T. Peer, Dunn Brothers; G. E. Carpenter, Winnipeg Shippers and Jobbers' Association; H. S. K. Drury, president engineer board of railway commission.

VICTORIA, B.C.

Business in all lines is very brisk this season; all merchants report sales very heavy and feel decidedly optimistic about the future of Victoria.

Real estate offices have sprung up like mushrooms during the last few months; business in that line being very active. Some large turn-overs have been reported. This activity is due to numer-

ous strangers thronging in here, and seeking homes in this delightful climate. They are a splendid class of people and a decided acquisition to the community. The bringing of these people here must be attributed almost entirely to the efforts of the Victoria Tourist Association, which is a splendid organization and has done much for the city, and all Victoria merchants readily acknowledge that the gradual increase in business is due to the steady influx of people into the city and surrounding districts.

In connection with the "Tourist Association," there is a free exhibition room, which is used exclusively for the display of goods manufactured in Victoria. This is a large hall, well lighted, and spaces are rented to local dealers and manufacturers, who make very attractive displays of their productions, and the public are very cordially invited to inspect the same.

TRAFFIC TROUBLES.

What the freight congestion is costing Canada no one can estimate. If it does not check the present industrial development and commercial prosperity we may be thankful. The west, from the nature of things, is worst off, but trade in the east is hampered in a way that is very harmful to business. A Toronto wholesale grocery house shipped a car of goods to Blind River, on the north shore of the Georgian Bay and it was twenty-four days on the way. Three days would have been a long time. Another house shipped a car to Calgary on Jan. 5, and it arrived on April 6. A Montreal firm shipped a car of sugar to Oshawa on March 25. It did not arrive and tracers were sent out. It was reported to have reached Belleville on March 28. Then four different conductors reported the car empty. The sugar was found in another car in Midland and it finally reached Oshawa this week. For a week prior to Wednesday the Grand Trunk has been refusing cars altogether and the C.P.R. has been furnishing only a quarter of requirements. Freight offering is increasing instead of diminishing and when the railways will catch up it is hard to imagine. The opening of lake navigation will relieve the traffic between east and west. The situation is such that the Government should be taking a much more active part in solving the problem and in preventing the recurrence of the difficulty.

THE INTERIOR.

Not only should the windows receive attention, but also the interior of the store should be tastefully decorated. All boxes should be piled evenly, all stock should be kept in tip-top shape, and bits of wall space should be filled with a panel of black velvet, against which brightly polished articles are arranged.

It would surprise many hardware dealers if they knew how much quicker certain stocks would move if they were only shown. Goods must be where people can see them—some goods will be called for, but you would sell these goods, anyway.

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephens' Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand Will you supply it in your territory?

Write for our special pan, tells how "We help you sell."

G. F. Stephens & Co.

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PAINT AND COLOR DEALERS

WINNIPEG,

CANADA

MANITOBA HARDWARE AND METAL MARKET'S

Market quotations corrected by telegraph up to 12 a.m. Friday April 19. Room 511, Union Bank Bldg, Winnipeg, Man.

The spring rush is on and Winnipeg wholesale houses have practically all the business they can handle. Owing to the tie-up on the Canadian Northern lines there are many delayed shipments for points on that railway. In fact the congestion of freight and the apparent inability of the railways to handle the business offered them are the only serious drawbacks to the present trade situation. And they are quite serious enough.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9 \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.00; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.96; 11, \$3.02; 12, \$3.10; 13, \$3.20; 14, \$3.30; 15, \$3.45. Annealed wires (uncoiled) 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

HORSESHOES—Iron No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILS—Capewell brand, quotations on application. No. 10, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M" brand and other brands, 55 to 60 p.c. Add 15c. per box.

WIRE NAILS—\$2.95 f.o.b. Winnipeg, and \$2.50 f.o.b. Fort William.

CUT NAILS—Now \$2.90 per keg.

PRESSED SPIKES—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS—Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS—Bolts, carriage, ¾ or smaller, 60 per cent. bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stone bolts, 70 and 10 p.c.

RIVETS—Iron, 60 and 10 p.c.; copper, No. 7, 43c., No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—½ in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, \$4.50; 1, \$4.25; 9-16, \$4.20; 1, \$4.25; ¾, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory doz., \$3.15; No. 1, \$1.90. No. 2, \$1.60; octagon, extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. dis. off list; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard

flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS—Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS—Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-inch, per 100 feet length, \$9; 7-inch, \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ per cent.; other galvanized lines 30 per cent.

CORDAGE—Rope, sisal, 7-16 and larger, basis, \$11.25; Manila, 7-16 and larger, basis, \$16.25; Lathyrn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS—Royal Canadian, \$35; B.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 p.c.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette, plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC.—Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot, ordinary, per 100 lbs., \$7.75; chilled, \$8.10; powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, ¼ inch, \$2.65; ¾, \$2.80; 1, \$3.50; 1½, \$4.40; 2, \$6.35; 1¼, \$8.65; 1½, \$10.40;

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Warehouses

WINNIPEG

2, 13.85; 2½, \$19.00; 3, \$25.00. Galvanized iron pipe, ⅜ inch. \$3.75; ½, \$4.35; ¾, \$5.65; 1, \$8.10; 1¼, \$11.00; 1½, \$13.25; 2, inch, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON.—Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.90, 30 gauge or 10½ oz., \$5.20; Queen's Head 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20x28, box \$10; IX charcoal, 20x28, , \$12; XXI charcoal, 20x28, \$14.

TERNE PLATES.—Quoted at \$9.50.

CANADA PLATES—18x21, 18x24, \$3.50; 20x28, \$3.80; full polished, \$4.30;

LUBRICATING OILS—600W. cylinders, 80c.; capital cylinders, 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE—Silver Star in brls., per gal., 20c.; Sunlight in brls. per gal., 22c.; per case, \$2.35; Eocene in brls. per gal., 24c.; per case, \$2.50; Pennoline in brls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; Engine gasoline in barrels, gal. 27c., f.o.b. Winnipeg in cases, \$2.75.

PAINTS AND OILS—White lead, Pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c.; in kegs, 3½c.; turpentine, barrel lots, Winnipeg, \$1.01; Calgary, \$1.08; Lethbridge, \$1.08; Edmonton, \$1.09. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$3.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to \$17.30.

CHECKING OF FREIGHT BILLS.

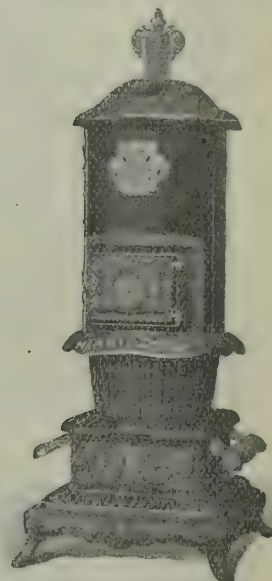
This subject of very great interest to the retailer and wholesaler is taken up in the April number of the Hardware Dealers' Magazine by A. D. Allen. There is a good deal of friction caused between consignor, consignee, and transporter, by dilatory checking of freight bills and by neglect to check them. Mr. Allen clearly illustrated his ideas by the citing of an instance directly connected with the hardware company in which he was interested.

Early last fall his company made a shipment of high-class guns to one of their customers six hundred miles distant. The consignee had several times objected to paying the freight bill and finally stated after enquiries being made by the consignors that the guns were rusty. He had opened the boxes in the freight shed and found them in bad condition. The goods were returned to the consignors, with unpaid freight charges, together with accumulated storage charges, which had been unpaid. The consignors were unable to collect any damage charges from the railroad because no expense bill had been filled out with the damage noted. If the consignee had requested the station agent to write on the face of the expense bill, "badly damaged by rust," the consignors, or having the goods shipped back to them, would have been able to make a full collection of damage charges from the railroad company.

As Mr. Allen truly says, railroad companies are essentially carriers. That is what they exist for. They are not for a moment to be held responsible for differences between consignor or consignee, caused by neglect on the part of either of the latter. He said, "We know of no road that is not reasonable in the matter of settling claims based on an expense bill marked in accordance with facts as stated in the claim."

A great advantage could be gained if consignees would be insistent in their demand that railroad agents write on the face of their expense bills that damage has been done and, if necessary, a description of the damage sufficiently detailed to convince the claims office just what the damage is and that theirs is the responsibility. If the consignee would do that and then accept his shipment it would only be necessary to return the goods to the shipper, attaching the expense bill so marked. Such a simple precaution would prevent friction between consignor and transporter and put the consignor and consignee on more amicable terms.

EMPIRE STOVES AND RANGES



MAJESTIC EMPIRE

This is the largest Oak Stove made in the world. You may say: "Why did you make it?" Because Canada is as cold as any country in the world. Did you ever sell a large heater where you ought to have sold a larger, but could not get it? You have! Needn't any more, we have it.

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One of the best appointed stores in the province. Well selected stock.

No Opposition in Town
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Near Toronto. Reason for selling: Owner has other business which requires all his time. This is worth looking into.

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[17]

About the "C" Brand "Hot-Forged" Horse Shoe Nails

THE MATERIAL we use for our "C" brand Horse Shoe Nails is a special quality of steel nail rods made especially for our purpose in Sweden, where the best and purest iron ores in the world are obtained. From these Swedish ores the steel is made, using wood charcoal, that being the purest and best fuel. All the nail rods we use are made from this special kind of Swedish steel. They are further subjected to exacting chemical and physical tests to ensure that they are up to our required standard. The *tensile strength of the nail rods used by us is indicated by their average tests, to be equal to 55,000 lbs. per square inch, with an elongation of the test piece of 35 per cent. before being ruptured.

*Tensile strength means the strength or power to hold together while subjected to a force tending to stretch or rupture, by pulling.

Forty years' experience in the use of Swedish iron and steel as a material for the manufacture of horse shoe nails, confirms us in the belief that there is no better material known than we use, or used for the purpose, by any maker in the world.

They drive easily into the hardest hoofs without bending, clinch firmly, and will hold the shoes on until required to be removed.

When you buy or use the "C" brand Horse Shoe Nails you can rest assured that there are no better horse nails made in the world. Will you order them? Samples and quotations on application.



CANADA HORSE NAIL COMPANY

Established
1865

MONTREAL

Still in Business
1907

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion. Any questions asked will be promptly answered. Do you want to buy anything? Want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Storing Bar Iron.

R. A. Cockle, Kaslo, B.C., writes: "Could you let me know what has been or pit for storing bar iron in stores carved found the most convenient form of rack rying not over 50 tons of iron and pipe?"

Answer.—The most convenient form for storing bar iron or pipe is the ordinary rack system, which consists of pits sunk four or five feet beside the well of the warehouse with a width commensurate with the amount of stock to be carried.

About six feet above the floor of the storeroom will be the horizontal timber in the wall of the wareroom in which are inserted the arms for separating the different measurements of bars and pipe carried in stock. The distance at which these are separated and the length of the arms depends also upon the size of the stock carried.

This system is used successfully by Toronto firms, and can by proportionate reduction of measurements be used by smaller dealers.

THE TOBACCONOTTON HOE.

E. C. Atkins & Co., the "Silver Steel Saw People," of Indianapolis, are introducing a four-sided hoe which they claim, will prove very popular. The following are the features which, the manufacturers claim, make this hoe superior to others: Time is saved through being able to sharpen all sides at once, and by the construction of the



The Tobaccotton Hoe.

"eye" it is impossible for the handle to become loose. The blade is well balanced and works well in hard or grassy spots, the tilt being adjusted to the proper angle and the balance of the hoe just right.

The tool is known as the tobaccotton hoe, and while especially suited for use on tobacco and cotton plantations, is also equally adapted for general use.

The company issue a descriptive circular which may be had on application.

LEWIS BROS.' TORONTO OFFICE.

The Toronto office of Lewis Bros., Montreal, under the management of W. R. Tait, has been recently renovated and made ship-shape. New hardwood floors have been put down, the walls have been papered, and on them have been placed slanting shelves for the display of cutlery, etc. A great improvement in the office has also been made, and with an attractive arrangement of a complete new line of samples and a new office staff, Lewis Bros. will be well represented in Toronto.

HAS EARNED A REST.

Many readers will be surprised to learn that R. A. Mulholland, Port Hope, has determined to retire from active business. In 1871 Mr. Mulholland's father, in partnership with Peter Brown, bought out the hardware business then conducted by John Mulligan, at Port



R. A. MULHOLLAND, PORT HOPE.

Who for a quarter of a century has conducted a hardware store in that town.

Hope, so the Mulholland name has been associated with hardware retailing in that town. Mr. Mulholland's father had also a large hardware business in Cobourg, and in 1877 R. A. Mulholland entered his father's business there. In 1882 he moved to Port Hope and took his father's place in business with Peter Brown. Ten years later he bought out Mr. Brown and conducted the business himself, and has continued up to the present at the head of what has been one of the most successful businesses between Toronto and Montreal, making a quarter of a century of active business management in Port Hope. Mr. Mulholland after his long and successful business career intends to enjoy the remainder of his life in dignified ease. He will still make Port Hope his home, but will travel and otherwise enjoy himself.

Friendship is good in a store, but not too much—just friendly co-operation.

Have YOU Talked “Metallic” Fronts

?

ATTRACTIVE AT SMALL COST

PLAIN OR ELABORATE IN DESIGN

SUITABLE FOR ALL CLASSES OF BUILDINGS

We will design and quote on YOUR suggestions or specifications.

We instruct OUR dealers in the manner of erecting.

“We protect the trade”

THE METALLIC ROOFING CO.
OF CANADA, LIMITED

Manufacturers

Established 22 years

TORONTO AND WINNIPEG

LABOR FOR THE WEST.

At least sixty thousand laborers are required this Spring in the Canadian west if the season's programme of railway construction is to be carried through. Where can this labor be secured? The railway companies find it much easier to find the money with which to finance their great enterprises than to find the men to wield the pick and the shovel. Certainly the labor can not be secured in Eastern Canada, for the east has its own labor shortage to face. There is a continued movement of population from east to west, but it is for the most part of the class who want to learn farming, take up land or go into business; not the class looking for work on railway construction.

The problem is a big one and it is pressing for immediate solution. The railways must be built if the development of the country is not to be seriously retarded, and, consequently, the labor must be found somewhere. In their perplexity the railway companies

are looking to the Orient, and Oriental contract labor will not be introduced without a struggle and fierce opposition from the Canadian labor unions. The proper solution is not easy to find.

Your driver can win trade or drive it from you.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT,

FOUNDRY AND METAL INDUSTRIES

The R. Watt Machine Works, Ridgetown, had their foundry damaged by fire.

The Gurney Foundry Co., Toronto, have secured a permit to erect a one-storey addition to their Toronto Junction plant, to cost \$1,000.

The Mississippi Iron Works at Almonte, conducted for 32 years by Young Bros., has been sold to H. C. Bowland, D. Williams, and W. Glover, all of Almonte.

The National Rolling Mill Co. has been successful in making financial arrangements with the town of Sydney, N.S., for location there, and as soon as a suitable location is selected construction work will begin.

Japan, until recently, held sixth rank among the copper-producing countries of the world, but she has risen to fourth place, with an output of copper equal to five per cent. of the total production of the world.

The Niagara Iron & Steel Co. has been incorporated, with a capital of \$1,000,000 for the manufacture of steel rails and other iron and steel commodities. The incorporators include Hon. J. K. Kerr, J. A. Paterson, Wm. Davidson and G. F. McFarland.

The Brockville Malleable Iron Co. has been incorporated, the provisional directors being, H. A. Stewart, J. A. Mackenzie, J. I. Mallery, J. Connolly, M. H. Harrison and Dr. Clark. Buildings will be erected immediately and the manufacturing will commence in the fall.

CANADIAN RAILS SOUND.

The occurrence of so many accidents on Canadian railroads during the past few months, due to broken rails, will be thoroughly investigated by the engineers of the Railway Commission. At a meeting of the Engineers' Association in Montreal last week, the question was discussed, and specialists on the subject urged a return to the open-hearth system of forging rails, instead of the Bessemer system. By the latter system it is found impossible to get rid of the phosphorus in the steel, and to counteract the softening tendency of the phosphorus the rail is hardened by a larger percentage of carbon.

The fact that the association should urge the return to the open-hearth system of forging rails is significant to Canadian founders and forgers. It is a notable fact that the broken rail which caused the railway disaster at Guelph was an English rail and the rail which caused the horrible wreck at Chapleau last week was an American product. No Canadian-manufactured rails have yet been the cause of a railway wreck, a fact which should encourage Canadian founders.

It is a great satisfaction to a business man when he reaches the point in his business where he can say to the unscrupulous, complaining 'bulldozing customer: "You can take your trade somewhere else."



S-W. Paints For Your Trade

A successful paint business depends upon three essential things—

The line you represent—the way you push it—the co-operation the manufacturer gives you.

Sherwin-Williams Paints for your trade mean a successful paint business.

They possess these essentials:—

The line is recognized as the standard of excellence—

We give the greatest possible co-operation in assisting to make sales—strong advertising and special helps of all kinds.

The rest is up to you—the hustle and push part that makes for success.

Then—a Sherwin-Williams Agency is the biggest and best proposition in paint merchandising for you.

Write us today.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

CANADIAN HEADQUARTERS AND PLANT:
639 Centre St., Montreal, Que.

WAREHOUSES:
86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.

42

"BRANTFORD ROOFING"

was awarded a special diploma at the Canadian National Exhibition, Toronto, 1906, as well as Lord Strathcona Medal, for excellence of quality and general display.

Hardware Dealers and Others

handling these goods should write and get our special prices and terms before buying elsewhere.

Samples, prices, information free



**Brantford Roofing
Co., Limited**

BRANTFORD - - CANADA

INCOT

ANTIMONY

COPPER

LEAD

ZINC

TIN

IN STOCK**A. C. LESLIE & CO.**

Limited

MONTREAL

No. 7 Hand Drill

Cut gearing, change of speed for light or heavy work. Ball bearings, Rack and pinion feed, either hand or automatic. Treadle feed to lower the spindle to the work. A weighted lever raises the spindle instantly as soon as the feed is disengaged. Incomparably the best hand drill in the market, and also a first-class wood boring machine. Fitted for power if desired without extra charge. Weight 375 lbs. Send for circular.

It pays to use the best tools.

A. B. JARDINE & CO.

HESPELER . . . ONTARIO

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

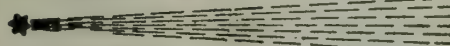
General Offices

43 EXCHANGE PLACE

NEW YORK CITY

"PERFECT" GALVANIZED SHEETS

Is a Synonym for

GILBERTSON'S**COMET**

Brand

Flat, well selected, soft and smooth, easy to work up.
The price—Less than other high-grade brands.
Get the prices.

MAKERS:

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Alex. Gibb, 13 St. John St., Montreal.

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE.

or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

... FULL STOCK ...

Salt Glazed Vitrified

Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Oakey's

The original and only Genuine
Preparation for Cleaning Cut-
lery, 6d. and 1s. Canisters

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

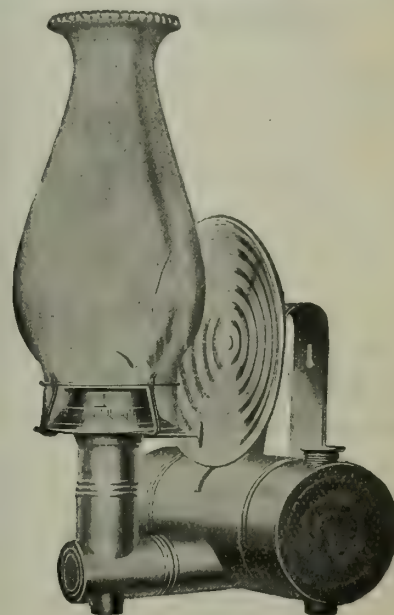
**NOVA SCOTIA STEEL
& COAL Co., Limited**

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL**NEW SETTLER'S
COMBINATION LAMP**

GIVES

BRIGHT, STEADY LIGHT

Can be placed on the table, or
hung on the wall.

SUPPLIED

With CANADA Burner or
BING GLASS CONE SECURITY
Burner. Attractively Finished

IT'S A DANDY SELLER!

Write your jobber. He can supply them.

MANUFACTURED BY

**The Ontario
Lantern & Lamp Co.**

LIMITED

HAMILTON, ONT.

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

**Consolidated
Plate
Glass
Company
of Canada
Limited**

Glazing

Glass

of all kinds

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

**TORONTO
MONTREAL
WINNIPEG**

Methodists of Barrie will build a new \$10,000 church.

Baptists of Port Arthur will build a \$30,000 church.

T. Cox, Tilbury, will erect a brick block for stores.

A six-storey apartment house will be erected at Hamilton.

The Imperial Glass Co., Toronto, will erect a factory on Mutual St.

A ten-roomed school, costing \$40,366, will be built at Lacombe, Alta.

Nena St. Baptists in Winnipeg are building a new \$40,000 church.

An \$8,000 addition will be made to St. Andrew's Church, Brantford.

The Crescent Turkish Bath Co., Montreal, will erect a \$40,000 structure.

A new eight-roomed public school will be built at Midland to cost \$30,000.

The Geo. Foster & Sons Co., Brantford, will erect a \$25,000 warehouse.

The Sanitary Packing Co. will build a \$20,000 canning factory at Weston.

A new public school, costing \$17,000, will be erected at Norway, this Summer.

Toronto will spend \$411,500 on school buildings and improvements this Summer.

A \$10,000 apartment house will be erected on Broadview Ave., Toronto, this Spring.

The Adams Wagon Works, Brantford, will erect a new brick warehouse to cost \$8,000.

The Red Cedar Lumber Co. will build a new mill on the waterfront at Vancouver.

The congregation of St. Augustine's church, Lethbridge, will erect a new \$25,000 stone building.

The Hall Elevator Company and the Alberta Pacific Grain Co. will build mills at Killam, Alta.

The Toronto Theatre Co. have secured a permit to build the Gayety Theatre on Richmond St. west.

A permit has been granted to N. N. Cohen to erect an apartment house on Madison Ave., Toronto.

The Canada Permanent Loan Co. will erect a three-storey office building at Regina, to cost \$60,000.

The value of the building permits issued in Toronto so far in April has passed the \$1,000,000 mark.

An eight-storey annex to the King Edward Hotel, Toronto, will be erected on Duke St. to cost \$75,000.

A new Salvation Army barracks, a masonic temple and a new theatre will be erected at Fort William.

The corner stone of the laboratory of Queen's University will be laid by the Lieutenant-Governor this week.

The Lake of the Woods Milling Co., Keewatin, will soon have their new mill, costing \$1,250,000, in operation.

The Bachrack Co., Toronto, have leased the premises at 222 Yonge St., and will spend \$12,000 remodelling it.

Improvements and additions costing about \$500,000 will be made to the King Edward Hotel, Toronto, this Summer.

The Canadian Underskirt Co. have secured a permit to erect a three-storey factory addition at Queen and Noble Sts.

"The Niagara Iron and Steel Co.," has been incorporated, with head office at Toronto and capital stock of \$750,000.

"Industrial Development Company, of Canada" has been incorporated, with head office at Hull and capital stock of \$1,000,000.

The Royal Bank of Canada will build a \$50,000 branch at Vancouver, on the corner of Hastings Street and Westminster Avenue.

The large apartment house being erected at the corner of Yonge and Bloor Sts., Toronto, is nearing completion. It will cost \$125,000.

The Manufacturers' Life Insurance Co., Toronto, will build a 12-storey block facing on King, Bay and Melinda Sts., to cost \$600,000.

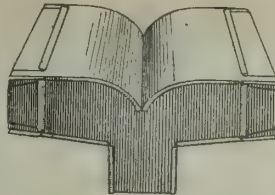
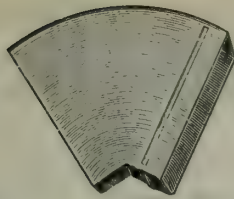
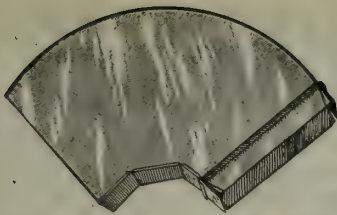
The Bawden Machine & Tool Co., Limited, Toronto, has been incorporated with a capital of \$100,000, the provisional directors being W. B. Mudie, Geo. Tillie, and C. W. Mitchell.

The Grand Trunk will erect two new elevators, one at Fort William, the other at Tiffin, each having a capacity of two and a half million bushels. They will cost over a million dollars.

The Labatt Manufacturing Co., London, manufacturing plumbers' supplies, has been incorporated with a capital of \$200,000. The provisional directors are: John Labatt and H. F. Labatt, London; H. J. Wood and D. W. Wilson, Buffalo; S. C. Newburn, Hamilton.

The Doon Twine & Cordage Co., of Doon, Ontario, has been incorporated with a capital of \$250,000 for the manufacturing of twines, cordage, and upholstery stock. The provisional directors are: A. Forster, E. G. Perine, J. Stauffer, H. Krug and G. A. Clare.

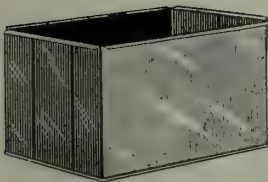
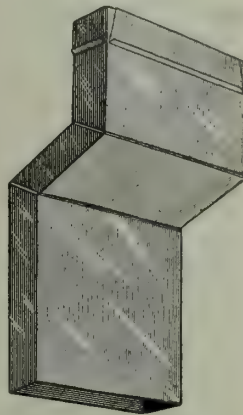
The Starr Manufacturing Co., The Dartmouth Rolling Mills, and the Dartmouth Machine and Forge Co., have been amalgamated. In addition to the lines hitherto manufactured by the Starr Manufacturing Co., the amalgamated companies will manufacture merchant bar iron in rounds, squares and flats, wrought iron and steel forgings, carriage axles, saw mill machinery, and structural iron work. The officers of the new company are: J. C. Mackintosh, president; Jas. Simmonds, vice-president; T. Ritchie, G. E. Faulkner, F. H. Oxley, E. D. Adams, H. E. Hill, directors.



FURNACE FITTINGS



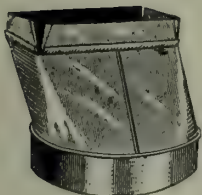
Our equipment of Tools
for this work is better
than that of any other
heating firm in the
Dominion.



THEREFORE

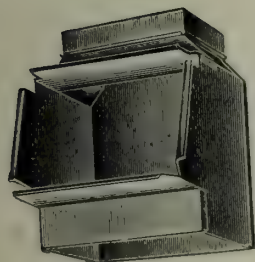
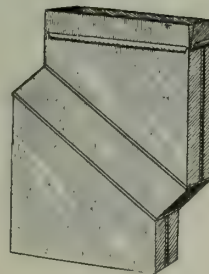
we are in a position
to fill your orders
more quickly
than any other firm.

One order will prove this



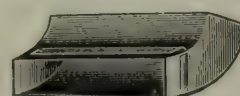
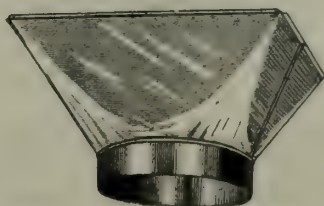
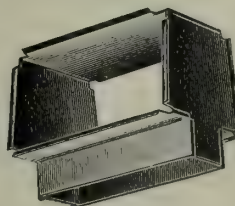
*We shall also be pleased
to fill your orders for our*

"ECONOMY"
Furnaces and Boilers.



Pease Foundry Co.,
Toronto. Limited

Pease Waldon Co.,
Winnipeg. Limited



BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning **HARDWARE AND METAL** to show that the writer is in the trade a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

At the Auto Show.

Among the exhibits at the International Automobile and Sportsmen's Show, held at Montreal April 6 to 13, is an attractive display of the Brodie Manufacturing Company, among which their British Plate Polish is conspicuous. This polish is in powder form and put up in neat 15-cent packages, and is claimed to be one of the best polishes on the market for gold, silver or plated ware. Full information may be had by applying to the Brodie Manufacturing Company, 4232 St. Catherine Street, Montreal.

Fire Escapes.

The Canada Foundry Co., Toronto, have just issued a small booklet containing illustrations of the different types of standard fire escapes manufactured by them. Any interested in fire escapes will do well to write the Canada Foundry Co. for a booklet.

THE SPORTSMAN'S PARADISE.

From the New Brunswick Tourist Association comes an illustrated booklet descriptive of the sporting, touring and other possibilities of this Canadian province. The illustrations, which number over a hundred, are taken direct from photographs, and the holiday-seeker who fails to find what he wants among the seemingly inexhaustible variety of pleasures extended to him doesn't deserve a holiday at all. Read this extract:

"The fishermen and hunters will find a living interest in the teeming rivers, lakes and streams, where can be caught the lordly salmon and the speckled trout, and in the forest reaches where the giant moose, the deer, caribou, bear and other animals roam. * * * The state-ly forests, many rivered hills, nestling lakes and velvet-carpeted caribou plains, present to the modern voyager a page from prehistoric days—a veritable dream-land Paradise, whose evergreen vales and teeming waters smile to-day as they did in the time of Cartier and Champlain."

Anybody who wants one of these booklets only need write for one. Address, A. Pauline Scovil, secretary New Brunswick Tourist Association, 85 Prince William St., St. John, N.B., and copy will be sent to him forthwith.

C. A. Good, Jonesboro, Ark., has secured a patent on a new gauge to be used for making beveled siding or weather-boarding, so that a perfect fit can be made at the joints. The object is to overcome the numerous difficulties in making neat joints.

"HAMMER THE HAMMER"

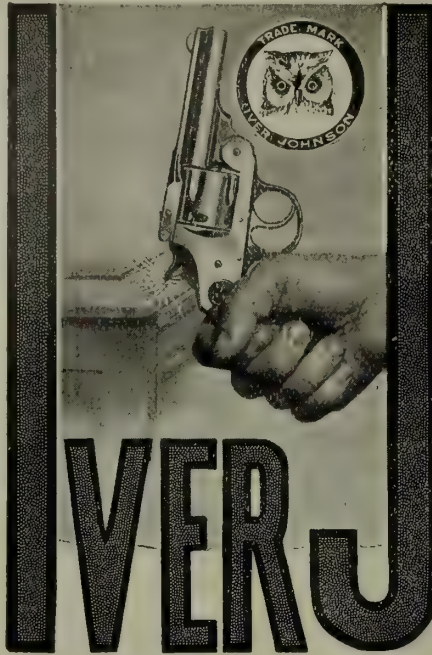
The best made, best advertised and best selling revolver in the world.

1,500,000

IVER JOHNSON'S
SAFETY AUTOMATIC REVOLVERS
now in use

It is a straight dealers' proposition. Never found in a premium list, and we never sell by mail where a local dealer can supply. Send for catalogues and terms—mighty good terms—to dealers Or ask your jobber—he knows.

IVER JOHNSON'S ARMS AND CYCLE WORKS
212 River Street, Fitchburg, Mass.
MAKERS OF IVER JOHNSON TRUSS BRIDGE BICYCLES AND
SINGLE BARREL SHOTGUNS



IVER JOHNSON



DON'T FORGET

That for the Spring cleaning one of the articles most called for is

TACKS

In buying these goods, quality is a most important factor. Tacks with heads that fly off easily and points that are blunt are dear at any price.

Our tacks are made to suit. Heads well made and uniform. Points sharp and clean cut. Material the best that can be procured.

When ordering, specify "M.R.M."

The Montreal Rolling Mills Co.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES.

HARDWARE Business; including stoves, tinware and tinsmith tools, in thriving town in West Ontario peninsular, stock about \$5,000; building can be leased if desired, dwelling also. Box 583 **HARDWARE AND METAL, Toronto.** (17)

HARDWARE BUSINESS in northern Ontario village. Stock and buildings about \$2,000. No opposition. Good opening for young man. Address Box 611, **HARDWARE AND METAL, Toronto.**

FOR SALE—First-class old established hardware business in prosperous manufacturing town; carrying \$10,000 stock of shelf and heavy hardware; owner retiring. Box 561, Port Hope, Ont. [16]

SITUATIONS WANTED

RETAILER with 16 years experience in Ontario and West, just sold business; open for correspondence regarding engagement as branch manager of wholesale or manufacturing hardware, stove or plumbing business. Box 613, **HARDWARE AND METAL.**

WANTED—Experienced hardware salesman, young, energetic, good habits and address; desires employment May 1st; wholesale or retail. Apply Box 615, **HARDWARE AND METAL.** [17]

WANTED.

WANTED—A house to handle cast-iron tees, elbows, iron fittings and straight-way gate valves of all sizes. **HARDWARE AND METAL.** [17]

FOR SALE.

BICYCLES and Frames under the market price. Union Jack Works, Tillsonburg. [18]

SITUATIONS VACANT.

HARDWARE CLERK WANTED—Must be good salesman and stock keeper; state age, experience and salary expected. J. S. Moir, Arnprior, Ont. (16)

TINSMITH WANTED—Hardwareman offers shop rent free to tinsmith who furnishes his own tools. Man can run his own business and make good profit. Twenty miles from Toronto. Good opening. Box 606 **HARDWARE AND METAL.**

EXPERIENCED Hardware Clerk Wanted—One to take charge, must be good salesman and stock-keeper; state experience and salary expected. Address Brown & Mitchell, Brandon, Man. [18]

TINSMITH WANTED—One who understands furnace work. State wages required, age and reference. Steady work to good man. The Guelph Stove Co., Ltd., Guelph, Ont. [18]

WANTED—At once, a capable hardware book-keeper for town in New Ontario; must have satisfactory references as to ability and character; situation permanent. Box 608, **HARDWARE AND METAL, Toronto.** (16)

WANTED at once—A tinsmith for general work; three years' experience; wages no object to right man; yearly engagement. Apply H. F. Chappell, care of Manitoba Hardware and Lumber Co., Minnota, Man. [18]

TINNER with some knowledge of iron plumbing; steady job; state age, experience and wages wanted; good town, living and rent cheap. A. W. Humphries & Son, Parkhill, Ont. [16]

Galt Sure Grip Shingles

make the **HAND-SOMEST** and most **DURABLE** roof. Are the **EASIEST** and **QUICKEST** to either **SELL** or put on. See them and get acquainted.



GALT ART METAL CO. Ltd.
GALT, ONT.

Get Our Catalogs

and Price Lists. That's the surest way to be "in the game." Your Opposition will have to "step fast" if he beats you and Our Line. We are using our every endeavor to make Our Line interesting to "the trade." We want good representation in every locality. Write us about it to-day.

Western Distributing Agents:

THE McCLARY MFG. CO.
Winnipeg and Calgary

Get in Shape

To give your customers intelligent information and trade-winning prices on the most up-to-the-minute and best-selling line of Sheet Metal Building Goods. This is an important matter to the Hardware and Tinsmith Trades. There will be an enormous demand for these goods this year. Builders and Owners from your very locality are now enquiring about this line. Speak up—And let them know "you're in the game."

Galt Steel Siding



is made in original designs. Sharp, bold patterns. Close-fitting and invisible joints make them great sellers. People won't have the ordinary kinds once they see ours.

GALT ART METAL CO. Ltd.
GALT, ONT.

"QUALITY UNSURPASSED"

**High-Grade Material
Best Workmanship
Up-to-date Equipment
Practical Knowledge
Careful Supervision**

PRODUCE

BELLEVILLE BRAND



HORSE SHOES

Manufactured by

Toronto and Belleville Rolling Mills

BELLEVILLE, OT.

LIMITED

TRAVELLERS WANTED

TRAVELLER to cover Eastern Townships and part of Eastern Ontario, for sheet metal building goods; good opening for young man with determination to succeed. Apply by letter only to the Metal Shingle & Siding Co., Limited, Preston, Ontario. [16]

WANTED—Travelling representative, by one of the oldest manufacturing companies in Canada, for hardware trade dealing in blacksmith's and horseshoer's supplies; one article and most favorably known in the trade (no sample trunks to carry); applicants must have favorable experience and references, no others need apply; salary, about \$50 per month; applications treated confidentially and returned after perusal. Address with particulars to "Manufacturer," care of **HARDWARE AND METAL, Montreal.** [18]

Paint, Oil and Brush Trades

GASOLINE IN RED CANS.

The State of Kansas has done much to forestall accidents resulting from a confusion of gasoline with coal oil. Legislation has been recently enacted making it an offence for a retailer to sell gasoline in anything but a red can or other receptacle. A red label is not sufficient and the vessel must be entirely colored red so as to prevent any possibility of mistakes. As soon as the law goes into effect anyone violating any of its provisions will be liable to a fine of from \$50 to \$150, and in case any accident should occur as a result of using the wrong kind of can, the man from whom the gasoline was purchased can be compelled to settle for any damages incurred by his negligence in selling gasoline in the right style of cans.

PAINT AND VARNISH REMOVERS.

The painter has long been looking for an economical and satisfactory method of removing old coats of paint and varnish, says an exchange, so that wood-work may be refinished satisfactorily. Every painter, of course, realizes that in order to do a satisfactory job he must have a clean, smooth surface to work upon. Numerous paint and varnish removers have been placed upon the market, but with the inventions covered by the Ellis patents new principles were introduced into the manufacture. These inventions practically revolutionized the paint and varnish remover industry and were at once recognized as being practical for all purposes and much more economical than the old methods of burning and scraping.

The Ellis remover can be used on vertical and exposed surfaces as effectively as in tanks, and is adapted for the use of the large manufacturers, repair shops, etc., also for the small user who only has a piece of furniture, a chair, bureau or desk, to refinish. The superior value of this discovery has been recognized by the leading manufacturers of paint and varnish removers throughout the country, and some forty of these have now taken out licenses to manufacture under the Ellis patents. The paint and varnish removers manufactured under these patents have passed the stage of experiment and are now being sold widely throughout the United States, Canada and Europe.

The constantly increasing demand for this article demonstrates its practical value. It is entirely wrong for a painter to imagine that, because he tried to use an inferior paint and varnish remover without success that there is nothing on the market to-day which will completely fill his needs in this line. The paint and varnish remover now has come to stay, and in the future it will have its place as one of the aids to the

skillful mechanic, who is only satisfied with doing the best job that skill and invention can produce.

GOOD PROFIT IN BRUSHES.

In the constant effort to satisfy the demand of his patrons for novelties, many a retailer is apt to forget the profits there may be for him in keeping to the front lines generally regarded as staples. Take brushes, for instance. They are coming more into general favor every day. The woman who does her own work—and this means most women—does not always realize the convenience of having on hand a proper outfit of brushes for the hundred and one household purposes for which they are now made. The retailer can draw her attention to these to his own advantage. Brushes for washing pans and kettles, brushes for washing dishes and vegetables, brushes for cleaning floors, stoves, silver; in fact brushes are now made by the leading Canadian manufacturers for cleaning practically everything in the house.

The retailer who keeps his eye open

for useful novelties in brushes, and at the same time displays brushes to good advantage, is bound to create trade for himself.

PAINT MANUFACTURERS.

Prof. E. F. Ladd, commissioner of the Pure Paint Law of North Dakota, gave a short address at the March convention of the North Dakota Retail Hardware Association. "Paint manufacturers," he said, "are not wholly agreed among themselves as to what substitute is best to be used. One considers silicates are the only proper material to be introduced as an inert constituent; others favor barytes; still others are using gypsum, or some other forms of lime compounds." He referred to the important work done as a result of the enactment of the paint law in North Dakota and said, "that the exposure which came from the analyses of paints in North Dakota will ultimately result in good for every honest manufacturer; it will drive from the market many of the spurious products; it will educate the public to demand a better grade of paint, and to expect better work on the part of the painter."

The Value

of a paint is in the quality of finish, and wearing results it gives.

IMPERIAL BARN PAINT

looks so well, and wears so well, on either wood or iron, we could easily charge more for it, and still our agents and their customers would consider it excellent value.

THE CHEAPEST and best cheap paint offered to the trade. Wears on the job, not off.

See Trade Catalogue, No. 10, page 30.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

You can afford to slight some things. Don't slight paint. Shrewd dealers recommend

NEW ERA PAINT

because it means perpetual satisfaction to their customers. Have you our catalogue?

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR

ONTARIO

Floors to be Proud of

are produced by using

JAMIESON'S FLOOR ENAMEL

We show a fine range of colors, all of which give a finish which cannot be equalled by any **Floor Paint** sold.

They wear well, never stick after drying, and do not rub off by washing. In short, they have none of the defects of the common floor paints.

Try a sample order of these goods and you'll want some more.

R. C. JAMIESON & CO.

LIMITED

Sole Manufacturers,

MONTREAL

More Money In

Pearcy's Pure Prepared Paints

for Hardware Dealers than in any other brand.

Orders promptly shipped

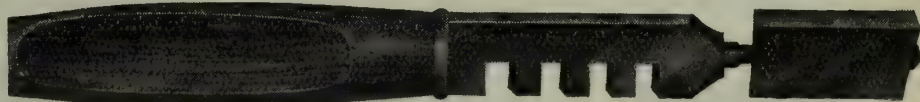
SANDERSON PEARCY & CO., Ltd.

Toronto, Canada



A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns. Also Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers, Atmospheric Soldering Irons, etc., etc., etc.

Canadian Agent: **J. B. GIBSON, P.O. Box No. 478 MONTREAL**
From whom users of Glaziers' Diamonds, can obtain the names of wholesale merchants who stock A. Rudd's goods.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

PAINT AND OIL MARKETS



**After
you sell
the can
of Paint!**

(The can you're not sure of)
and it goes wrong
—**you** get the full
force of the "kick"

**You really can't
dodge it—or pass
it along.**

You can explain "that you did
not make it," but that won't
cheer up the man you sell to.

BUT when you sell
"ENGLISH LIQUID HOUSE
PAINTS" you don't have to
dodge or explain or defend
or apologize.

Its quality protects you and the consumer.

BRANDRAM-HENDERSON,
LIMITED

MANUFACTURERS

**Montreal, Halifax,
St. John, Winnipeg.**

MARSHALL WELLS CO., Winnipeg

Sole Distributors for Western Canada

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 19, 1907

Favorable weather conditions have induced tremendous bursts of trade just at present and the cry that is heard is something like that so well known in "Richard Third"—"A horse, a horse, my kingdom for a horse." Teams are badly wanted to relieve the heavily congested conditions in the various factories and warehouses.

LINSEED OIL—Is a shade easier, but not sufficient to warrant any change in quotations, which remain: Raw, 1 to 4 barrels, 62c.; 5 to 9 barrels, 61c.; boiled, 1 to 4 barrels, 65c.; 5 to 9 barrels, 64c.

TURPENTINE—Moving out actively, and appears to be in good supply: Single barrel, \$1 per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—Generous orders are being received and lead is being shipped as quickly as transportation can be arranged: Best brands Government standard, \$7.25 to \$7.50; No. 1, \$6.90 to \$7.15; No. 2, \$6.55 to \$6.90; No. 3, \$6.30 to \$6.55; all f.o.b. Montreal.

DRY WHITE ZINC—Cheaper grades are hard to get and are strongly held: V.M. Red Seal, 7½c to 8c; Red Seal, 7c to 8c; French V.M., 6c to 7c; Lehigh, 5c to 6c.

WHITE ZINC GROUND IN OIL—Quotations are firm without change and are as follows: Pure, 8½c to 9½c; No. 1, 7c to 8c; No. 2, 5¾c to 6¾c.

PUTTY—Actively inquired for and is being turned out liberally in all size packages, at the following figures: Pure linseed oil, \$1.75 1-5 to \$1.85 1-5; bulk in bbls., \$1.50 1-5; in 25-lb. irons, \$1.80 1-5; in tins, \$1.90 1-5; bladder putty in bbls., \$1.75 1-5.

ORANGE MINERAL—Still remains normal without change: Casks, 8c; 100-lb. kegs, 8½c.

RED LEAD—Becoming scarce and will probably be higher before the opening of navigation: Genuine red lead, in casks, \$6; in 100-lb. kegs, \$6.25; in less quantities at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6, and smaller quantities, \$6.75.

PARIS GREEN—This article is now being shipped in immense quantities and will be a lively item in shipping departments for some time to come: In barrels, about 600 lbs., 25½c per lb.; in arsenic kegs, 250 lbs., 25¾c; in 50-lb. drums, 26¼c; in 25-lb. drums, 26¾c; in 1-lb. packets, 100 lbs. in case, 27¼c; in 1-lb. packets, 50 lbs. in case, 27¾c; in ½-lb. packets, 100 lbs. in case, 29¼c; in 1-lb. tins, 28¼c

f.o.b. Montreal. Terms, three months net or 2 per cent. 30 days.

SHELLAC GUMS—Are fairly steady without notable change: Bleached, in bars or ground, 46c. per lb., f.o.b. eastern Canadian points; bone dry, 57c. per lb., f.o.b. eastern Canadian points; T. N. orange, etc., 48c. per lb. f.o.b. New York.

SHELLAC VARNISH—Moving briskly. A good trade is being done in varnish generally: Pure white bleached shellac, \$3 to \$3.25; pure orange, \$2.80 to \$3; No. 1, orange, \$2.60 to \$2.80.

PETROLEUM—American prime white coal, 15½c per gallon; American water, 17c per gallon; Pratt's Astral, 19½c per gallon.

WINDOW GLASS—First break, 50 feet, \$1.85; second break, 50 feet, \$1.95; first break, 100 feet, \$3.20; second break, 100 feet, \$3.40; third break, 100 feet, \$3.95; fourth break, 100 feet, \$4.15; fifth break, 100 feet, \$4.40; sixth break, 100 feet, \$4.95. Diamond Star: First break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second break, \$4.80; third break, 100 feet, \$5.75; fourth break, 100 feet, \$6.50; fifth break, 100 feet, \$7.50; sixth break, 100 feet, \$7.50; seventh break, 100 feet, \$8; eighth break, 100 feet, \$9. Double Diamond: First break, 50 feet, \$3.45; second break, 50 feet, \$3.75; first break, 100 feet, \$6.75; second break, 100 feet, \$7.25; third break, 100 feet, \$8.75; fourth break, 100 feet, \$10; fifth break, 100 feet, \$11.50; sixth break, 100 feet, \$12.50; seventh break, 100 feet, \$14; eighth break, 100 feet, \$16.50; ninth break, 100 feet, \$18; tenth break, 100 feet, \$20; eleventh break, 100 feet, \$24; twelfth break, 100 feet, \$28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 19, 1906.

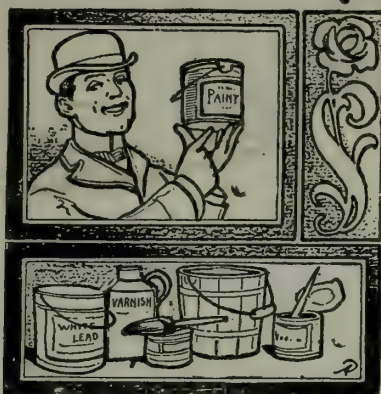
Trade in all lines of paints and oils at present is very brisk. The moderation in the weather has increased the demand to such an extent that the supply is hardly equal to it.

The feature of the paint markets this week is the increased business in ready-mixed paints. As house-cleaning operations have begun painters are enabled to commence work.

Two deterrents of the market are; the difficulty the factories experience in getting help, especially girls for labelling, thus causing delay in filling orders, and the inability of the railroads to deliver shipments. The question of transportation facilities has come to be a serious one with those engaged in the paint and oil trade.

Merchants will do well to keep a watchful eye for turpentine substitutes.

YOUR PAINT BUSINESS



Are you doing it right? Are you getting enough out of it? You can do it right if you have the right paint.

RAMSAYS PAINTS

are made to answer every question. Quality, Power, Durability, Capacity, all are combined in correct degree in Ramsays Paints. They also combine Profit, Satisfaction, Publicity and everything that goes to make a paint trade.

Our salesmen will post you, or you can write us.

A. RAMSAY & SON COMPANY

Est. 1842

MONTREAL

PAINT MAKERS

Just try some ordinary green paint on a panel of wood, see how hard it works,—don't cover, lacks body. Then try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it covers,—that's body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK,

PHILADELPHIA,

CHICAGO

BLANCHITE

PAINTS and ENAMELS have already been taken up exclusively by some of the Largest and most Conservative Connections in Canada. If we did not have the superior goods they would not handle them.

If you have not yet been fully informed, write us—it will be to your advantage.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, CAN.

SOME

Q Advertisers ransack and exhaust their "Cranium" seeking catchy phrases, trite sayings, or apt expressions to draw attention to their wares.

Q IF they cannot frame anything themselves, they employ, (still worse!) an advertising agency, who know nothing about their business and care less, but who will furnish ebullitions from an imaginative "pate" by the yard.

Q THE Canada Paint Company confine themselves to "Bald" facts, and state clearly what they manufacture and what they have to dispose of.

Q RESULT — A larger business this year than ever before and steadily growing.

Q LIKE the famous Oliver Twist, the Canada Paint Company still reach out and are prepared for

MORE

It is said that four more substitutes are on the market this week.

White lead prices continue high, with probabilities of a scarcity in the near future.

WHITE LEAD—We continue to quote: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; $\frac{1}{2}$ c. per lb. will be charged extra for 12 $\frac{1}{2}$ -lb. packages; genuine dry white lead in casks, \$7.

RED LEAD—A good demand prevails for this. Prices continue high: Genuine in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

DRY WHITE ZINC—Trade in this is quiet, which is notable considering the high prices ruling in white lead. We continue to quote: In casks, 7 $\frac{1}{2}$ c.; in 100 lbs., 8c.; No. 1, in casks, 6 $\frac{1}{2}$ c.; in 100 lbs., 7c. Ground in oil—In 25-lb. irons, 8c.; in 12 $\frac{1}{2}$ lbs., 8 $\frac{1}{2}$ c.

SHELLAC VARNISH—Prices remain firm and unchanged, with strong demand: Pure orange, in barrels, \$2.70; white, \$2.82 $\frac{1}{2}$ per barrel; No. 1 (orange) \$2.50; gum shellac, dry bone, 63c. Toronto, T.N. (orange) 51c. net Toronto.

LINSEED OIL—Owing to delay of railroads in delivering shipments of oil, the scarcity continues. We continue to quote: Raw, 1 to 3 barrels, 65c.; 4 to 7 barrels, 64c.; 8 barrels and over, 63c. Add 3c. to this price for boiled oil, f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

TURPENTINE—Prices at present are steady, with good demand and the number of substitutes increasing. We quote: Single barrels at \$1.00. Point of shipment, net 30 days; less than barrels, \$1.09 per gallon.

PARIS GREEN—Orders are now being shipped. The price remains unchanged: English and Canadian, at 27 $\frac{1}{2}$ c. base.

PETROLEUM—Trade in all lines is picking up. Prices are unchanged: Prime white, 13c.; water white, 14 $\frac{1}{2}$ c.; Pratt's astral, 18c.

For additional figures see current quotations at back of paper.

A NEW PAINT COMPOSITION.

A new composition of matter adapted for use as a paint has been discovered by J. F. Villard, Rexton, N.B. In this composition the ingredients are so united that they will remain homogeneous and in it the oil will not separate from the other ingredients even when the paint is left standing in the cans. It is claimed also that this paint will not prematurely run and drop from the brush.

NEW PUTTY FOR JOINTS.

A new compound for pipe joints has been introduced in France. It is free from all the inconveniences of red lead. The new putty is composed of zinc gray and a Chinese vegetable oil utilized in England for manufacture of linoleum and some kinds of varnish. The material hardens completely at 150 degrees F., and at 110 degrees C., in six hours. This putty is said to be cheaper than red lead, and is of less density.

PAINTERS ARE PARTICULAR.

Most painters are "finicky" about the brushes they use. They like a brush that spreads smoothly and evenly and that is not continually losing bristles. The right kind of brush becomes a painter's "stand-by" for good work, and the retailer who is able to supply his customer with such a tool has created steady trade for himself. This means that the merchant should be very careful in laying in his stock, for it is the easiest thing in the world to get a line of "showy" brushes that pay a good profit to the dealer, but which do not give solid satisfaction in actual use.

A good working brush cannot be made without years of experience and attention to details that at first thought seem unimportant. The selection, assorting and cleaning of bristles and proper laying of bristles in the socket require great skill and care, but these crucial points are apt to be passed over with little or no attention by a manufacturer, who is thinking only of the immediate profit on his goods. Fortunately, however, there are makers who are anxious to maintain their reputation and whose factory methods are superior. Such firms are continually striving to improve on their past efforts, and their success comes from actual use.

The shrewd retailer, with his own future trade in mind, will learn what he can of the methods followed by the different firms seeking his trade, and will order the brushes that are made to give satisfaction, even if immediate profits are not so great as could be made by handling the showy but uncertain kind.

PRESENTATION AT PRESTON.

The handsome new offices of the Metal Shingle & Siding Co. at Preston, have just been completed, and were opened last week. The occasion was seized by the office and traveling staff to present a fine quartered oak office table to their president and general manager, C. Dolph. The function took Mr. Dolph entirely off his guard, but he fittingly expressed his appreciation of the remembrance.

It will be recalled that about two years ago the plant of the Metal Shingle & Siding Co. was completely destroyed by fire. New buildings were immediately begun, and the machinery was soon operating in one of the most complete and convenient plants of its kind in America. Temporary office quarters were taken in an old building on the premises, but these have now been discarded for the splendid new structure, which is finished both outside and in with the company's goods.

Mr. Dolph has been connected with the Metal Shingle & Siding Co. since its inception and the great success achieved has been very largely due to his business ability and tireless energy.

With a view to overcoming the delay in the operation of the new sewage disposal plant in the Kew Beach district, Toronto, the city engineer has authorized the temporary installation of a steam engine in the pumping station at the foot of Woodbine avenue to supply power for the pumps.

Prove Our Claims at Our Expense

The manufacturer—not sure of his product—dare not talk in that way over his name. Because we know our **VARNISH TURPENTINE** to be incomparable and because thousands of practical men declare it to be so are our only reasons for making such an offer. **Test, at our expense, our**

VARNISH TURPENTINE

It contains no naphtha. It is free from benzine. It dries as quickly as spirits of turpentine. It cannot leave sticky varnish. And it works just like spirits but is infinitely safer—having a fire test 40 degrees higher than benzine. We guarantee that every barrel of our Varnish Turpentine will do any work that spirits will do, and do that work better. **Test it at our expense.**

The Defiance Mfg. and Supply Co.

TORONTO ONTARIO



100% durability

Clinch That Contract Now

Talk to the man who is putting up that house—tell him honestly and squarely what good paint means and then explain what you know about

ARK BRAND PAINT

its covering capacity and durability. If you do not know all every Hardware Dealer should know about Ark Brand, let's ship you a test order and tell you more about it.

MURESCO WALL FINISH

is much superior in every way to the next best Wall Finish on the market. We were just about sure of that long ago, but the fact that the best decorators say so right over their signatures is pleasing in the extreme. Let us mail you the proofs of all we claim for these **TWIN TRADE-BRINGERS**.

BENJAMIN MOORE & CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICES AND WORKS:

TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N. J.



DURABILITY

IS THE BASIS OF PAINT VALUE

The paint that protects and puts off the longest the necessity for repainting is the cheapest paint to buy.

STERLING PAINTS

are composed of Lead, Zinc, Tinting Colors, Driers and Pure Linseed Oil in right proportions mixed and ground together. They possess clearness and durability, which do not pertain to paints mixed by hand. Practical painters need have no hesitancy in recommending and using these paints. They are absolutely reliable, and will wear much longer than pure white lead. Will not fade, chalk or peel off. If you prefer mixing your own paint, use our

STERLING WHITE LEAD

Ground in pure Refined Linseed Oil.

Nothing better made.

CANADIAN OIL COMPANY, LIMITED
TORONTO, ONT.

This is
PAINT TIME

Someone will

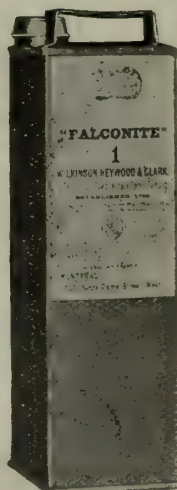
Falconite

Falconite

is the oldest NEW
tried.

We have been

Long enough to know



**LOOK UP
YOUR STOCKS**

ask you for
one of these days
and NO OTHER ENAMEL
WILL DO.

WHITE ENAMEL you ever

making it for years.

that it pleases.

Write us for particulars that will

PUT MONEY IN YOUR POCKET

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

**White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.**

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.



Painting Profit for the Dealer

Every stroke of the brush works for the dealer's advantage when Martin-Senour Paint is being put on. The way it covers and flows tickles the painter and he orders more for the next job. Its fine appearance and wearing qualities make it in demand when more painting is needed and herein lies the secret of its

Success as a Trade Builder

It is uniformly excellent in quality—100 per cent pure is the standard of its manufacture. The public knows where it gets the best value for its money. Dealers who handle Martin-Senour Paint are the ones who reap the benefit of future orders from present sales. Martin-Senour Paint is the kind that brings buyers back over and over.

Write to us for our special proposition to dealers.

The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878.)

The Winnipeg Paint and Glass Co., Ltd.
Winnipeg.

The Maritime Paint and Varnish Co., Ltd.
Halifax, N. S.



The Standard Paint Co. of Canada

Limited

Factory : Near Highlands, MONTREAL, P.Q.

"RUBEROID" Roofing

"RUBEROID" Dampcourse

"RUBEROID" Flooring

"P. & B." Paints

Electrical Insulating Compound

Varnishes

Insulating Tape

"P. & B." Building, Sheathing and Insulating Papers

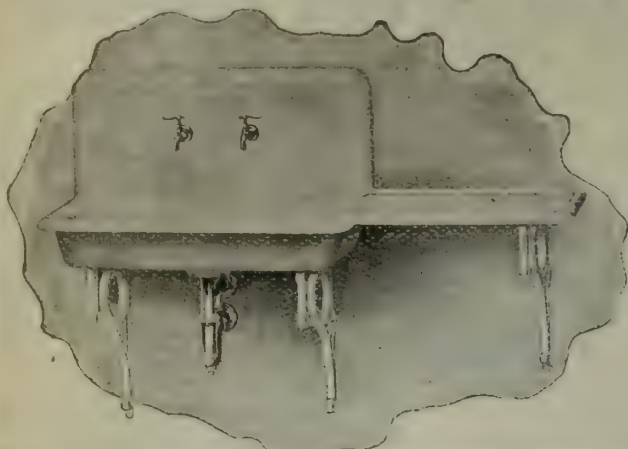
Case Lining Papers



SELLING AGENTS FOR ONTARIO AND QUEBEC

Lockerby & McComb ⁶⁵ Shannon St. Montreal, P.Q.

Standard Ideal Porcelain Enameled Ware



is made in Canada; it is superior in quality; it ensures the dealer bigger profits; it gives the customer greater satisfaction. All things being equal a distinctly Canadian product should receive the preference. **Standard Ideal Porcelain Enamelware** is manufactured at Port Hope, Ont., in the largest exclusive cast iron enameling works under the British flag. **Standard Ideal Ware** possesses the durability of cast iron and a smooth, snowy white porcelain enamel finish.

STANDARD IDEAL LINES:

Bath Tubs, Sitz Baths, Shower Baths, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Sinks, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances.

The Standard Ideal Co., Limited

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO,
123 West Craig Street, MONTREAL, and 24 Telfer Block, WINNIPEG

**SCIENTIFIC DRAINAGE
IN CAST IRON**

**HYGIENIC SANITATION
CAN BE OBTAINED BY
USING MACFARLANE'S
GLASS ENAMELLED
DRAIN & SOIL PIPES
WHICH ARE RECOMMENDED
AND SPECIFIED BY THE
LEADING SANITARY
AUTHORITIES**

WALTER MACFARLANE & Co.

**SANITARY ENGINEERS. SARACEN FOUNDRY,
GLASGOW.**

CASTINGS SUPPLIED CUT & FITTED
TO REQUIRED MEASUREMENTS
DRAINAGE PLANS ARRANGED
CATALOGUES ON APPLICATION.

AGENTS:

W. PORTEOUS JACK, 1256 Robson, Vancouver.

GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.

BAXTER, PATERSON & CO., 102 St. Antoine St., Montreal.



We
manufacture
the
largest variety
in

Plumbers' and Engineers' Supplies

Brass and Iron Goods

Our products are made of carefully selected materials, and workmanship the best to give our customers "high grade" goods at reasonable prices.



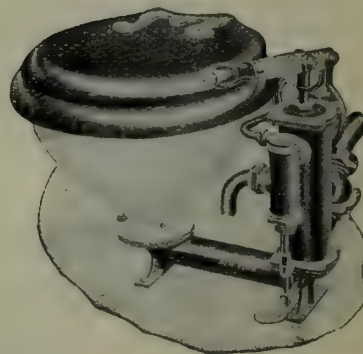
Pump Water Closets

We make and handle a variety of Marine Brass Work and Supplies.

Engine Room Supplies
Brass Railing Work
Whistles, Fog Bells, etc.

Yacht Lavatory Fixtures

Folding Basin with Pump attachment.



The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. W., Toronto

Heating and Housefurnishings

CLEANING THE FURNACE.

There is a big difference between the practical work of installing a furnace, and the theoretical work, or the work done over the draughting board. Mistakes in installation are often made by men who, though competent draughtsmen, know little about putting in a furnace in such a manner as to render it easy to take apart and clean. To illustrate the difficulties with which a practical man is confronted, the following story is told in one of the exchanges by a man who had the experience. He says:

"I went down to the task with my old clothes on and succeeded in disconnecting the smoke pipe. I found in doing so that the builder had left a square hole in the chimney which when the furnaceman came around he blocked with fire clay. I scraped all of this out and after I had emptied the soot out of the smoke pipe and found that it was sound, turned my attention to removing the accumulation of soot from the chimney. This was not built as I should like to see it, for I certainly believe a chimney would give better service if there were a space at the bottom below the smoke connection so that soot can fall down and be removed through an opening in the chimney near the basement floor. This opening should, of course, be thoroughly blocked up with fire clay when the fire is first started, otherwise the draft is sure to be poor.

"The next thing to do was to take off all the hot air pipes so that I could remove the bonnet. This was not much of a task, as the different lengths had been soldered together, but the joint between the base of the register box and the elbow of the run had just been shoved together, as was also true of the connection to the bonnet. I found that the furnaceman in hanging the pipes had not been careful to secure as good an alignment as he could and also that the pitch of the pipes varied considerably, in some instances the pitch being greater at the farther end than near the furnace. The register boxes on the first floor were all taken out and cleaned and the accumulation of dirt and dust in them certainly was astonishing.

"I believe if furnacemen generally knew the trouble it takes to clean a register box which has the connection to a straight pipe made by cutting and bending over the end of the pipe, instead of double seaming it, they would be willing to pay the slight additional expense, for the latter is certainly a great improvement and one which is appreciated by the housewife.

"When I came to lift the bonnet off I found that instead of using clean, good sand in the sand ring coarse gravel and dirt had been used instead, which when dry blew over the cellar to a considerable extent and called

forth remarks on the part of the housewife as to what a dirty thing a furnace is. The castings I found had an accumulation of rust, which, while not thick, still was considerable, and when I thought of brushing this down into the cold air pit at the bottom I wondered how I could ever get it out, as the cold air pit was built in the cellar floor with a concrete top.

"Not wishing to take the whole furnace down I concluded to let the dirt remain, but I do think it a very unwise practice, particularly in a first-class job, not to leave an opening so that the pit under the furnace can be cleaned as well as the cold air box. The greatest objection to furnaces is the dust, and if means were taken for removing this dust periodically there would be much less to complain of. In this furnace I am going to have such an opening made another year and feel confident I will be amply repaid for the expense."



Filter for Coffee Pot.

BOWES, JAMIESON STOVES.

The new steel range being advertised by Bowes, Jamieson & Co., Hamilton, is a first grade stove, being a heavy full-sized range. The nickel is semi-plain, and is easy to clean. It has the cast iron front on the left hand end of the range, with a draft slide in it. Attached to the range is a ten-gallon tank. The fire box is roomy and will take 25-inch wood, and as there are no projections on the front grate or fire back, no wood linings are needed.

Their Oak stoves, now being introduced to the trade, are made in three sizes, No. 13, 15 and 17, these numbers indicating the diameter of the stove. It has two doors in front, the one on the top having a check draft, and it will open independent of the lower door. The No. 15 and 17 stoves are supplied with feeders.

TIN FACTORY BURNED.

The two-storey factory of the Standard Tin Co., on Duke street, Toronto, was destroyed by fire on the 16th. The loss was fully covered by insurance. The company manufactured cans for paint manufacturers and similar trade.

FILTER FOR COFFEE POTS.

Pictured in the accompanying engraving is a filter adapted for use in coffee pots to retain the coffee grounds. The filter proper consists of a bag of thin material, such as muslin, which is so mounted that it can readily be removed, cleaned and replaced in the coffee pot. The filter bag is supported in the coffee pot on a stand consisting of a tubular body to which three wire legs are soldered. It fits within the tube, but at the top it is folded outward over the upper edge. In use, ground coffee is placed in the bag, and the latter, with placed in the bag, and the latter, with fee pot. The inventor of this filter is C. Monroe, Loveland, Col.

STOVE TRAVELER SICK.

J. W. Parrish, of Toronto, eastern Canada representative for D. Moore Co., stove manufacturers, Hamilton, has been off the road for the past two weeks. Mr. Parrish underwent an operation about two weeks ago and will not be able to start out again till about the first of May.

A representative of Hardware and Metal remarked that it seemed very unfortunate that he should be compelled to lose a month at this season of the year when every stove traveler is hustling for business, but with that optimism and assurance which so many "knights of the grip" possess, Mr. Parrish said he had covered the ground from Toronto to Quebec for a number of years and he did not think there was one customer would go back on him.

Men who can refrain from grumbling under such trying conditions and can take what the fates send with such stoicism deserve to succeed.

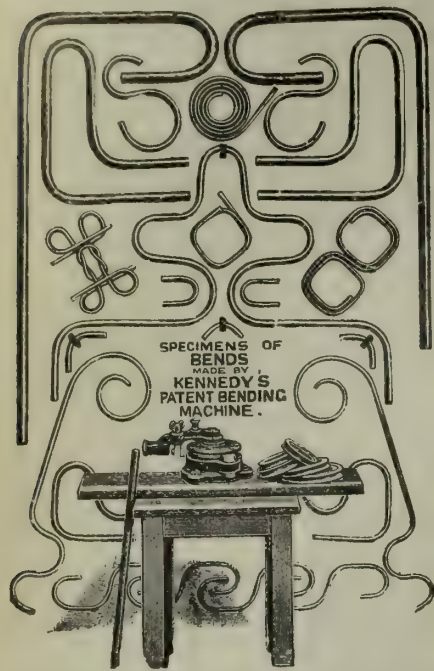
ELECTRIC SMELTING OF BRASS.

Electric smelting for the brass foundry is advocated very strongly by Dr. Richard Moldenke, secretary of the American Foundrymen's Association. He urges that the melting loss of tin and zinc in the brass foundry is a needless waste that amounts to quite a sum in a year, and that the electrical process would be a clean, wasteless system which would result in increased dividends if used in brass foundry practice. He objects to the crucible method of melting on account of its cost, though holding that it is the best outside of the electrical process. Dr. Moldenke's views are fully explained in a letter to the Electrochemical and Metallurgical Industry for February.

Search for trade diligently. Newly married people are easily trained to deal with you.

A USEFUL MACHINE.

The Kennedy Patent Bending Machine, samples of which are carried by Thos. Robertson & Co., Craig street, Montreal; Jas. Robertson & Co., King street, Toronto, and J. A. Bernard, 21 St. Peter street, Quebec, and the Canadian agency for which is held by Wm. O. Greenway, 13 St. John street, Montreal, is a line which should find favor among the trade in all parts of Canada.



Work done by the Kennedy Bending Machine.

The Kennedy Bending Machine is used by general engineers, electrical engineers, gas fitters, plumbers, etc., for bending welded, butt jointed and seamless tubing; also round, flat, angle, tee and channel bars in copper, brass, iron and other metals.

This machine, like the tube vice, stocks and dies, etc., will undoubtedly become one of the pipe-fitters regular tools, included in his kit and taken out with him on every job.

Any number of bends can be made at any angle and in any position on long lengths of work, doing away, to a large extent, with stock elbows, bends and sockets, also saving a large amount of cutting and screwing, thus reducing the possibility of leaky joints. Tubing within the dimensions stated below are bent cold without annealing or loading in any way.

The advantages of the machine may be summed up as follows: Makes a smooth, neat and more finished job; saves cutting and screwing; saves stock bends, elbows and sockets, causing ugly and possibly leaky joints; tubes bent cold without bulging, and yet without loading or annealing; any number of bends made on a single piece of work; repeats bends exactly; compact, yet portable and strong, can be fixed to any bench.

The machines have been supplied and are giving every satisfaction to many

large establishments in Great Britain, including government institutions, gas works, railway companies, engineers, plumbers, etc.

Some good agencies are still open, and any wishing further information, re handling the bender in other districts, should address Wm. O. Greenway, 13 St. John street, Montreal.

HAMILTON PLUMBERS SUED.

John Elliott is suing W. J. Clark, W. J. Walsh, James F. Cummings, James S. Kennedy, Alex. G. Miles, Stephen Mellon, Andrew Rogers, W. D. Smith, James H. Stewart, Hugh S. Wallace, Isaac Walsh, and W. J. Fitzsimmons for an accounting of the affairs of the Hamilton Master Plumbers' Association. When the association was active, Mr. Elliott became a member of it, paying a fee of \$100. Later he withdrew. He says that he never got any benefits, but that the members who were fined paid the expenses, including a counsel fee of \$500, out of the funds of the association.

NEW SUPPLY HOUSE IN TORONTO

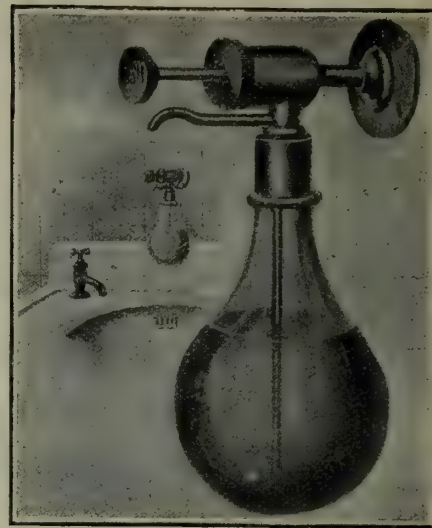
E. A. Rogers, formerly city traveler for the James Robertson Co., Toronto, is forming the National Plumbing Supply Company, with a capital of \$40,000 and is applying for letters of incorporation. He has secured premises at 15 Elizabeth street, Toronto, and after April 15 will be there with a full line of plumbers' supplies. Several important agencies are also being arranged for.

LIQUID SOAP HOLDER.

Physicians have often pointed out the dangers of using cake soap in public lavatories. Good soap, undoubtedly, possesses antiseptic qualities of a mild character, but it is unable to cope with the germs of a virulent disease, and, as a consequence, it often plays an important part in communicating contagious diseases from one person to another. With the purpose of overcoming this evil and insuring a clean supply of soap, the soap holder shown in the accompanying engraving has been invented. It con-

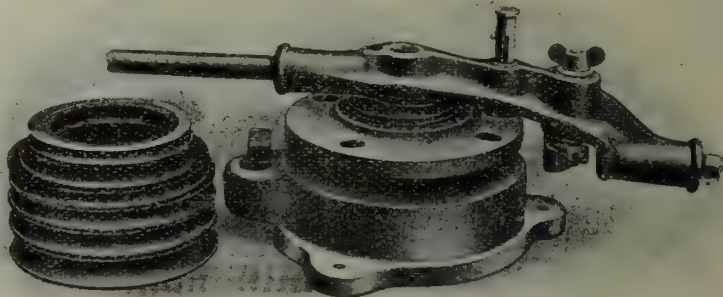
sists of a bottle in which soap in liquid form is contained. Screwed to the neck of the bottle is a plug, which supports a piston cylinder. The plug is formed with a port, which opens communication

between the rear of the cylinder and the interior of the bottle. A tube in the bottle, which reaches almost to the bottom of the receptacle, passes through the plug and communicates with a spout. The plunger which fits snugly into the cylinder, is normally held in the outer position by means of a coil spring. The outer end of the plunger is fitted with a push button. The cylinder is formed with a bracket, by means of which the device may be readily fastened to the wall or other support over a basin. In use, the push button is pressed, compressing the air in the bottle and forc-



Liquid Soap Holder.

ing some liquid soap up through the tube and out of the spout. The operator may be assured that the soap is perfectly clean, as there is no way in which it may be contaminated. Aside from the value of this device, in preventing the dissemination of disease germs, it prevents an undue waste of soap, for, as is well known, more soap is wasted when used in cake form, than is actually put to use. When the supply in the receptacle is exhausted, the bottle may be unscrewed and refilled without necessitating the removal of the piston cylinder and bracket from the wall. Not only can this device be used for dis-



No. 2 Bending Machine with Double Lever.

sists of a bottle in which soap in liquid form is contained. Screwed to the neck of the bottle is a plug, which supports a piston cylinder. The plug is formed with a port, which opens communication

pensing soap, but it will be found equally useful for various toilet preparations. A patent on this liquid soap holder is owned by the Bender Manufacturing Company, Philadelphia, Pa.

PLUMBING MARKETS

TORONTO.

Office of HARDWARE AND METAL.
10 Front Street East,
Toronto April 19, 1907.

A brisk business is being done in all lines of plumbing supplies at present. With a moderation in the climate business conditions have brightened and trade is very active.

Prices in radiation continue unusually low, and, as the King Radiator Co. has commenced the erection of a factory in the northwest district of Toronto, thus rendering competition more keen, low prices may be expected for some time to come.

One company is still keeping down the prices on enamelware, their discounts being 30, 10 and 5 per cent. off the October list.

Brass prices are very high owing to high prices on copper. Lead pipe is experiencing a strong demand with high prices ruling.

The situation in iron pipe is not so serious as it was a couple of months ago, although some houses are experiencing some difficulty in procuring it.

LEAD PIPE—Prices remain firm and unchanged. We continue to quote 5 per cent. off the list price of 7c per lb. Lead waste, 8c per lb., with 5 off. Caulking lead, 5 $\frac{3}{4}$ c to 6 $\frac{3}{4}$ c per lb. Traps and bends, 40 per cent. off.

SOLDER—Bar solder, half-and-half, guaranteed, 27c; wiping, 23c.

IRON PIPE—A scarcity in small sizes, as $\frac{1}{4}$ -in., $\frac{3}{8}$ -in. and $\frac{1}{2}$ -in. continues. Prices are unchanged; 1-in. black pipe, \$5.12; 1-in. galvanized, \$6.77.

IRON PIPE FITTINGS—The demand for these continues strong, with unchanged prices: Cost iron fittings, 57 $\frac{1}{2}$ per cent.; cast iron plugs and bushings, 60 per cent.; flange unions, 60 per cent.; nipples, 70 and 10 per cent.; iron cocks, 55 and 5 per cent.; Canadian malleable, 30 per cent.; malleable unions, 55 and 5 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain, 65 per cent.; cast iron floor, 70 per cent.; hook plates, 60 per cent.; expansion plates, 65 per cent.; headers, 60 per cent.; hangers, 65 per cent.; standard list.

SOIL PIPE FITTINGS—We continue to quote: Medium and extra heavy pipe and fittings, 60 per cent.; light pipe, 50 per cent.; light fittings, 50 and 10 cent.; 7 and 8 in pipe, 40 and 5 per cent.

RANGE BOILERS—Prices are unchanged: Galvanized iron, 30-gal., standard, \$5; extra heavy, \$7.75; 35-gal. standard, \$6; extra heavy, \$8.75; 40-gal., standard, \$7; 40 gallon, extra heavy, \$9.75, net list. Copper range

boilers—New lists quote: 30 gallon, \$33; 35 gallon, \$38; 40 gallon \$43. Discounts 5 to 15 per cent.

RADIATORS — Prices on these continue unusually low, owing to strong competition. We continue to quote: Hot water, 47 $\frac{1}{2}$ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers continue unchanged.

ENAMELWARE—One firm has given an additional discount of 5 per cent. off the October list, and are giving additional discounts off the January lists on lavatories, bath tubs, and bath cocks, going into effect on the 15th. We con-

DON'T MISS IT.

The second number of The Plumber and Steamfitter of Canada was issued this week and copies have been sent to all plumbers and steamfitters in Canada. Any hardware dealer who wants a copy can secure one by sending a postcard request.

To present subscribers of Hardware and Metal the new paper will be sent for 50 cents per year additional. To all others the rate is \$1 per year.

The following letter from the Montreal office of one of Canada's largest plumbing and heating contracting firms speaks for itself:

MacLean Pub. Co., Toronto:

Sirs,—We enclose you order duly signed for Plumber and Steamfitter for one year from date. We received a sample copy of The Plumber and Steamfitter and found same very interesting. It is something that we consider will fill a long felt want to our craft here in Canada and we are pleased to note the able writers whom you have secured as contributors.

W. J. McGUIRE & CO.

tinue to quote: Lavatories, first quality, 20 and 5 to 20 and 10 off; special, 20 and 10 to 30 and 2 $\frac{1}{2}$ per cent. discount. Kitchen sinks, plate, 300, firsts, 60 and 10 off; specials, 65 and 5 per cent. Urinals and range closets, 15 off. Fittings extra.

MONTREAL.

Office of HARDWARE AND METAL.
232 McGill Street,
Montreal, April 19, 1907

The plumbing markets this week may be termed active, yet quiet. That is, the business end is extremely active, while on the other hand, the price end is quiet. Summed up, this will be found to be practically the same as last week

There are no particular features to report, with the exception that last week's rumor to the effect that prices had reached the high-water mark, still seems to prevail.

RANGE BOILERS—The strong demand enjoyed by this line is well maintained, and from present indications at least, seems likely to remain so for some time to come. Iron clad, 30-gal., \$5; 40-gal., \$6.50 net list. Copper, 30-gal., \$33; 35-gal., \$38; 40-gal., \$43.

LEAD PIPE—The outlook at present is for a good summer's business in this line. Discount continues at 5 per cent. f.o.b. Montreal.

IRON PIPE FITTINGS—Owing to the shortage in some lines, discounts remain very firm. Discounts on nipples, $\frac{1}{4}$ -inch to 3-inch, 65 per cent.; larger sizes, 67 $\frac{1}{2}$ per cent.

IRON PIPE—Prices continue at: one-inch, \$16.50. Discounts on black, 70 per cent.; galvanized, 70 per cent.

SOIL PIPE AND FITTINGS — No changes to report. Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Featureless at present. Bar solder, half-and-half, guaranteed, 25c.; No. 2 wiping solder, 22c.

ENAMELWARE—We quote: Canadian baths, see Jan. 3, 1907, list. Lavatories, discounts, 1st quality, 30 per cent.; special, 30 and 10 per cent. Sinks, 18x30 inch. flat rim, 1st quality, \$2.60; special, \$2.45.

PUBLIC COMFORT STATIONS.

A report has been issued as to the hours and wages of the men employed in the public comfort stations in Toronto. There are two men at the corner of Cottenham and Yonge, one working from 6 a.m. to 5 p.m., receiving \$12 a week, and the other working from 5 p.m. to midnight, and receiving \$8 per week. At Spadina and Queen there are two men working the same hours and receiving the same pay. At Adelaide and Toronto streets there is only one caretaker. He works from 8 a.m. to 6 p.m. week days only, and receives \$8.50 per week. On Sundays the men at the Cottenham and Spadina lavatories work from 9 a.m. to 3.30 p.m., and from 3.30 to 10 p.m., two shifts.

CULINARY TONGS.

New culinary tongs composed of a single wire bent upon itself at its centre to form arms, connected together by an eye, which serves as a spring tending to hold the arms in separated relation have been patented by C. F. Smith, New York City. At the end of each arm of the tongs a pocket is provided by like construction, these pockets being formed by spirally coiling the wire conically and in an oval shape, thus adapting the pockets for grasping and lifting such articles as eggs or potatoes.

There is no substitute or anything else just as good as the truth

Plumbers' and Steamfitters' Supplies

Quotations
Cheerfully
Furnished



A Full Line
always
on hand

SOMERVILLE LIMITED

59 RICHMOND STREET EAST

- TORONTO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



Are you "On the Fence"?



The dealer who is busy selling his customers Penberthy Brasses, knows the value of time and money

It's surprising what little value some hardware dealers put on their time. They prefer making half-a-dollar more on an inferior article and losing from fifteen to forty-five minutes making a sale. Is that wisdom, Mr. Up-to-Date Hardwareman? Why not keep the best that can be had?

That's the secret that makes you the most successful hardwareman in your town.

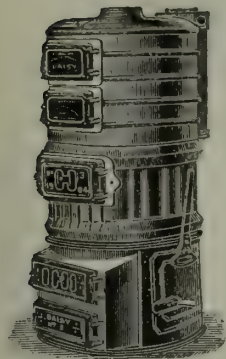
We make a full line of Injectors, Ejectors, Water Gauges, Gauge Cocks, Oil Cups, Grease Cups, Lubricators, Whistles, Air Cocks, Cylinder Cocks, Radiator Vents, etc.

Order from your jobber, and please remember we don't make cheap or competition goods.

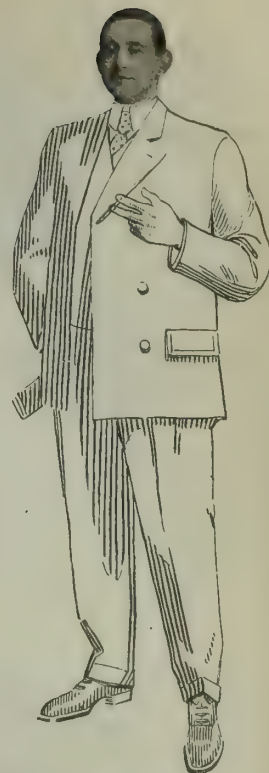
PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

THE DAISY WAY



The home-builder who is investing in a heating system is very anxious to procure the best that his money can buy. He banks his faith on you, Mr. Steamfitter, and your judgment decides in favor of the boiler that is self-contained, that is convenient to handle, that is simple in construction and management, that is safe and durable, and that brings results.



That Means the Daisy

CLUFF BROTHERS

Lombard Street, TORONTO

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WARDEN KING & SON, Limited

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

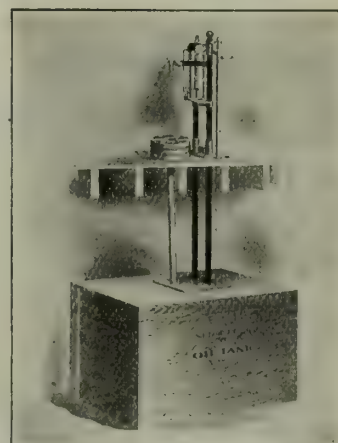
WALKERVILLE, ONT.

The Bowser Oil Tank Costs You Nothing

Why? Because it pays for itself by its own saving of oil. Without one you lose the price of a Bowser every year through leakage, evaporation and waste.

Why not install a Bowser Outfit and let it repay its own cost within a year? Its convenience, cleanliness and safety are from the first, all clear gain.

Write us for catalog V which describes the many styles.

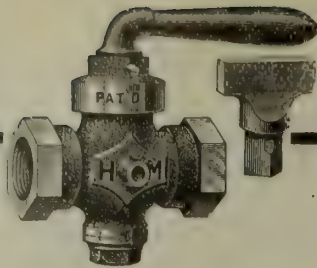


Cut 1—Cellar Outfit
For Kerosene and Other Light Oils

S. F. BOWSER & CO., Inc.

66-68 Fraser Ave.

Toronto, Can.



Mueller

"No. 49" Stop and Waste Cocks

These cocks have broad hexes that give the wrench a firm grip, and the pipe ends are reinforced next to the body so as to stand the strain of fitting in. Tested under 200 pounds hydraulic pressure.

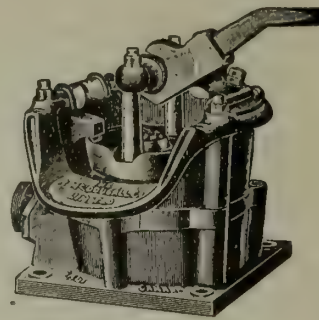


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Decatur, Ill., U.S.A.

New York, N.Y., U.S.A.

DIAPHRAGM PUMPS



402

These pumps are used wherever large quantities of water are to be handled fast. The construction permits loose gravel, etc., to pass through the valves. Valves can be taken out without tools. Used by Contractors and, say, for a shallow mine, they are just the thing. We have suction hose for these Pumps too. and we also make a specialty of filling telegraph orders. A copy of our book is asking for your address.

MCDUGALL PUMPS ARE STANDARD PUMPS

The R. McDougall Co., Limited

GALT, - CANADA

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD.

NO ORDER TOO LARGE



HOTTEST ON EARTH

We manufacture the largest line of mechanical tools using gasoline, kerosene and alcohol as fuel. Your jobber will supply you at factory prices. Guaranteed to please you or money refunded.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - - - CHICAGO, U.S.A.

No. 30 King. Price each \$4.55 net

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ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

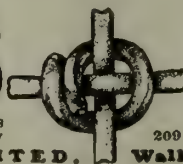
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Highest references and financial responsibility.

"PAGE FENCES — WEAR BEST"

Made of High Carbon Wire.—we'll prove it to you. COILED—not crimped. This makes it still stronger in service. It stays taut. Painted WHITE over heavy

THE PAGE WIRE FENCE COMPANY, LIMITED.



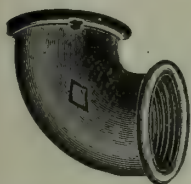
galvanizing—rust proof. Experienced dealers to erect it. Leads all in sales 200—as in merit. Get illustrated booklet and 1907 prices before buying. Walkerville, Toronto, Montreal, St. John, Winnipeg

A Thousand Dealers Have Made Money

by recommending and talking the far-famed

"SAUGEEN BRAND" of Portland Cement

They are making more to-day. Are you getting your share of the profits?

The Hanover Portland Cement Co., Ltd., Hanover, Ont.**NO WAITING** when you place your **ENAMELWARE** orders with us. Quality and prices always right.**ORLANDO VICKERY****178-180 Victoria Street TORONTO, CANADA**

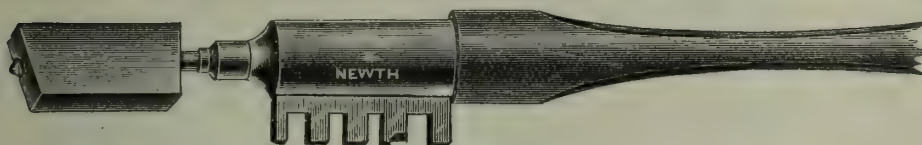
A sure way to capture a paying trade is to stock

"Diamond" brand Fittings

Easily the best and most profitable. Wholesale only.

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA**Sharratt & Newth's Glaziers' Diamonds**

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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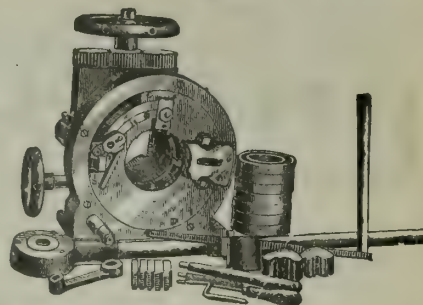
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You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

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JAMES HUTTON & COMPANY, MONTREAL**Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.****A Certain Sense of Satisfaction**Does with every **MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE.** We build them that way.For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the **MERRELL.**Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the **MERRELL.**This Portable Hand Machine has encased gears, **MERRELL** standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking. Quick shipments.**THE CANADIAN FAIRBANKS CO.**

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Do You Want the Best?

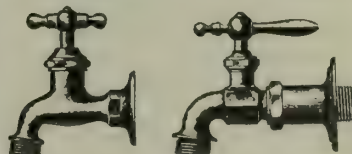
TWO FREE

for every one sent you defective. Isn't that guarantee enough?

Glauber Brass Mfg. Co.

Expert Makers of Fine Brass Goods

CLEVELAND - - OHIO

**Forwell Foundry Co.**

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

QUIT TAKING CHANCES

You can't carry on any kind of business campaign to a successful issue—unless you are certain about your base of supplies. When you place an order with us you take out an insurance policy guaranteeing success. Quality—trade-building quality is stamped through and through our

READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPERS

These are our brands

"BLACK DIAMOND"



AND

"JOLIETTE"

and

"CYCLONE"

SHEATHING

TARRED FELT

QUALITY and PRICE always right

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

April 19, 1907
These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 27 0 27½

BOILER PLATES AND TUBES.

Plates, ½ to ¾ inch, per 100 lb. 2 50
Heads, per 100 lb. 2 75
Tank plates 3-16 inch. 2 65
Tubes per 100 feet, ½ inch. 8 50
" " 2 " " 9 00 9 50
" " 2½ " " 11 31 11 59
" " 3 " " 12 51 13 00
" " 3½ " " 16 00 17 00
" " 4 " " 20 00 21 50
2 per cent off

BOILER AND T.K. PITTS.

Plain tinned..... } 25 per cent. off list.
Spun..... }

BABBIT METAL.

Canada Metal Company—Imperial genuine
60c.; Imperial Tough, 60c.; White Brass, 50c.;
Metallic, 35c.; Harris Heavy Pressure, 25c.;
Hercules, 25c.; White Bronze, 15c.; Star
Frictionless, 14c.; Alluminoid, 10c.; No. 4,
9c. per lb.
James Robertson Co.—Extra and genuine
Monarch, 60c.; Crown Monarch, 50c.; No. 1
Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c.;
Thurber, 15c.; Philadelpha, 12c.; Canadian,
10c.; hardware, No. 1, 15c.; No. 2, 12c.; No. 3,
10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, 25 p.c. advance.
Sheets, 12 to 14 in. 0 30
Tubing, base, per lb 5-16 to 2 in. 0 33
Tubing, ½ to 3-inch, iron pipe size. 0 31
" 1 to 3-inch, seamless. 0 36
Copper tubing, 6 cents extra.

COPPER.

Ingot. Per 100 lb.
Casting..... 27 00
Out lengths, round, ½ to 2 in. 35 00
Sheet.
Plain, 16 oz., 14x48 and 14x60 35 00
Plain, 14 oz. 00
Tinned copper sheet, base 38 00
Planned base. 43 00
Braziers (in sheets) 4x6 ft., 25
to 30 lb. each, per lb., base. 0 34 0 35

BLACK SHEETS.

Montreal. Toronto
8 to 10 gauge 2 70 2 70
12 gauge 2 70 2 70
14 " 2 70 2 55
17 " 2 50 2 65
18 " 2 50 2 65
20 " 2 50 2 65
22 " 2 50 2 75
24 " 2 55 2 80
26 " 2 65 2 85
28 " 2 70 3 00

CANADA PLATES.

Ordinary, 52 sheets 2 75 2 90
All bright 3 80 3 90
Galvanized—Dom. Crown. Ordinary.
18x24x52 4 35 4 35
" 60 4 60 4 60
20x28x80 8 70 8 70
" 94 9 20 9 20

GALVANIZED SHEETS. Colborne

B.W. Queen's Fleur-de-Lis Gordon
Gauge Head de Lis Crown
18-24 .. 3 85 3 80 3 35
22-24 .. 4 20 4 05 4 00 3 75
26-24 .. 4 45 4 30 4 40 4 30
28-24 .. 4 70 4 55 4 60 4 45
Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American 3 90
26 " " 4 30
28 " " 4 55
10½ oz. " 4 85
25c. less for 1,000 lb. lots.

IRON AND STEEL.

Montreal. Toronto.
Middlesboro, No. 3 pig iron 23 00
Summerlee, No. 3 24 00
Londonderry, pig iron 24 50
Carron, special pig iron 25 50
Radnor, charcoal iron 33 00
Common bar, per 100 lb. 2 20
Forged iron " 2 30
Refrined " 2 60
Horseshoe iron " 2 60
Hoop steel, ½ to 3 in. base. 2 80
Sleigh shoe steel " 2 30
Tire steel " 2 40
Best sheet cast steel. 0 12
B. K. Morton "Alpha" high speed.
" annealed 0 65
" "Self-hardening 0 70
" "quality best warranted 0 18
" "warranted 0 14
" "B.O." quality 0 09
Colonial black diamond. 0 08
Sanderson's 0 08
Jessop's 0 12
Air hardening 0 60
Conqueror 0 07
Jowett's diamond J. 0 06
Jonas & Colver's tool steel. 0 10
" "Novo" 0 65
" annealed 0 65
Jowett & Sons B.P.L. tool steel 0 10½ 0 11

COLD ROLLED SHAFTING.

9-16 to 11-16 inch. 0 06
¾ to 1-7-16 " 0 05½
1-7-16 to 3 " 0 05
Montreal 30, Toronto 35 to 40 per cent.

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$45 00 \$45 50

TINPLATES.

Charcoal Plates—Bright
M.L.S., equal to Bradley— Per box.
I.O. 14 x 20 base \$6 50
I.X. 14 x 20 8 00
I.X.X. 14 x 20 base 9 50
Famous, equal to Bradley—
I.O. 14 x 20 base. 6 50
I.X. 14 x 20 " 8 00
I.X.X. 14 x 20 base. 9 50
I.O. 14 x 20 base 5 00
I.X. " " 6 00
I.X.X. " " 7 00
" " " " 8 00
"Dominion Crown Best"—Double
Coated, Tissue. Per box.
I.O. 14 x 20 base. 5 50
I.X. 14 x 20 " 6 50
I.X.X. 14 x 20 " 7 50
"Allaway's Best"—Standard Quality.
I.O. 14 x 20 base. 4 50
I.X. 14 x 20 " 5 25
I.X.X. 14 x 20 " 6 00

Bright Cokes.

Bessemer Steel—
I.O., 14 x 20 base 4 25
20x28, double box 5 50

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.O., 20x28, 112 sheets 7 25
IX., Terne Tin 9 50
Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 7 50
" 14x65, " }
Tinned Sheets.
72x80 up to 24 gauge. 8 50
26 " 9 00

LEAD.

Imported Pig, per 100 lb. 5 50
Bar, 5 75
Sheets, 2½ lb. sq. ft., by roll. 0 07½
Sheets, 3 to 6 lb. " 0 07
Out sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks 7 75
Part casks. 8 00

ZINC SPELTER.

Foreign, per 100 lb. 7 25
Domestic 6 75

OLD MATERIAL.

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 20 0 19½
Light copper 0 17 0 17½
Heavy red brass 0 18 0 17½
" yellow brass 0 15 0 14½
Light brass 0 11½ 0 10
Tea lead 0 04½ 0 04
Stove plate 0 04½ 0 04
Scrap zinc 0 04½ 0 04
No. 1 wrought iron. 17 00 15 00
" 2 " 8 00 7 50
Machinery cast scrap 18 00 16 50
Stove plate 14 00 12 00
Malleable and steel 8 50
Old rubbers 0 09½ 0 08½
Country mixed rags, 100 lbs. 1 25 1 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.
Standard Compression work, 55 per cent.
Cushion work, discount 40 per cent.
Fuller work, 65 per cent.
Playway stop and stop and waste cocks, 60
per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves,
45; Standard, 55; Jenkins Bros., 27½ p.c.
Kerr standard globes, angles and checks,
special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and
heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-
opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves,
40; straightway valves, I.B.H.M., 60.
J.M.T. Radiator Valves 50; Standard, 60;
Patent Quick-Opening Valves, 65 p.c.
No. 1 compression bath cock 2 00
No. 4 " " 1 90
No. 7 Fuller's 2 25
No. 4½ " " 2 35
Patent Compression Cushion, basin
cock, hot and cold, per dcx., \$16.20
Patent Compression Cushion, bath
cock, No. 2208 2 25
Square head brass cocks, 50 per cent.
" " " " 60 " 2 00
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon. 33 00
15 per cent.

BOILERS—GALVANIZED IRON RANGE.

Capacity. Standard. Extra heavy
30-gallons. 5.00 7.75
2 per cent., 30 days.

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, \$1; 18x30, \$1; 18x36, \$1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Com-
pany Jan. 3, 1907, shows an advance of 10 per
cent. over previous quotations.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—40 to 70 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 per cent.
Hot Water Radiators—50 to 58 p.c.
Steam Radiators—50 to 55 per cent.
Wall Radiators and Specials—50 to 55 p.c.

LEAD PIPE.

Lead Pipe, 7c. per pound, 5 per cent. off.
Lead waste, 8c. per pound, 5 per cent. off.
Caulking lead, 6½c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.) Black. Galvanized
inch. inch. inch. inch.
" 2 26 " 3 08
" 2 26 " 3 08
" 2 72 " 3 57
" 3 57 " 4 72
" 5 12 1 " 6 77
" 6 98 1 " 9 23
" 8 37 1 " 11 07
" 11 16 2 " 14 76
" 18 00 2 " 21 60
" 23 50 3 " 31 50
" 30 00 3 " 40 00
" 34 00 4 " 45 00
2 per cent. 30 days.

Malleable Fittings—Canadian discount 30 per
cent.; American discount 25 per cent.

Cast Iron Fittings 57½; Standard bushings
57½; headers, 57½; flanged unions 57½; mal-
leable bushings 55; nipples, 70 and 10;
malleable lipped unions, 55 and 5 p.c.

SOIL PIPE AND FITTINGS
Medium and Extra heavy pipe and fittings,
up to 6 inch, discount 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe, 50 p.c.; fittings, 50 and 10 p.c.

OAKUM.
Plumbers per 100 lb. 4 75
STOCKS AND DIES.
American discount 25 per cent.

SOLDERING IRONS.
½-lb. per lb. 0 38
1-lb. or over " 0 35

SOLDER. Montreal Toronto
Bar, half-and-half, guaranteed 0 25 0 27
Wiping " " 0 22 0 23

PAINTS, OILS AND GLASS.

Paint and household, 76 per cent.

CHEMICALS. In casks per lb.
Sulphate of copper (bluestone or blue
vitrol) 0 09
Litharge, ground 0 05
" flaked 0 06½
Green copperas (green vitrol) 0 01
Sugar of lead 0 08
Lump olive 0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins pure. 0 08
Chrome yellow 0 15
Golden ochre 0 10
" " " " 0 08
Marine black 0 04½
Chrome green 0 09
French permanent green 0 13
Signwriters' black 0 15

CLAUSS BRAND TAILORS' SHEARS

Fully Warranted

These goods are the BEST
and are EQUALLED only by
such other goods as are manu-
factured by



Write for Trade Discounts.

The Clauss Shear Co., - Toronto, Ont.

GLUE.		
Domestic sheet	0 10	0 10 1/2
French med.	0 12	0 12 1/2
PARIS GREEN.		
600-lb. cask	0 25 1/2	0 25 1/2
250 lb. drums	0 25 1/2	0 25 1/2
100-lb.	0 26 1/2	0 26 1/2
50-lb.	0 27 1/2	0 27 1/2
1-lb. pkgs, 100 in box	0 27 1/2	0 27 1/2
1/2-lb. tins, 100 in box	0 28 1/2	0 28 1/2
1/4-lb. pkgs	0 30 1/2	0 30 1/2
F.o.b. Toronto.		

PARIS WHITE.		
In bbls	0 90	
PREPARED PAINTS.		
Pure, per gallon, in tin	1 30	
Second qualities, per gallon	1 15	
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paint, 1 gal.	1 45	
Canada Paint Co.'s pure	1 25	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
"British Navy deck"	1 50	
Brandram-Henderson's "English"	1 45	
Ramsay's paint, Pure, per gal.	1 30	
"Thistle"	1 00	
Outside, bbls	0 55	0 65
Martin-Senour's 100 p.c. pure, gal.	1 40	
Senour's Floor Paints, gal.	1 20	
Jamieson's "Crown and Anchor"	1 20	
Crysal enamel	1 50	
"barn paints, bbls, per gal.	0 60	
Sanderson Peary's pure	1 20	
Robertson's pure paints	1 20	

PUTTY.		
Bulk in bbls.	1 60	
Sladders in bbls.	1 85	
25-lb. tins.	1 90	
Sladders in bulk or tins less than 100 lb.	1 95	
Bulk in 100-lb. irons.	1 85	

SHINGLE STAINS.		
In 5 gallon lots	0 75	0 80

SHELLAC.		
White.	0 65	
Fine orange.	0 80	
Medium orange.	0 65	
F.o.b. Montreal or Toronto.		

TURPENTINE AND OIL.		
Castor oil.	0 08	0 10
Gasoline	0 02 1/2	0 22 1/2
Benzine, per gal.	0 17	0 20
Turpentine, single barrels	1 00	1 04
Linseed Oil,	raw	0 62 0 66
"	boiled	0 65 0 68

WHITE LEAD GROUND IN OIL. Per 100 lbs		
Canadian pure	7 15	
No. 1 Canadian	6 80	
Munroe Select, Flake White.	7 40	
Elephant and Decorator's Pure	7 40	
Monarch	7 40	
Standard Decorator's	7 15	
Essex (Genuine)	6 80	
Brandram's B. B. Genuine	8 40	
"Anchor," pure	7 00	
Ramsay's Pure Lead	7 00	
Ramsay's Exterior	6 80	
"Crown and Anchor," pure	6 50	
Sanderson Peary's	7 40	
Robertson's C.F. lead	7 40	

WHITE AND RED DRY LEAD.		
Genuine, 560 lb. casks, per cwt	6 75	6 80
Genuine, 100 lb. kegs,	7 50	6 50
No. 1, 560 lb. casks, per cwt	6 25	5 75
No. 1, 100 lb. kegs, per cwt	7 00	6 25

WINDOW GLASS		
Size United	Star	Double Diamond
Inches.		
Under 26	\$4 25	\$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	15 00	
91 to 95	17 50	

96 to 100	20 50
101 to 105	24 00
106 to 110	27 50
Discount—16 oz., 75 per cent; 21 oz. 30 per cent, per 100 feet. Br ken boxes 50 per cent.	

WHITING.		
Plain, in bbls	0 70	
Gilders bolted in bands	0 90	

WHITE DRY ZINC.		
Extra Red Seal, V. M.	0 07 1/2	0 08 1/2

WHITE GROUND ZINC.		
Pure, in 25-lb. irons	0 08 1/2	
No. 1, " "	0 07	
No. 2, " "	0 05 1/2	

VARNISHES.		
In 5-gal. lots.	Per gal.	cans

Carriage, No. 1	1 50	
Pale durable body	3 50	
"hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 15	
"No. 1	0 90	
"union	0 80	
Light oil finish	1 45	
Gold size japan	1 80	
Brown japan	0 95	
No. 1 brown japan	0 95	
Baking black japan	1 35	
No. 1 black japan	0 90	
Benzine black japan	0 70	
Crysal Damar	2 80	
No. 1	2 50	
Pure asphaltum	1 40	
Oil oth	1 50	
Lightning dryer	0 70	
Essence varnish, 1 gal. can, each	2 00	
Granitine floor varnish, per gal.	2 10	
Maple Leaf coach enamels; size 1	1 20	
Sherwin-Williams' kopal varnish, gal.	2 50	
Canada Paint Co's satin varnish	2 00	
"Kyanize" Interior Finish	2 40	
"Flint Lac" coach	1 80	
B. H. Co's "Gold Medal," in cases	2 20	
Jamieson's Copaline, per gal.	2 00	

BUILDERS' HARDWARE.

BELLS.		
Brass hand bells, 60 per cent.		
Nickel, 55 per cent.		
Gongs, Sergeant's door bells.	5 50	8 00
American, house bells, per lb.	0 35	0 40
Peterboro' door bells, discount 37 1/2 and 10 per cent. off new list.		

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.	2 25	
Ready roofing, 2-ply, not under 45 lb. per roll	1 00	
Ready roofing, 3-ply, not under 65 lb. per roll	1 25	
Carpet Felt	per ton	60 00
Heavy Straw Sheathing	per ton	35 00
Dry Surprise	0 40	
Dry Sheathing	per roll, 400 sq. ft.	0 50
Tar	400 "	0 45
Dry Fibre	400 "	0 55
Tarred Fibre	400 "	0 65
O. K. & L. X. L.	400 "	0 70
Resin-sized	400 "	0 45
Oiled Sheathing	400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof "small packages"	0 25	
Refined Tar	per barrel	5 00
Coal Tar	4 00	
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 80
Slater's felt	per roll	0 70
Heavy Straw Sheathing f.o.b. St. John and Halifax	37 50	

WROUGHT BRASS, net revised list.		
Wrought Iron, 70 per cent.		
Cast Iron Loose Pin, discount 60 per cent.		
Wrought Steel Fast Joint and Loose Pin, 70 per cent.		

CEMENT AND FIREBRICK.		
Canadian Portland	2 00	2 10
Belgium	1 60	1 90
White Bros. English	1 80	2 05
"Laforge" cement in wood	3 40	
"Lehigh" cement, in wood	2 54	

"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick, Scotch, per 1,000	27 00 30 00
"English	17 00 21 00
"American, low	23 00 25 00
"high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving blocks per 1,000	
Blue metallic, 9"x4"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4"x2", ex wharf	36 00

DOOR SETS.		
Peterboro, 37 1/2 and 10 per cent.		

DOOR SPRINGS.		
Torrey's Rod	per doz.	1 75
Coil 9 to 11 in.	"	1 65
English	"	2 00 4 00
Chicago and Reliance Coil 25 per cent.		

STORE DOOR HANDLES.		
Per Dozen	1 00	1 50

ESCUTCHEONS.		
Discount 50 and 10 per cent., new list		
Peterboro, 37 1/2 and 10 per cent.		

ESCUTCHEON PINS.		
Iron, discount 40 per cent.		
Brass, 45 per cent.		

HINGES.		
Blind, discount 60 per cent.		
Heavy T and strap, 4-in., per lb. net.	0 06	
" 5-in., " "	0 07 1/2	
" 6-in., " "	0 05 1/2	
" 8-in., " "	0 04	
" 10-in. and larger	0 05	

Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in., per 100 lb.	4 65	
over 12 in., " "	3 65	
Spring, No. 20, per gro. pairs	10 80	
Spring, Woodvatt pattern, per gro. No. 5,		
\$17.50 No. 10, \$18 No. 20, \$18.50 No. 25,		
12 \$20; No. 31, \$10; No. 53, \$27.50.		
Crat. hinges and bac. flaps, 65 and 5 p.c.		
Hinge hasps, 60 per cent.		

SPRING HINGES.		
Chicago Spring Butts and Blanks 12 1/2 percent.		
Triple End Spring Butts 3 and 10 per cent.		
Chicago Floor Hinges 37 1/2 and 10 per cent.		
Garden City Fire House Hinges, 12 1/2 p.c.		

CAST IRON HOOKS.		
Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	"	0 50 1 00
Wrought hooks and staples—		
1-5	per gross	2 65
1-16 x 5	"	3 30

Bright steel gate hooks and staples, 40 p.c.		
Hat and coat wire, discount 64 per cent.		
Screw, bright wire, discount 65 per cent.		

KNOBS.		
Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L.		
White door knobs	per gross	1 30 2 00
Peterboro knobs, 37 1/2 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.		
Lock, Canadian dia. 40 to 40 and 10 per cent.		
Cabinet trunk and padlock		
American	per gross	0 60

LOOKS.		
Peterboro, 37 1/2 and 10 per cent.		
Russell & Erwin, steel rim \$2.50 per doz.		
Eagle cabinet locks, discount 30 per cent.		
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.		

SAND AND EMERY PAPER.		
B. & A. sand, discount, 35 per cent.		
Emery, discount 35 per cent.		
Garnet (Rurton's) 5 to 10 per cent. advance		

SASH WEIGHTS.		
Sectional	per 100 lb.	2 00 2 25
Solid	"	1 50 1 75

SASH CORD.		
Per lb.		0 31

BLIND AND BED STAPLES.		
All sizes, per lb.	0 07 1/2	0 1

WROUGHT STAPLES.		
Galvanized		
Plain		2 75
Coopers, discount 45 per cent.		2 50
Poultry netting staples, discount 40 per cent.		
Bright spear point, 75 per cent. discount.		

TOOLS AND HANDLES.		
ADZES.		
Discount 22 1/2 per cent.		

AUGERS.		
Gilmour's, discount 50 per cent. off list.		

AXES.		
Single bit, per doz.	6 10	9 00
Double bit, " "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		

Bunters Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys' handled		5 75
" hunters		5 25

BITS.		
Irwin's auger, discount 47 1/2 per cent.		
Gilmour's auger, discount 60 per cent.		
Rockford auger, discount 50 and 10 per cent.		
Jennings' (ten. auger, net list.		
Gilmour's cas, 4 1/2 per cent.		
Clark's expansion, 40 per cent.		
Clark's spade, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		3 25

BUTCHERS' CLEAVERS.		
German	per doz.	7 00 9 00
American	"	12 00 18 00

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS.		
Warnock's, discount 70 and 5 per cent.		
F. S. & W. Extra, discount, 70 per cent.		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11 1/2
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

We make Electric Fixtures, Sockets, and Cut-Outs

Mundertloch & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

CUTLERY AND SILVER-WARE

RAZORS.	per doz.
Elliot's	4 00 18 00
Boker's	7 50 11 00
" King Cutter	13 50 18 50
Wade & Butcher's	3 60 10 00
Lewis Bros. "Klean Cutter"	8 50 10 50
Henckel's	7 50 20 00
Berg's	7 50 20 00
Clauss Razors and Stropps, 50 and 10 per cent	

KNIVES.

Farrars-Stagey Bros., doz	3 50
PLATED GOODS	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 10, fancy, 40 and 5.	

SHEARS.

Clauss, nickel, discount 60 per cent.	
Clauss, Japan, discount 67½ per cent.	
Clauss, tailors, discount 40 per cent.	
Seymour's, discount 50 and 10 per cent	
Berg's	6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Woodyatt Hudson, per doz., net	4 50
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BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.	
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COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 30 p. c.	
Copper pitta, 20 per cent.	

ENAMELED WARE.

London, White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.	
Canada, Diamond, Premier, 50 and 10 p. c.	
Pearl, Imperial Crescent, 50 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Japanned ware, discount 45 per cent.	
Hollow ware, tinned cast, 35 per cent. off.	

KITCHEN SUNDRIES.

Can openers, per doz.	0 40 0 75
Mincing knives per doz.	0 50 0 80
Duplex mouse traps, per doz.	0 65
Potato mashers, wire, per doz.	0 60 0 70
" wood "	0 50 0 60
Vegetable slicers, per doz.	2 25
Universal meat chopper No. 0, 1, 1.15.	
Enterprise chopper, each	1 30
Spiders and fry pans, 50 per cent.	
Star Al chopper 5 to 32	1 35 4 10
" 100 to 103	1 35 2 00
Kitchen hooks, bright	0 62½

LAMP WICKS.

Discount, 60 per cent.	
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LEMON SQUEEZERS.

Porcelain lined	2 20 5 60
Galvanized	1 87 3 85
King, wood	2 75 2 80
King, glass	4 00 4 50
All glass	0 50 0 50

METAL POLISH.

Tandem metal polish paste	6 00
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PICTURE NAILS.

Porcelain head	1 35 1 50
Brass head	0 40 1 00
Tin and gilt, picture wire, 75 per cent.	

SAD IRONS.

Mrs. Potts, No. 55, polished	0 80
" No. 50, nickel-plated, "	0 82
Common, plain	4 50
" plated	5 50
Asbestos, per set	1 25

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet,	
\$3 30; 3 in., \$4 40; 4 in., \$5 50; 5 in., \$7 45;	
6 in., \$9 90.	

FAUCETS.

Common, cork-lined, discount 35 per cent.	
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HAVETROUGHS.

10-inch	per 100 ft. 3 30
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FACTORY MILK CANS.

Discount off revised list, 35 per cent.	
Milk can trimmings, discount 25 per cent.	
Creamery Cans, 45 per cent	

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz. 6 50
Lift Tubular and Hinge Plain, "	4 75
No. 0, safety	4 00
Better quality at higher prices.	
Japanning, 50c. per doz. extra.	
Prism globes, per doz., \$1.20.	

OILERS.

Kemp's Tornado and McClary's Model	
galvanized oil can, with pump, 5 gal-	
lon, per dozen	10 92
Davidson oilers, discount 40 per cent	
Zinc and tin, discount 50 per cent	
Coppered oilers, 20 per cent. off.	
Brass oilers, 50 per cent. off.	
Malleable, discount 25 per cent	

PAIS (GALVANIZED).

Dufferin pattern pais, 45 per cent.	
Flaring valtern, discount 45 per cent.	
Galvanized washubs 40 per cent.	

PIED WARE.

Discount 35 per cent off list, June, 1899.	
10-qt. flaring sap buckets, discount 35 per cent.	
6, 10 and 14-qt. flaring pails dis. 35 per cent.	
Copper bottom tea kettles and boilers, 30 p. c.	
Coal hods, 40 per cent.	

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.	
Retined, 72½ per cent. revised list.	

SAP SPOUTS.

Bronzed iron with hooks	per 1,000 7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64	7 91
7 inch	8 18
Nestable, discount 40 per cent.	

STOVEPIPE ELBOWS.

5 and 6-inch, common	per doz. 1 32
7-inch	1 48
Polished, 15c. per dozen extra.	

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.	
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TINNERS' SNIPS.

Per doz.	3 00 15
Clauss, discount 35 per cent.	

TINNERS' TRIMMINGS.

Discount, 45 per cent.	
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WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13½, \$4.10;	
No. 14, \$4.2½; No. 15, \$4.50; in lengths 6' to	
11½, 25 per cent.; other lengths 20c. per 100	
lbs. extra; if eye or loop on end add 25c. per	
100 lbs. to the above.	

BRIGHT WIRE GOODS.

Discount 62½ per cent.	
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CLOTHES LINE WIRE.

7 wire solid line, No. 17, \$4.90; No. 18,	
\$3.00; No. 19, \$2.70; 8 wire solid line,	
No. 17, \$4.45; No. 18, \$2.80. No. 19, \$2.50.	
All prices per 1000 ft. measure. F.o.b. Hamil-	
ton Toronto, Montreal.	

COILED SPRING WIRE.

High Carbon, No. 9, \$2.90; No. 11, \$3.45;	
No. 12, \$3.15.	

COPPER AND BRASS WIRE.

Discount 37½ per cent.	
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FINE STEEL WIRE.

Discount 25 per cent. List of extras	
In 100-lb. lots: No. 17, \$5 — No. 18,	
\$5.50 — No. 19, \$6 — No. 20, \$6.85 — No. 21	
\$7½ — No. 22, \$7.30 — No. 23, \$7.65 — No.	
24, \$8 — No. 25, \$9 — No. 26, \$9.50 — No. 27,	
\$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 —	
No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34,	
\$17. Extras net-tinned wire, Nos. 17-25,	
\$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered,	
75c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5-	
and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—	
in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c.—	
packed in casks or cases, 15c.—bagging or	
papering, 10c.	

FENCE STAPLES.

Bright	3 75 Galvanized	3 15
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HAY WIRE IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85;	
f.o.b., Montreal.	

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, \$3.70 —	
Nos. 6, 7, 8, \$3.15 — No. 9, \$2.50 —	
No. 10, \$3.29 — No. 11, \$3.25 — No. 12, \$2.65	
—No. 13, \$2.75—No. 14, \$3.75—No. 15, \$4.30	
—No. 16, \$4.30 from stock. Base sizes, Nos.	
6 to 9, \$2.35 f.o.b. Cleveland. In carlots	
12½c. less.	

LIGHT STRAIGHTENED WIRE.

Gauge No.	per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	\$0.50	\$0.75	\$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.30; No. 10 gauge, 6c.	
extra; No. 11 gauge, 12c extra; No. 12	
gauge, 20c. extra; No. 13 gauge, 30c. extra;	
No. 14 gauge, 40c. extra; No. 15 gauge, 55c.	
extra; No. 16 gauge, 70c. extra. Add 60c.	
for coppering and \$2 for tinning.	
Extra net per 100 lb.—Oiled wire 10c.,	
spring wire \$1.25, bright soft drawn 15c.,	
charcoal (extra quality) \$1.25, packed in casks	
or cases 15c., bagging and papering 10c., 50	
and 100-lb. bundles 10c., in 25-lb. bundles	
15c., in 5 and 10-lb. bundles 25c., in 1-lb	
hanks \$1.	

POULTRY NETTING.

2 in mesh 19 w.g., discount 50 and 5 per	
cent. All others 50 per cent.	

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.62½, per	
100 sq. ft.; in 50-ft. rolls, \$1.97½, per 100 sq. ft.	
Terms, 2 per cent. off 30 days.	

WIRE FENCING.

Galvanized barb.	2 95
Galvanized, plain	3 30
Galvanized barb. f.o.b. Cleveland, \$2.70 for	
small lots and \$2.60 for carlot's	

WOODENWARE.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,	
\$11; No. 4, \$13; No. 5, \$16. f.o.b. Toronto	
Hamilton, London and St. Marys, 30 and 30	
per cent.; f.o.b. Ottawa, Kingston and	
Montreal, 40 and 15 per cent. discount.	
Taylor-Forbes, 30 and 30 per cent.	

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.,	
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LADDERS, EXTENSION.

3 to 6 feet, 11c. per foot; 7 to 10 ft., 12c.	
Wagoner Extension Ladders, dis. 40 per cent.	

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS.

Common doors, 2 or 3 panel, walnut	
stained, 4-in. style	per doz. 7 25
Common doors, 2 or 3 panel, grained	
only, 4-in. style	per doz. 7 55
Common doors, 2 or 3 panel, light stair	
per doz.	9 55

SCREEN DOORS.

Round, re-acting per doz.	60 00
Square	63 00
Eclipse, per doz	64 00
Dowdell	39 00
New Century, per doz	75 00
Daisy	64 00

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square	63 00
Eclipse, per doz	64 00
Dowdell	39 00
New Century, per doz	75 00
Daisy	64 00

WINDORES.

Royal Canadian, 11 in., per doz.	34 00
Royal American, 11 in.	34 00
Ese, 10 in., per doz	3 75
Terms, 2 per cent, 30 days.	

MISCELLANEOUS.

AXLE GREASE.		
Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 p. c.	
Agricultural, not wider than 4 in., 75 per cent	
Lace leather, per side, 75c.; cut laces, 80c.	

BOOT CALKS.

Small and medium, ball	per M 4 25
Small heel	" 4 50

CARPET STRETCHERS.

American	per doz. 1 00 1 50
Bullard's	" 6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

PINE TAR.

½ pint in tins	per gross 7 80
"	" 9 60

PULLEYS.

Hothouse	per doz. 0 55 1 00
Axle	" 0 22 0 33
Screw	" 0 22 1 00
Awning	" 0 35 2 50

PUMPS.

Canadian clatern	1 40 2 00
Canadian pitcher spout	1 80 3 16
Berg's wing pump, 75 per cent.	

ROPE AND TWINE.

Sisal	0 104
Pure Manila	0 151
"British" Manila	0 12
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" 1 inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09

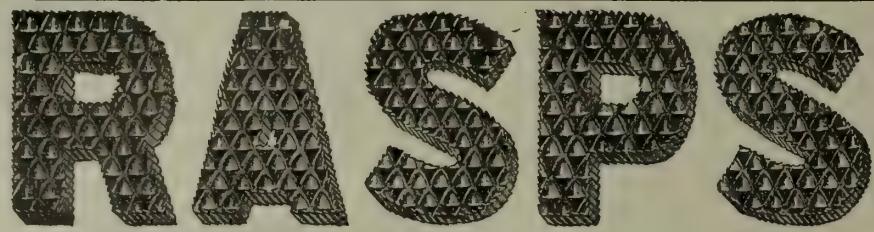
Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Spring rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

KEARNEY & FOOT

The
Best
Rasp
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The
Rasp
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sells

MADE BY

Nicholson File Co., Dominion Wks. **Port Hope, Ont.**

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co., Montreal.**Bath Room Fittings.**Forsyth Efg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto**Belting, Hose, etc.**Gutta Percha and Rubber Mfg. Co.
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Fitchburg, Mass.**Binder Twine.**

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Belleville.**Box Strap.**

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Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
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tré.**Brushes.**Ramsay, A., & Son Co., Montreal.
United Factories, Toronto.**Cans.**

Aome Can Works, Montreal.

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Frothingham & Workman Co., Montreal.
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Newman & Sons, Birmingham.
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Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.**Carriage Accessories.**

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Guelph Spring and Axle Co., Guelph.

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Churns.

Dowswell Mfg. Co., Hamilton.

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J. N. Warminton, Montreal.

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Greening, B., Wire Co., Hamilton

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Dorcken Bros., Montreal.
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Howland, H. S. Sons & Co., Toronto.
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Eavetroughs

Wheeler & Bain, Toronto

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Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.**Handles.**

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J. N. Warminton, Montreal.**Horse Blankets.**

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ators.

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Frothingham & Workman, Montreal.
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Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
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Leslie, A. C., & Co., Montreal.
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Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
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Ont.**Metal Polish, Emery Cloth, etc.**

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Canadian Oil Co., Toronto
Consolidated Plate Glass Co., Toronto.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York
McArthur, Cornelle & Co., Montreal.
McCasill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
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Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson & Leary & Co., Toronto
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Standard Paint Co., Montreal
Standard Paint and Varnish Works
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Hanover Portland Cement Co., Han-
over, Ont.
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Ont.
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Defiance Mfg. Co., Toronto.

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Harris, J. W., Co., Montreal.

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Caverhill, Learmont & Co., Montreal.

Frothingham & Workman, Montreal.

Hobbs Hardware Co., London.

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Lampough, F. W., & Co., Montreal.

Lewis Bros. & Co., Montreal.

Lewis, Rice, & Son, Toronto.

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Greening, B., Wire Co., Hamilton.

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Sound

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as a feature of modern buildings,

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THE AEOLIAN VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables, etc.

As will be seen from the accompanying illustration, THE AEOLIAN VENTILATOR is very ornamental in appearance, while also possessing exceptional lasting qualities.

*We like to talk about the "Aeolian"
Will you write us for particulars?*

Read this testimonial:

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Messrs. The J. W. Harris Co., Limited, Montreal.
Dear Sirs,—Replying to your favor of May 30th, would say that the "ZEPHYR" Ventilator is giving good satisfaction.

Yours respectfully,

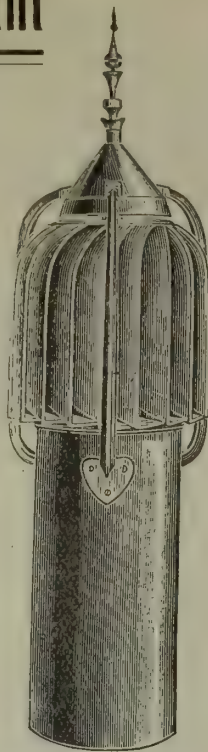
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THE J. W. HARRIS COMPANY, LIMITED

Contractors
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Not
Dangerous.
Does Not
Contain
Acids



Will
Keep Two
Years.
Can't
Spoil

The Cleveland Wall Paper Cleaner

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for dollars and cents.

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Bulk—10, 25 and 50 pound cans. Prompt shipments

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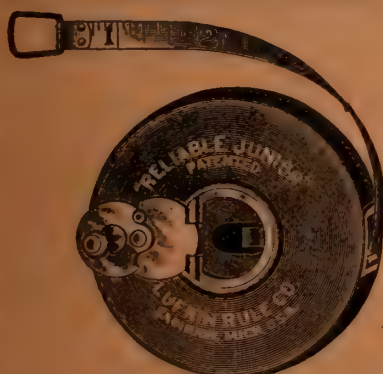
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are good holiday souvenirs and live sellers the whole
year. Are made well and are made out of good
material. That is why we guarantee every one that
we put out. When ordering Cork Screws try Walker's

Manufactured only by **ERIE SPECIALTY COMPANY, ERIE, Pa. U.S.A.**



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Steel, Metallic, Linen, Pocket, Ass Skin,
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Twelve TRADE MARK Medals



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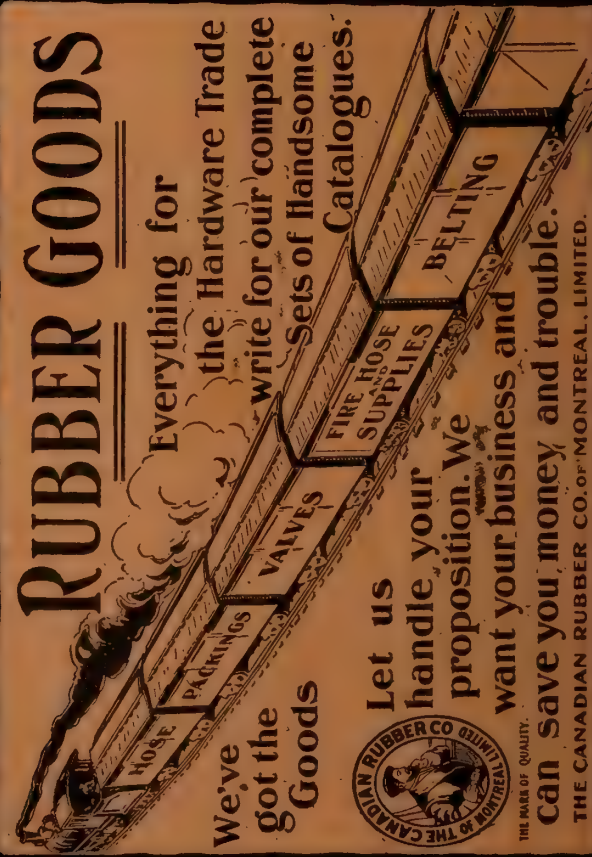
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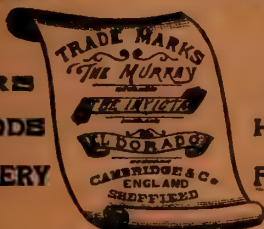
Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, APRIL 27, 1907

NO. 17.

E. M. DICKINSON'S



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WINNIPEG—The Vulcan Iron Works, Limited

See Classified List of Advertisements on Page 71.

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Pennsylvania, Spider, Matchless,
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HAMMOCKS

All sizes, in bright new colors, with wood bar at head and foot, also pillow and valance.

WRITE FOR PRICES.

RICE LEWIS & SON

LIMITED

TORONTO.



CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT





TRIPLE-END SPRING BUTT

CHICAGO BALL-BEARING FLOOR HINGE



Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sarjent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sarjent's Front, Store Door and Inside Locks

Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,

Wholesale Hardware LIMITED

OTTAWA, ONT.

Other Tools are very
Good Tools, but

SCREW DRIVERS

"YANKEE TOOLS"

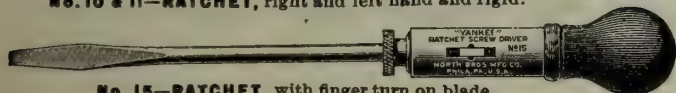
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

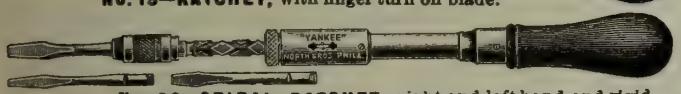
DRILLS



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET, with finger turn on blade.



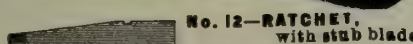
No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



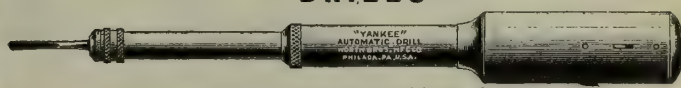
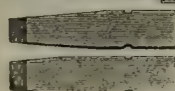
Countersink, for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade



No. 60—POCKET SCREW DRIVER.



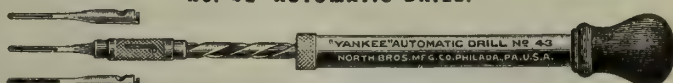
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



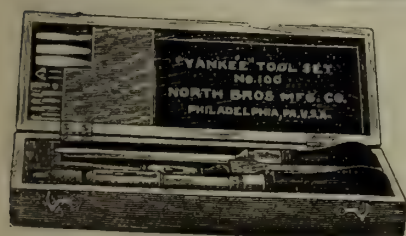
No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.





Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

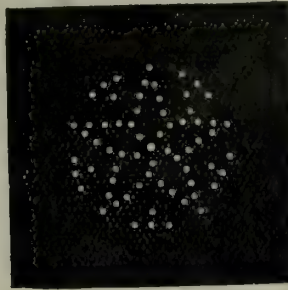
M. & L. Samuel, Benjamin & Co.
TORONTO

CHAIR SEATS

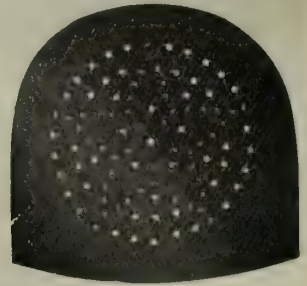
Made of three-ply, perforated birch, $\frac{1}{8}$ inch thick, of standard quality, varnished on one side, cut to shape, and ready to be fitted



LOCAL
Width—13, 14, 15, 16 inches



SQUARE
Width—13, 14, 15, 16 inches



CROWN DINING
Width—14, 15, 16 inches

The measurements are always taken by extreme width, not the length

THIS IS THE SEASON

to sell chair seats—when people are house-cleaning, renovating, or moving.

It would pay you to put in a well-assorted stock, for it is a line for which there is a constant demand, and that sells at a good profit.

People often put away a good chair because they don't know where to get a new seat, or how little they cost.

Repeat orders are sure to follow, once you get started.



ROCKER SEAT
Width—18 inches

ANOTHER GOOD REASON

why you should stock chair seats is that it will help you to sell more of the goods you always have on hand, such as chair nails, tack hammers and tack claws, not to mention the numerous other articles that are usually purchased at house-cleaning times. A customer don't want to be bothered making two or three purchases where one will do, and it's the dealer who can supply all that gets the order.

Write us for prices, or ask our representatives to quote you.



BALL TOP
Width—14, 15, 16 inches



ULSTER DINING
Width—14, 15, 16 inches



GRECIAN
Width—14, 15 inches

LEWIS BROS., Limited

OTTAWA
TORONTO

MONTREAL
WINNIPEG

VANCOUVER
CALGARY

Consumers Cordage Co.,

LIMITED

CORDAGE

Manufacture every variety of

PACKING

BINDER TWINE

LATHYARN

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

SMALL TWINES

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

MacGOWAN & CO., Vancouver.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The Standard Wickless Blue Flame Oil and Gasoline Stoves



Absolutely the cleanest, safest and most easily operated Stoves on the market to-day.

Lights like gas—simply turn on the **oil and apply the match.**

Catalogue shows full line of these stoves. Mailed on application.

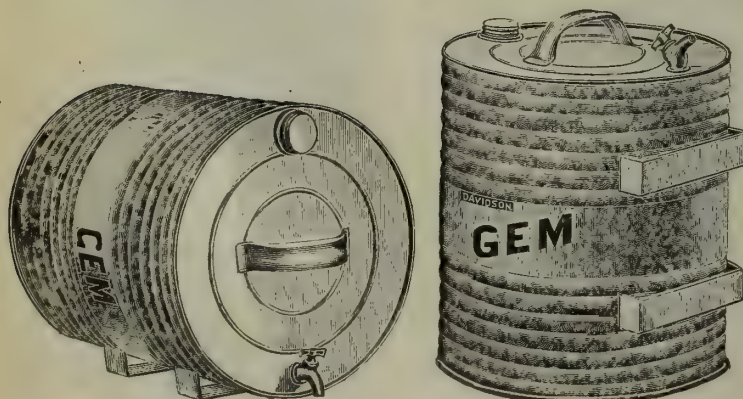
THE GEM OIL TANK

(IMPROVED STYLE)

HOLDS 5 GALLONS

The advantage of this Tank is that it can be carried upright in a waggon, and the tap being then on the top is not in the way. There is therefore no risk of the tap being accidentally opened or knocked off and the oil spilt.

Placed on its Side (as illustrated), on table or shelf at convenient height, it is always ready for use and makes the filling of lamps an easy task.



(Body galvanized after being made up.)
Fitted with Special Dripless Kerosene Tap.

The THOMAS DAVIDSON MFG. CO., Ltd.
MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO

Only
Wholesale

Wholesale
Only

Fencing Wires

We have the following Wire on hand and can ship promptly. Orders to the extent of stock can be shipped the day received.



Plain Twist

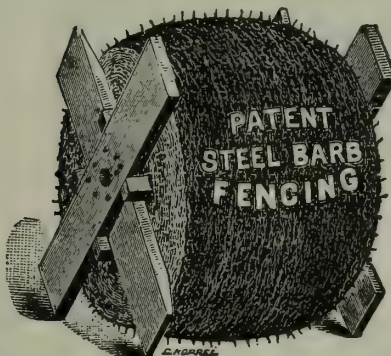
Galvanized.—2 strand, 12 gauge.

On spools of about 100 lbs.



Two Points

Galvanized.—Barbs 5 inches apart.



On spools of about 100 lbs.



Four Points

Galvanized.—Barbs 4 inches apart.
" " 6 "



Barb Wire Staples

Bright, 1¼, 1½, 1¾ and 2 inch.

Galvanized, 1¼, 1½, 1¾ and 2 inch.

For other Wires see our Hardware Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

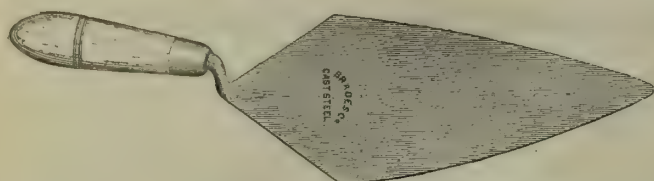
Factory: Dufferin Street, Toronto, Ont.

We Ship promptly

Our Prices are Right

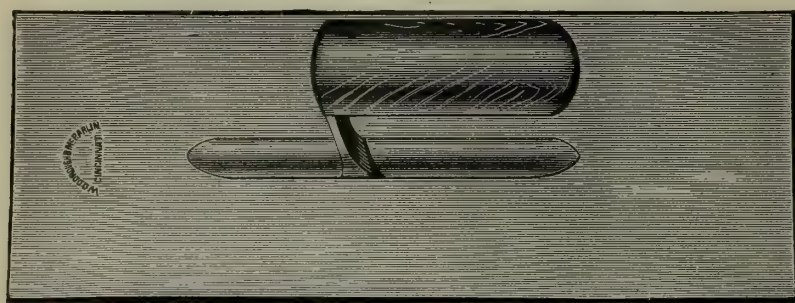
FROM EVERY TOWN

come reports of greater activity in the building trades than ever before. Reports of large increases in building permits issued over previous years are frequent. Building activity means many dollars spent on tools of all kinds. The best tools attract the best trade and the best workmen.



No. 2159. Bradis' New York Pattern Brick Trowel

We keep all the best makes of trowels. In brick trowels all tastes can be suited with Disston or Rose, Philadelphia pattern; or Bradis' London or New York patterns.



No. 180. Cincinnati Pattern Plastering Trowel

In plastering trowels the lines to handle are Disston, Woodrough & McParlin, Shurly & Dietrich, and Boker.

We keep a large range of sizes in all these makes.



No. 158. Mortar Hod. Weight, each, 11 lbs.

Steel brick and mortar hods are lines you can sell. They are lighter than wood and non-absorbent. Another advantage is their low price. Your local contractors will buy them.



No. 162. Brick Hod. Weight, each, 8 lbs.

F. & W. Hardware Montreal



F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA

Not too
Early
to Place
Your
Order for
Rifles



SOMETHING NEW

The Winchester Self-Loading Rifle shown here is made for the new .351 calibre high power cartridge. The bullet of this cartridge when used metal-patched, will penetrate a steel plate $\frac{1}{4}$ -inch thick.

This cartridge represents the latest development in cartridge manufacture, and in powder. Though small in size, it is quite powerful enough for the largest game.



These Rifles "take-down" readily for packing or carrying in case.



These illustrations show the soft-point bullet, which mushrooms well, giving great shocking effect on animal tissue.



Before firing.



After firing into soft pine boards. Penetration, 13 boards.

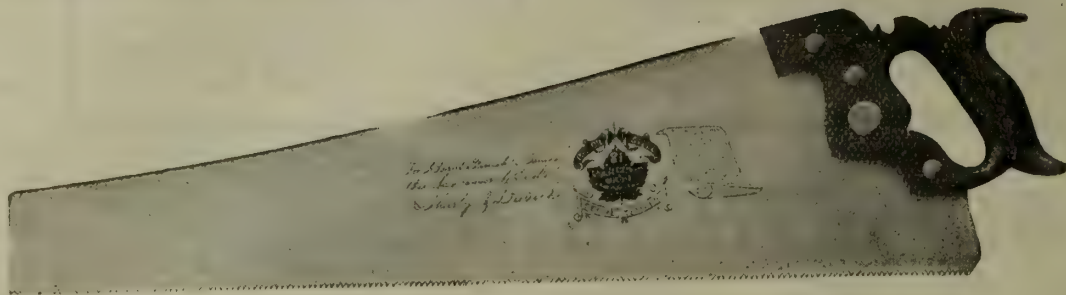
List Price for Rifle, \$28.00 Each

Caverhill Searmont & Co.

WHOLESALE DISTRIBUTORS

MONTREAL, WINNIPEG and OTTAWA

Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted, Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

- **GALT, Ontario**



Dana

Peerless Freezers

are sold for you.

We tell your customers all about them *through our advertisements in the magazines.* Women are sure to see and read the Dana Peerless advertisements—full columns along side three columns of reading matter. Take advantage of this advertising. Show people that you have the Dana Peerless in stock.

ASK YOUR JOBBER

THE DANA MFG. CO., Cincinnati. 10 Warren St., New York.



Takes a woman off her knees



Write for Dana Food Chopper Catalogue.

SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

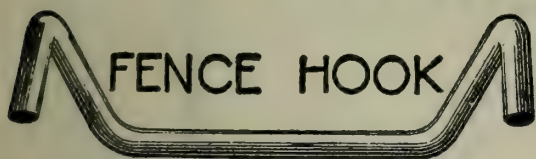
DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

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ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

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PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

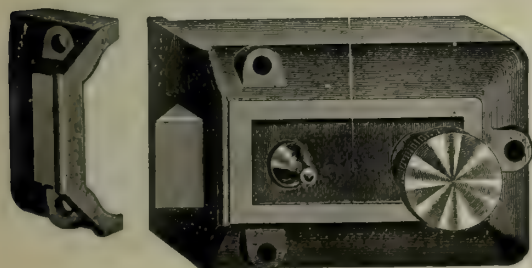
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



Cylinder Night Latch, No. 104.



DOLLARS FOR YOU

the warm sultry days trade lags, and the women of your town will be on a still hunt for **THE OXFORD GAS RANGE**, because it is easily the best by any test on the market.

There are dollars for you in that Range and they'll roll in just about the time you need them most. In



The Oxford Gas Range

"1907" Series. For Natural Gas

is a beauty. It embodies all the good points of The Oxford Gas Range, "B" Series, and also some unique ones which will ensure it a welcome where natural gas is used.

The Oven of this range is perfect. The bottom of the oven is cast iron with a heavy brick lining half an inch thick, patented. The brick lining means that even the fierce heat of natural gas cannot warp the bottom of this oven.

Send for full particulars about this range and if you decide that there isn't **DOLLARS FOR YOU** in The Oxford, we'll drop the matter.

Remember, you're the judge. Write to-day.

The Gurney Foundry Company, Limited

Toronto

Winnipeg

Vancouver

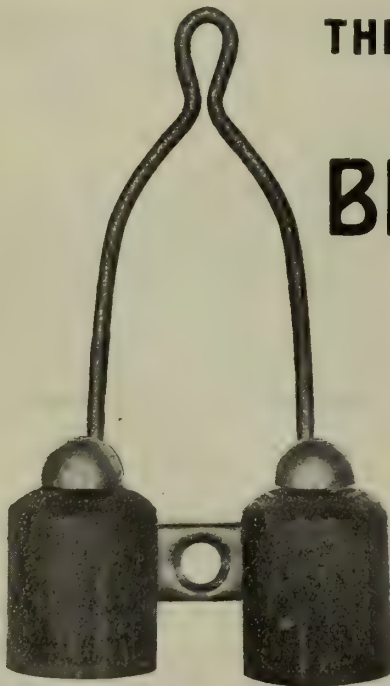
Hamilton

and

London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL

THE GURNEY STANDARD METAL CO., LIMITED, CALGARY



THE "WREN" BROOM HOLDER

Something New

No house should be without them.
Keeps the broom off the floor.

**Write for Price List
and Sample.**



Ontario Metal Novelty Mfg. Co.

111 King Street East, :: :: TORONTO

"Cement Laundry Tubs and Plumbing Supplies"

Manufactured by

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

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A SIMPLE PROBLEM

The choice of what horse nails to carry in stock, and push, is really a very simple matter. There are only three kinds:—

1. **CAPEWELL**
2. **CAPEWELL Imitations**
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Samples, Prices, Catalogue and 1907 Calendar free on request.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch: WINNIPEG, MAN.



Manufacturers of

DOMINION WIRE MANUFACTURING CO.

LIMITED

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TORONTO

Iron and Steel Wire

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Galvanized Wire

Coiled Spring Fencing

Brass Wire

Copper Wire

Wire Nails

Wood Screws

Staples

Jack Chain

Bright Wire Goods

Spring Cotters

Steel Wire Barrel Hoops



GALVANIZED STRAND WIRE

If you are interested in strand wire for signal cords, guy wire for all purposes, &c. write to us for prices.

We have a large stock on hand of regular sizes up to 1-2 in. and can make up on short notice special strands of any combination of wires.

Sorting the Scrap

Not all scrap makes good bar iron—it must be carefully selected to give satisfactory results.

London Bar Iron is made only from the choicest scrap, selected by experts. Consumers are unanimous that it has the quality.

Orders promptly filled.

London Rolling Mills
London, Canada.



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Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

AND AT BRANDON, MAN.

Square your Accounts

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OTTAWA, - - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

WORK AND
PRICES
RIGHT
GALVANIZING ONT
WIND
ENGINE & PUMP CO.
TORONTO, ONT. LIMITED

The Best Door Closer Is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St.,

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ATKINS SILVER STEEL SAWS

are the most profitable Saws to sell. Because they satisfy your customer and bring him back to YOU. Good mechanics appreciate them and buy them. The best Dealers everywhere sell them. Write for details and catalogue.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Branches—Toronto, Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle.

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
RE DY ROOFING**

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,**

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**Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

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"Empire," "Imperial" "Champion"

Every Shrewd Hardware Dealer in Canada is familiar with these famous brands. When attached to

AXE HANDLES

they mean comfortable profits and satisfied customers. The demand for these brands is increasing daily. Are you prepared to supply that demand?

J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

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What is Your Book-Keeper's Time Worth ?



Is your ledger arranged on any special system ?

Ten minutes wasted six times a day looking for an account means a daily loss of one hour. On a ten hour day, this means a loss of a month a year.

And your book-keeper has more than six accounts a day to look up.

Can you afford it ?

■ ■ ■ ■ ■

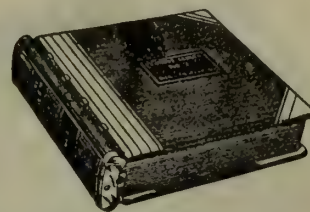
Business Systems ledgers are all built on the loose-leaf principle.

Business Systems make your ledger accounts run alphabetically; if an account runs over the space you gave it, you merely drop in another leaf.

Business Systems loose-leaf ledgers open perfectly flat and give a level writing surface.

Write us to-day for full particulars.

This will not obligate you in any way and will enable us to tell you exactly how Business Systems may be most economically applied to your accounting department.



BUSINESS SYSTEMS

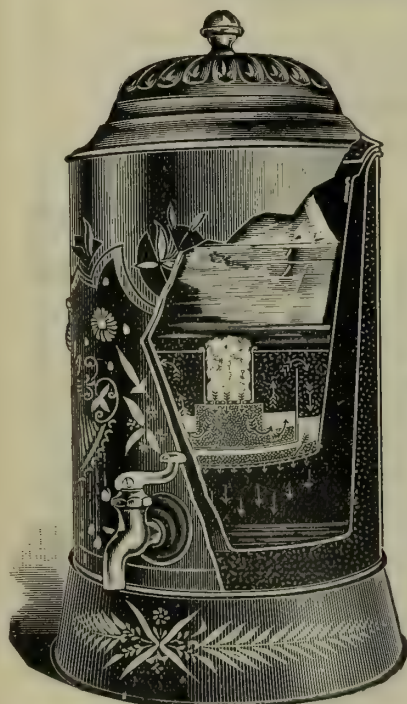
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TORONTO, CANADA

The

Buffalo Manufacturing Co.

Buffalo, N.Y.



Write for Catalogue

When you get our goods you know you get THE BEST.

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High Grade and exceedingly presentable.

Represented by
H. F. MCINTOSH & CO.
34 Yonge St.
TORONTO, - ONT.

RUBBER TIRE APPLYING Machines



Also
DRILLING MACHINES,
FORGES,
FOOT VISES,
TIRE BENDERS
and
UPSETTERS,
TUYERE IRONS,
WAGON SKEINS,
WHEEL-BARROWS

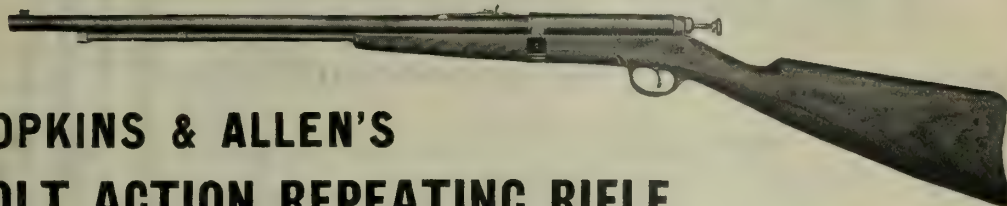
Mfg. by

The London Foundry Co.
London, - Canada

A RECORD BREAKING SELLER

22 CALIBRE

16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

\$8²⁵
LIST

There has long been a demand for a good rifle at this price—and the HOPKINS & ALLEN Junior Repeater fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all 40 inches, weight 5½ pounds.



FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

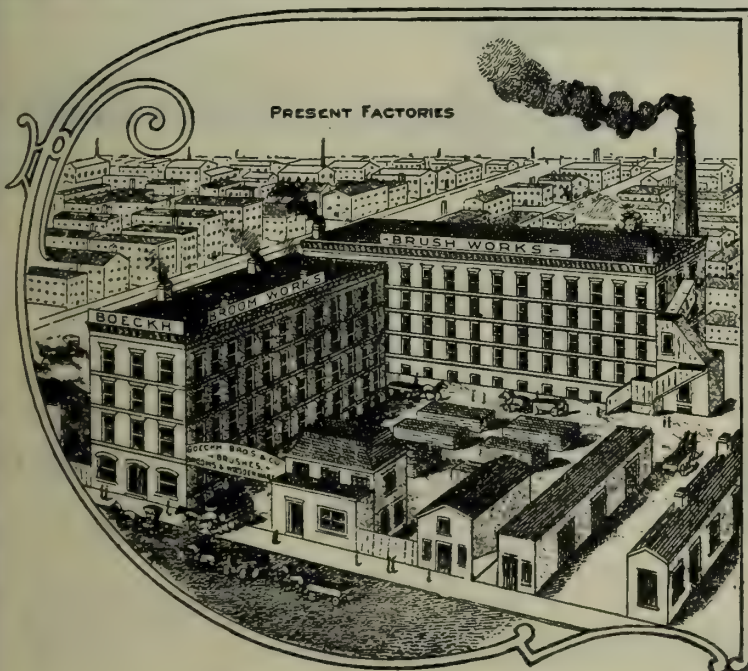
Shows Bolt Drawn Back—Position for Ejecting
Shells.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.



THE FACTORY BEHIND THE BRUSH

We are making Boeckh's Brushes, "The Standard Goods of Canada," in a factory that is as good as the brushes.

If our workmen (who are all well trained in the art of brush making) found it impossible to work together and under the best conditions, on account of lack of factory facilities, it would be impossible to produce a large output of perfect brushes. Hence the factory behind the brush is a large factor in the producing of

BOECKH'S BRUSHES

We operate the largest and best equipped Brush Factories on the Continent—over 80 per cent of all Painters', Household, Stable and Factory Brushes used in Canada are Boeckh's, the brushes that are "guaranteed."

UNITED FACTORIES, LIMITED

Head Office, - TORONTO

Factories: Toronto, London and Newmarket.

Branches: London, Montreal and Winnipeg.

PAROID ROOFING

The roofing sold on a money-back guarantee



If you are not already selling Paroid Roofing, send for our special proposition. Paroid is the easiest selling ready roofing made. Every roll is sold on a money-back guarantee, and Paroid is the only ready roofing furnished with rust-proof caps.

The best roofing season soon opens and if you are interested, you should write at once. Our advertising plan, which is free to you, will bring customers to your store for other things as well as Paroid. Drop us a postal to-day.

F. W. BIRD & SON, Makers

Established in U.S.A., 1817

Factory at Hamilton, Ont.

Offices at Winnipeg, Man., and Hamilton, Ont.

THE WAGGONER EXTENSION LADDER



is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired. Every painter, tinner, stacker and farmer needs one.

Write for circulars and prices.

The Waggoner Ladder Co., Ltd.
LONDON, - - CANADA

E. H. Briggs Co., Ltd., Western Representative
Winnipeg, Man.



Auto Spray

Compressed-Air
Automatic

Best hand sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT ONT.

Sole Agents for the Dominion

We are Headquarters for

Automobile, Motor Boat and Gas Engine Accessories of all kinds

Quietens and
Cushions
the Gears.



Recognized as Standard
by the Forty Foremost
Automobile Manufac-
turers of America.

NON-FLUID OILS—Everyone knows of what vital importance is oiling. Some parts are almost impossible to keep oiled. That's why Non-Fluid Oils were invented—to oil the difficult places, and keep better oiled the more accessible ones.

Two grades—For transmission cases; for differentials, axles, roller and ball bearings, cardan joints and compression cups.

NO DRIPPING—NO GUMMING—NO LACK OF LUBRICATION

Not affected by extremes of temperature.

Write for catalogue.

Canada Cycle and Motor Co., Limited, Toronto Junction, Canada

BRANCHES: OTTAWA—WINNIPEG—VANCOUVER—MELBOURNE, AUSTRALIA

Let us Help You Increase Your Business

Why not **go after**
and get the fire brick
trade in your locality?

Our expert informa-
tion is at your com-
mand and will enable
you to make this a pay-
ing line.

Make this one of
your resolutions and
KEEP IT.

Francis Hyde & Co.

**Contractors
and
Foundry Supplies**
31 WELLINGTON ST.
MONTREAL

List your "Wants" with us and see how
quickly we'll satisfy them.



QUALITY, FINISH, DESPATCH

MANUFACTURERS

**Cutlery, Electro Plate and Solid
Nickel Silver Flatware**

The **McGLASHAN, CLARKE CO., Limited**
NIAGARA FALLS CAN

Queen City Water White Oil GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS



Don't Stop

Tackle Block Saves the labor of two or three
men. 600 to 5,000 pounds capacity.

to ask your neighbor, lift
the load yourself with
The Burr Self-Locking



Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio



**Cap Screws, Set Screws,
Machine Screws, Cold Pressed
Nuts, Studs, Coupling Bolts,
Special Milled Work, etc.**

CANADA FOUNDRY COMPANY
LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Roseland



OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS "SUPERIOR"

FARLEY WORKS, SHEFFIELD, ENG.

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. **ALL MONEYMAKERS.**

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL

TELEPHONE M 557

KEMP MANUFACTURING COMPANY



OUR NEW PREMISES IN MONTREAL

Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.
OF ONTARIO, Limited.

Water Proof Floors for
Malt Houses, Breweries,
Slaughter Houses,
Cheese Factories, Cellars,
Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for
Septic Tanks.

**GALVANIZING
AND TINNING**
THE CANADA METAL CO.
TORONTO, ONTARIO.



SEYMOUR SHEARS

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.



Latest Catalogue will be
sent in
exchange for
your business
card.

Complete Line **TRIMMERS', BANKERS', BARBERS'**
and **TAILORS' SHEARS, Etc., Etc.**

Henry T. Seymour Shear Company

WIEBUSH & HILGER, Limited, NEW YORK Agents

"The Tool Holder People"

**ARMSTRONG
BROS. TOOL CO.**

Manufacturers of Armstrong Patent Lathe and Planer
Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

Persons addressing advertisers will
kindly mention having seen this advertisement in Hardware and Metal.

"THE FORSYTH" METAL CHAIN-GUARDS

Another constituent of The Wise Buyers' line and especially right now.

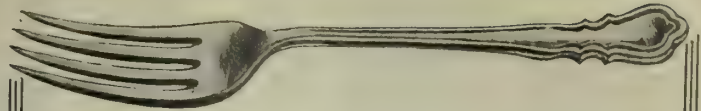
This Guard is made in sections and being rivetted together assures enough elasticity to prevent the twang so common in the one-piece Metal Guard.



You should certainly have our catalogue. There's a man in your town going to make lots of money this season. That man will be our agent and should be you.

Montreal Representative—W. F. CANAVAN, 13 St. John St.

The Forsyth Mfg. Co.
Buffalo, N.Y.



THE ORIGINAL

"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



MODEL REFRIGERATORS



The Model is a moderate priced refrigerator, but compares favorably with the more expensive lines, and is much better value for the money than many of the so-called high-grade refrigerators.

It is made of hard wood, finished in golden oak; has heavy solid bronze locks and hinges and is lined with zinc, while the insulation is superior to many of the higher-priced refrigerators.

Made of Hard Wood. Perfectly Constructed. Saves Ice.

We are also Canadian Agents for the celebrated "Leonard Cleanable" refrigerators. We can supply these promptly in all styles and sizes.

Our "Iceberg" is a cheaper line than either the "Model" or "Leonard" but is splendid value for the money.

Special Catalogues on all lines sent on request.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

"EVERYTHING FOR THE TINSHOP"

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON



CHAIN

Proof, B.B., B.B.B., Cable,
Stud Link, etc.

This Chain is manufactured from A
SPECIAL GRADE OF SOFT STEEL by a re-
liable maker, and not bought in the
open market.

JAMES BARBER, Era Works,
Sheffield

HIGHEST GRADES OF

TABLE and POCKET CUTLERY
RAZORS, CARVERS, Etc.

J. H. ROPER

CANADIAN REPRESENTATIVE

82 St. Francois Xavier St., - MONTREAL



Some day a better, stronger fence may be
built, but men who know declare that the

“DILLON”

HINGE-STAY FIELD FENCE

is the best to-day. It has made good--more
than proved our claims. It does satisfy the
farmer, and it pays the dealer. Moral—
Stock “Dillon” Hinge-Stay Field Fence.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

COAT ON COAT

You can Alabastine on ALABASTINE, but you cannot kalsomine on
kalsomine, nor paper on paper, at least it is a very unhealthy practice to do so.
Kalsomines, however named, will rub off and have to be washed off before a
second coat can be applied.

ALABASTINE can be recoated many times—each coat an added
improvement on the previous one.

ALABASTINE is permanent. Sets and hardens on the wall and
improves with age.

ALABASTINE is the best selling proposition in the line in Canada.
The sales this season have exceeded our most sanguine expectations, and we
have had to run our factory night and day to fill orders.

Our newspaper and magazine advertising, now running, is producing
great results.

A well-assorted stock insures good sales. Be sure and order before you
are entirely out, direct or through your nearest jobber.

The ALABASTINE CO., Limited, PARIS, Ont.



PAGE ACME White Fences

Any height to 8 ft. Any length you say. From 16 cents a foot. Gates to match, from \$2.25. Last longer. Easy to put up. Get booklet.

PAGE WIRE FENCE CO., Limited

Walkerville - Toronto - Montreal
St. John - Winnipeg 211



The Finest Family
Polish on the market.

BLACK JACK

AT YOUR JOBBERS'

CONGO ROOFING

On flat roofs or steep roofs, on old shingles or new buildings, Congo gives roofing service longest for the least cost.

Let us send you a sample and you will understand why. You will see then that for quality, Congo has no equal. It is proof against the hottest sun or the chilliest cold snap or the most drenching rain. As easily laid as a carpet.

Write for that sample now.

Buchanan-Foster Co., Philadelphia.
Geo. E. Smith & Co., Halifax.
S. Hayward Co., St. John N.B.
Mechanics Supply Co., Quebec.
Starke Hardware Co., Montreal.
H. S. Howland, Sons & Co., Ltd.
Toronto.



Telegraphic Addresses
"COLOURS," MATLOCK BATH
"STEADY," MANCHESTER

THE VIA GELLIA COLOUR COMPANY

MATLOCK BATH, (Derbyshire)

Maufactories

High Tor Works, Matlock Bath
Via Gellia Works, Cromford } England
Barytes Works, Bonsall
Cronebane Ochre Works and Mines,
(Wicklow, Ireland)

Raisers and Levigators of
Mineral Colours
Natural Yellow Ochres
Turkey Reds, Venetian Reds, Red
Oxides, Purple Browns,
Turkey and English Umbers,
Superfine Ivory and Drop Blacks,
Natural Lump Rottenstone.
(Brown and White)

REPRESENTATIVE

WM. O. GREENWAY

13 ST. JOHN ST., - MONTREAL

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brands:

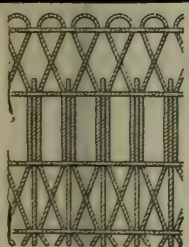
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.



ORNAMENTAL WIRE LAWN
FENCE. Sold in Rolls
With or without posts
and rails.

You can sell our
Wire and Iron Fences, Gates, Lawn
Seats, Vases, Trellises
and other specialties for Lawns and
Cemeteries from Catalogues.

Send for Booklets and Price Lists of these
seasonable lines.

Dennis Wire and Iron Works Co.

Limited

LONDON, ONT.



WIRE AND IRON
GATES

Extra Quality
Special Prices to
the Trade

\$2 FOR THIS SMALL SUM THE \$2

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings
for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other
construction works throughout Canada as well
as new business enterprises.

Send your name and address with \$2 for
a year's subscription to

Canadian Contract Record

Toronto, Montreal, Winnipeg, and
Vancouver

\$2 \$2

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.

CANADA PAPER CO.

LIMITED

Windsor Mills, Que.

Toronto

Montreal

Are you interested in any of the
lines that are advertised?
A Post Card will bring you price
list and full information.
Don't forget to mention Hard-
ware and Metal.





The Garland Oak

Nos. 13-15-17, Nos. 15 and 17 with Feeder

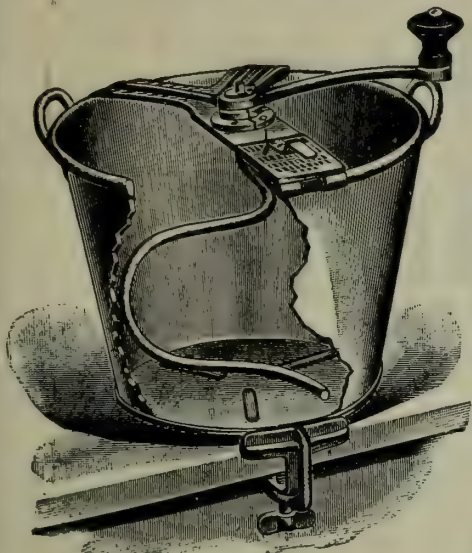
can be supplied with or without mica door in all sizes. The upper front door has a large check draft slide in it and will open independent of the lower door. Large ash pan.

Correspondence solicited on this and other lines.

Bowes, Jamieson & Co., Hamilton, Ontario
Manufacturers

W. A. TEMPLETON, Winnipeg, Man., Western Agent.

"General Bread Maker"



"General" does the mixing and kneading of the dough in three minutes. The dough is not touched by the hands at all.

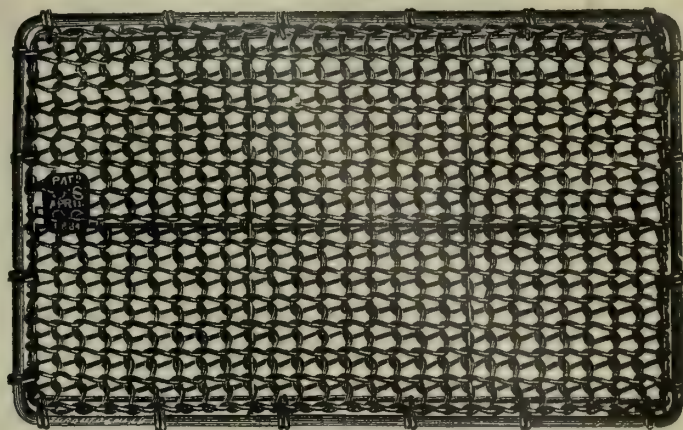
The No. 4 "General" has a capacity of from four to six loaves of bread.

The No. 8 "General" has a capacity of from six to ten.

Write for particulars and price list.

SHIRREFF MFG. CO., BROCKVILLE

WIRE DOOR MATS



The cleanest, most durable and perfect sanitary Mat made.

Has been on the market for over 20 years.

All sizes and shapes made to order.

For stock sizes, see catalogue.

THE B. GREENING WIRE CO.,

Hamilton, Ont.

Montreal, Que.

LIMITED

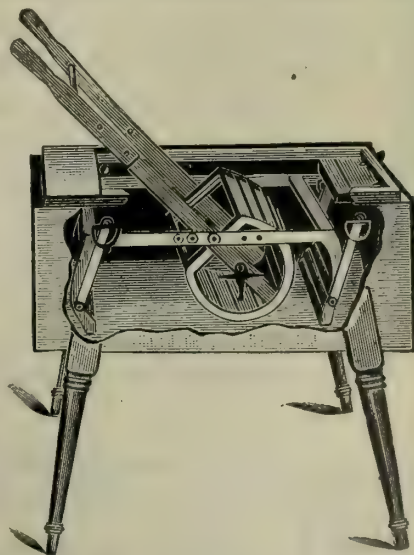
DON'T TURN DOWN READY MONEY!

There are more than a few Dealers doing that very thing every business day of their lives because they do not allow a few square feet of floor space for the Knoll Washer. To say that this machine is the greatest labor-saving device on the market is to announce a common-place, every-day fact. To declare that the

Knoll Double Action Washing Machine

has proven itself the most profitable single article ever stocked by Hardwaremen is to merely assert a truth which hundreds of Dealers in Canada proclaim right over their signatures. The Knoll cannot wear clothes because the Double Action Washer eliminates all rubbing. Place the Knoll on your Floor and let it talk for itself.

Do you know how to turn dollars out of that Washer into your coffers? Let us tell you how!



The Schultz Bros. Co., Brantford, Canada

About the "C" Brand "Hot-Forged" Horse Shoe Nails

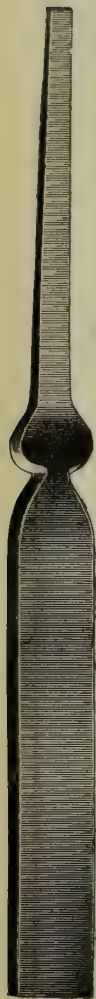
THE MATERIAL we use for our "C" brand Horse Shoe Nails is a special quality of steel nail rods made especially for our purpose in Sweden, where the best and purest iron ores in the world are obtained. From these Swedish ores the steel is made, using wood charcoal, that being the purest and best fuel. All the nail rods we use are made from this special kind of Swedish steel. They are further subjected to exacting chemical and physical tests to ensure that they are up to our required standard. The *tensile strength of the nail rods used by us is indicated by their average tests, to be equal to 55,000 lbs. per square inch, with an elongation of the test piece of 35 per cent. before being ruptured.

*Tensile strength means the strength or power to hold together while subjected to a force tending to stretch or rupture, by pulling.

Forty years' experience in the use of Swedish iron and steel as a material for the manufacture of horse shoe nails, confirms us in the belief that there is no better material known than we use, or used for the purpose, by any maker in the world.

They drive easily into the hardest hoofs without bending, clinch firmly, and will hold the shoes on until required to be removed.

When you buy or use the "C" brand Horse Shoe Nails you can rest assured that there are no better horse nails made in the world. Will you order them? Samples and quotations on application.



CANADA HORSE NAIL COMPANY

MONTREAL

Established
1865

Still in Business
1907

Want Help?

If you are located in a small city or country town, a want ad. placed in the local papers means that possibly half-a-dozen young men will read it.

If you are located in even a big city, a want ad. in any metropolitan daily costs money. You are paying for a circulation of 100,000, and there is no possibility of more than 200 of the men you want to reach seeing that ad.

Doesn't that look like throwing money away? It does. Because you are paying for 99,800 of a circulation that is absolutely worthless as far as your wants are concerned.

Every Hardware clerk sufficiently interested in his business to pay you as an employee, reads

Hardware and Metal

When you want a man your ad. should appear in our Want columns. It certainly will pay you well to consider this.

Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion, and 1c. a word for subsequent insertions. Box number, 5 cents extra. Write or phone our nearest office.

HARDWARE AND METAL

Toronto

Montreal and Winnipeg

What the "American Exporter" Can Do in Foreign Markets for Canadian Manufacturers

This publication—which on November 1st, 1907, will enter upon its fourth decade—will place you in communication with the principal import merchants, dealers and heavy buyers all over the world. The word "American" in its title includes Canada as well as the United States.

The **American Exporter** is published in two editions each month—English and Spanish.

The English Edition reaches the importers, dealers and large consumers of Great Britain, Australia, South Africa and other British Colonies; Germany, France, Austro-Hungary, Denmark, Holland, Norway and other European Countries; Japan, China, the Philippines and other countries of Asia.

The Spanish edition ("**Exportador Americano**") printed wholly in Spanish, goes to the importers, dealers, planters, etc., of Mexico, Central and South America, the West Indies, Spain, and all other countries in which Spanish is the language spoken.

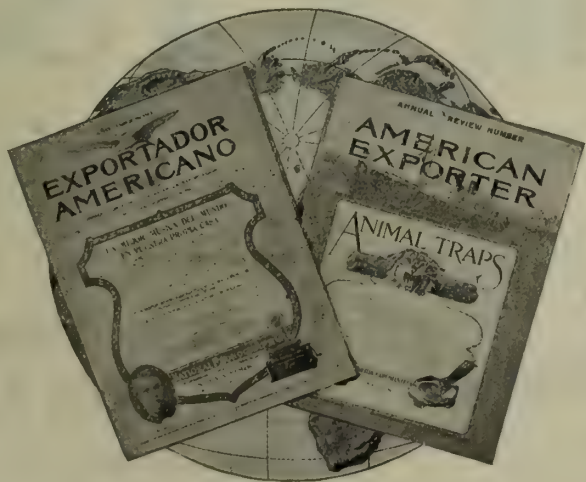
The reasonable rates charged cover publicity in both editions, also the use of our Foreign Trade Service, Translation Bureau and other co-operative features that are placed at the disposal of advertisers in the publication without extra charge.

The **American Exporter** is the only export journal which publishes its exact circulation. This it prints regularly each month on its editorial page. During the year ending March, 1907, no fewer than 211,500 complete copies were printed and circulated, an average of 17,625 copies a month.

Each copy of the **American Exporter** mailed goes to either a paid subscriber or a man who ought to be a subscriber and who is a buyer of goods.

Its advertisers include the most progressive manufacturers of the United States and Canada.

May we send you further information as to how we may be of specific service to YOU?



AMERICAN EXPORTER

135 William Street
NEW YORK



Any Trap Shooting Customers ?

Capture Their Trade by Selling
Them Dominion

Sovereign Shells

Sovereign Shells are loaded with Nobel's Empire Bulk Smokeless Powder (the best in the world) under the supervision of Mr. Alexander Day, of the Stanley Gun Club, who is known to trap shots throughout Canada. The loads are warranted accurate, and trap shots who buy Sovereign Shells will surely come again. There is something more tangible in it for you than the honest pleasure of selling a first-class article.

If your jobber cannot supply you, write direct to

DOMINION CARTRIDGE CO., LIMITED
MONTREAL

"MAXIMUM LIGHT GLASS"

*Samples and particulars supplied
on application.*

A residence in the West End of London became vacant because the tenant was not satisfied with the Daylight conditions of ONE ROOM. It was always necessary to burn gas (a continual expense).

The property was vacant for one year. Of the 31 parties who viewed same, 27 complained of the lack of Daylight in this room.

Owner's loss in rent, one year £186 0 0

Someone spoke of the benefits accruing from the use of "Maximum Light Glass."

Argument No. 183

Owner thought of suggestion for one month; Loss in Rent £15 0 0
£201 0 0

Maximum installed as follows:

6 sqrs. 30 x 18 ins., 15 ft. @ 1/6 £1 2 6

This property was let soon afterwards, in fact so soon that the return for rent the second year was £183 0 0

Can you see Argument No. 183?

MAXimum Light Window Glass Co.

Hobbs Manufacturing Co., Limited

Sole Canadian Agents

London

Toronto

Winnipeg

Dark Interiors
ALWAYS Made Light

when this Illuminating Glass
is used.

What To Do Next Month

For the retailer, May is practically a continuation of April, the same lines of goods being displayed and called for, only perhaps on a larger scale. Owing to the late spring this year such lines as lawn and garden tools have in some parts of the country been rather slow in moving, as people do not think much of their garden so long as they are snow-bound.

The re-action, however, in such cases is generally heavy and May should prove a big month for these lines.

* * *

Your paint department can be made to yield good profits during the coming month. Of course a lot depends upon yourself, and you should lose no opportunity to display lines of paints, varnishes, paint brushes, etc. You will find dark green a good selling color, as blinds, screen doors and windows, in order to look fresh and in keeping with the fine summer days, must be painted every spring. People who hardly ever think of painting their houses or barns, will often do their blinds.

* * *

Water filters, coolers, refrigerators, ice picks and choppers, ice tongs, etc., should be kept ready, and the first warm day should see them placed at the door, or in some prominent place where people will almost fall over them. If you wish to help along your sales, advertise that you will give some inducement to all people who will buy, before the actual rush for these goods begins. You can say that as the season advances and these lines begin to run out, it's almost impossible to have the jobbers fill repeat orders satisfactorily, and that in order to get some idea as early as possible, as to what the demand is going to be, you will give a percentage off every purchase of refrigerators, freezers, etc. When advertising in this way, be sure to give the original price, and also the price with the discount off, for strange as it may seem, many women don't seem to be able to figure out discounts, and if you give a price as \$4. with 25 per cent. off, they imagine the article will cost them \$3.75. This is absolutely true, and the writer has personally come in contact with cases of this kind. The marking of prices is the great and vital feature in dealing with women.

* * *

Screen doors and windows, feather dusters, stepladders, window and floor brushes, mops and mop wringers, fishing tackle, rods, etc., and hammocks, about complete list of goods that you have to look after during the 4 or 5 weeks to come, and even if we have missed one or two items you will likely have your hands full as it is.

On this page, we show a small sample ad. which you might follow to some extent in making up some of your own. Remember, the women do most of the family buying and therefore are the ones who read most of your advertising, and to interest them you must show prices.

Sporting goods will sell well during the spring holiday season. Shot guns, rifles, ammunition and fishing tackle are the lines greatest in demand at this particular time. A very effective display can be made in the show windows of fishing tackle.

The amount of sales might be easily augmented by offering to the boys a small premium with perhaps a dollar's

ware, and put an occasional notice in the paper to the effect that you make a specialty of wedding presents for "June brides," at a range of prices that will suit everybody's pocket, from "baby brother" up to father.

* * *

As far as ordering goods goes, May is a kind of off month, and as you will find plenty other work to keep you busy, you had better not bother much about it, except perhaps, for a few lines that are running low, or some specials you may want. You will find plenty of time to make up your list of fall goods on some of the hot days to come when there is not much doing.

* * *

For your window displays, paints, oils and garden tools, and mixed in between, a few specialties, will be about all you'll need. Of course, if you have time to change them frequently, you can work in any of the lines we mention on this page. Better turn this part over to one of your clerks with ideas of his own. He will appreciate the honor done him, and with a few suggestions from yourself, turn out something very creditable.

* * *

Just so long as the cost of production of labor and of material continues to increase will prices on finished products continue to advance. Manufacturers are moving the price upward very slowly, and only when absolutely forced to do so. Jobbers are holding to old prices as firmly as possible, but nevertheless most of the merchandise in the hardware store is higher now than when purchased, and could not be replaced to-day for the same figures. The stock therefore is worth more money and the wise hardwareman is he who recognizes this fact and acts accordingly.

An article in stock on which the price has advanced, let us say twenty per cent., should bring twenty per cent. advance over the former retail price—only in this way can the same average retail percentage of profit be maintained—and only in this way will the retailer be enabled to maintain his regular profits. The old cost should be forgotten and the new or higher cost should take its place. If the retailer has carried over stock from last year he should figure his selling price on the basis of 1907 prices—not his old cost. In other words he should take advantage of the market, just as does the farmer or the dairyman. If eggs are selling at forty cents a dozen the farmer who is fortunate enough to have two or three hundred hens that are laying well, does not sell his eggs at twenty cents a dozen. He gets the market price regardless of his cost to-day just as he had to do a few years ago when he was selling eggs at twelve or thirteen cents a dozen which probably cost him thirteen or fourteen cents a dozen to produce.

KEEP COOL

It's Comfortable, and
Doesn't Cost Much

AN ICE CREAM FREEZER

means comfort. It means you can have a dainty dessert any hot day at small cost. Think it over

	Gem		Lightning		American Twin	
Qts...	1	2	1	2	1	2
\$.....

Sour milk and bad meat are summer discomforts. A small amount invested in a refrigerator avoids these.

Prices range from \$6.00 to \$30.00

Costs nothing to look over our stock.

UP-TO-DATE HARDWARE CO.

FIRST STREET AND BROOKE AVENUE

worth of fishing tackle purchased in the one store. Such an offer could be best displayed by large cards in the windows.

Some merchants who carry a line of sporting goods, can, to advantage, put in a stock of cameras and camera supplies. In the United States this plan is carried into good effect. If you carry photo supplies it is best to make the fact well known, and aim especially to keep visitors well informed. Films and plates are the articles most in demand from visitors and these who already have cameras.

* * *

Most of the spring weddings are over by this time, but can still have the "June brides" to take care of, so brush up your stocks of entlery and silver-

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

ONTARIO ASSOCIATION GOOD ENOUGH.

Greenhill & Moffat, Leamington, write stating that they are not members of the Michigan Retail Hardware Association, although one of their firm attended the convention of that body in Detroit last summer as a guest. "The Ontario Association is good enough for us, thank you," concludes Mr. Greenhill.

DON'T SELL TO CONSUMERS.

The following letter received by the secretary of the Ontario Retail Hardware Association explains itself. The letter has been forwarded to the member of the association who referred to this company at the recent convention and correspondence is now passing between the retailer and manufacturer in an effort to come to a common understanding. The letter follows:

Galt, April 10, 1907.

Sir,—A member of your association recently informed one of our travelers, that at your recent convention, a member made the statement that one of our travelers had called on him and gave him prices on a job and then went out and sold his customer direct at a wholesale figure. We may say that this is in direct opposition to our methods of doing business. There is no one in this particular line of business who goes to the extent that we do in protecting the hardware trade, and while, no doubt, the member who made that statement, did it conscientiously, it was an injustice to us, and we would like to know the case to which he refers, in order that we might disabuse his mind and the mind of any member of the association as to a transaction of that kind. You will probably recollect the occurrence in your convention, and will be able to place us in a position to show you that it is a mistake.

We thank you in anticipation of the favor of more definite information in regard to the above, and remain,

THE GALT ART METAL CO., Ltd.

F. H. Hayhurst,

Managing Director.

It is pleasing to note the strong stand taken by the Galt Art Metal Company in this matter, and every member of the association will appreciate their frank statement. Other manufacturers of goods sold to consumers can, to advantage to themselves, follow the lead of the Galt Company. One fence company referred to at the convention as having promised to discontinue selling to consumers is again charged with doing so in a letter to the secretary. Let the firms who desire to conduct a

legitimate trade through recognized retail channels place themselves on record as the Galt Company has done.

Every retailer should be alert in reporting cases of selling to consumers and in a short time this matter will remedy itself. The story is told of one association member who more than paid his expenses down to the Good Friday convention by securing a credit note

from a Toronto house which had sold some goods to a retail dry goods house after the retail hardware dealer had quoted a price for the goods. Since the association was formed a year ago, rebates have been given in numerous cases and the indications are, that as the demands for rebates increase the evils which cause the demands will become fewer in number.

WHY JOIN THE RETAIL HARDWARE ASSOCIATION?

Every retail hardware merchant in Ontario should join the Ontario Retail Hardware and Stove Dealers' Association because:

(1) It is more in keeping with modern business methods for two or more business men to co-operate together in certain matters rather than to fight each other. Fighting hurts all concerned.

(2) It is unnecessary and unwise for dealers to sell goods for less than the stock can be replaced and without adding a sufficient margin to cover the cost of handling the goods. By getting together intelligent men will eliminate price-cutting.

(3) It is necessary to organize for self-protection against unfavorable legislation, such as the pedlars' license laws, mechanics' lien act, etc. The power of organized effort was proven in the successful agitation the association conducted against the proposed parcels post C.O.D. legislation. Had the parcels post C.O.D. legislation not been defeated would not the volume of mail order goods coming into your district have been increased? Has not the association already put more than \$3 into your pocket by defeating this legislation? Complaints against trade evils which would pass unnoticed if lodged by the individual will be given serious consideration when presented by a strong organization of 200 to 400 members, and matters of legislation are more effectively handled, than if the burden of this work fell upon individuals.

(4) The association has been organized a year; it has nearly 200 members; it has already lessened the evil of jobbers selling to consumers; it is pressing for the abolition of cartage charges at point of shipment; it is urging the enamelware manufacturers to provide better goods and protect the retail trade against departmental store price-cutting; it is trying to work out a plan to provide cheaper fire insurance for retail hardware dealers; it is also working on a plan of making collections of the members' overdue accounts, and it is now engaged in organizing district associations so that the trade in each section can get together and deal intelligently with the various problems which confront them.

(5) With a national association being formed, with Ontario, Manitoba, Saskatchewan, Alberta and British Columbia already organized, with Nova Scotia organizing and with several city, county and district organizations already in existence in different parts of Ontario, retail hardwaremen in Canada will soon be able to influence jobbers and manufacturers to adopt a definite plan to protect the retailers against unfair competition. Numbers count in dealing with any problem affecting the trade.

(6) Executive officers are successful retailers who are giving their time and energies freely without remuneration. They are doing their utmost to improve trade conditions and they deserve the support of the trade in the work they are doing. They have already accomplished considerable and are encouraged by knowing that many of the largest buyers in the province are behind them, but they need a larger membership in order to continue their work satisfactorily.

(7) No retail hardwareman should object to the payment of the \$3 membership fee. The defeat of the parcels post legislation and the lessening of the jobbers selling to consumers evil has already given a big \$3 worth to most Ontario hardware merchants. The Western Canada Association's fee is \$10 per year. Surely a request for a \$3 investment in a membership fee in the Ontario Retail Hardware Association for 1907 is not asking too much of any man in the trade. Give the executive officers a chance to follow up the good work already accomplished. Give the association a membership of 400 to 500 and if direct results cannot be then seen don't continue on the membership roll. But now that the work of organization has been commenced it would be the course of wisdom to give the association a fair trial with a good membership. Don't wait until others do the work. Do your part by sending in your membership fee now and give the association a chance to make good.

Window and Interior Display

FIRST PRINCIPLES IN WINDOW DRESSING.

In window dressing, as well as in every other phase of the hardware business, common sense and the instinct for making things attractive is essential. The central aim and purpose of displaying articles of trade in the front windows is to attract the attention of passers-by and make buyers of them. With so many competitors in the field of window dressing, it is hard to make an effective arrangement, and it is only by following out rigidly some fundamental principles that good results can be gotten from the trouble.

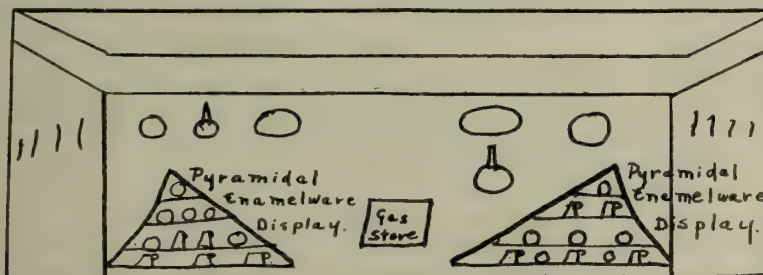
The first thing to secure is absolute cleanliness, both in the articles to be displayed and in the devices which may be used for displaying them. The windows must be shining and spotless, the cutlery must be bright, with no sign of rust or age. Nothing will more seriously detract from the effectiveness of a display than an accumulation of dust on the windows and pyramidal shelves, or the accumulation of rust on the knives, scissors and razors. It not only detracts from the effectiveness of the window display, but also from the good name of the firm. Lack of diligence and care in keeping the windows clean is one of the best evidences of lack of system and thoroughness throughout the business.

Another essential is the grouping of similar lines. For instance, there should be a separate section of the display devoted to razors, another to jack-knives; one to mechanics' tools, and another to builders' hardware. The importance of individualizing sections of the display cannot be over-estimated or too much emphasized.

Careful attention to these two items only—cleanliness and distinct departments—should bring good results in window dressing.

KITCHEN UTENSIL WINDOW DISPLAY.

The accompanying sketch shows a very effective display of kitchen utensils. At each corner are situated two pyramids



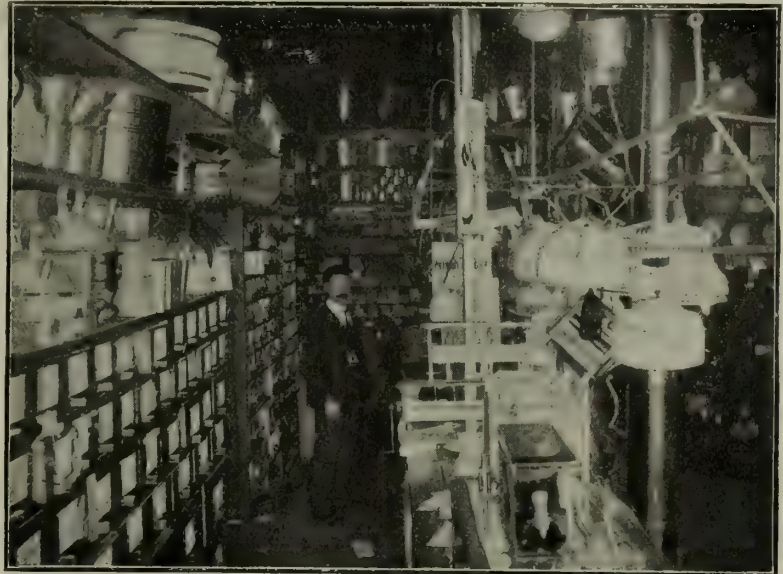
Kitchen Utensil Window Display.

of enamelware, and between them in the middle of the window, a gas stove with all the appliances attached. Hanging at the back of the show window are frying pans, sauce-pans and enamelled kettles. At the top is a strip of ceiling

paper with various designs, making on the whole a very attractive display.

HARDWARE DISPLAY.

The accompanying picture shows part of the interior of the hardware store of Watson Smith, at Shubenacadie, N.S.



Interior of Watson Smith's Store at Shubenacadie, N.S.

Owing to the fact that a large stock has to be stored in confined quarters, an effective display is impossible, as no distinct departments can be arranged and heterogeneous articles have to be grouped together.

On a show table in one part of the store is arranged a good display of builders' hardware and mechanics' tools mounted on boards, starting obliquely on the show table.

In another section of the store is a bargain counter, on which are arranged various articles, with their prices marked on cards displayed above them. This is the best feature of Mr. Smith's dis-

adopted throughout the store—the suspending of pails and lanterns by hooks from the ceiling, and shelf arrays of kettles, tea pots, pans and boilers. The general arrangement is far from effective, as there are no separate and distinct departments. Individualizing vari-

ous lines of goods always makes the array effective.

TWO SEASONABLE DISPLAYS.

A successful hardware merchant of Quebec city had, this spring, a very effective wash-day display in his show windows. All the various stages in washing operations were actually represented. The wash-tub, with the lid open, the clothes basket full of dirty clothes, the wash-board, the tubs, the clothes-line, the ironing-board, and of more importance than all these, the wash-woman. Everything calculated to assist in the operations of washing and ironing of the clothes was included in the display—wringers, soaps, and clothes-racks. This has proved a very effective advertisement, as everything was displayed in its reality. Although the arrangement and maintenance of such a display may involve a good deal of trouble and labor, it, no doubt, paid big dividends.

Another good display of household goods was made in a hardware store in the States recently. A part of the store was transformed into a perfect representation of a kitchen containing in it everything imaginable needful to the cook. Included in the display were: a range, sink, washing machine, with wringer attached, kettles, pans, tin pails. The fact that actual cooking and washing operations were carried on in this department added great interest to it.

Business Management

By HOWARD R. WELLINGTON.

The Cost of Doing
Business.

There seems to be some difference of opinion as to whether the proprietor's remuneration should be a fixed charge against the profits, the advance on cost including this charge, as well as all other charges, to arrive at the selling value of goods. It would be only fair to the business to charge in with the other salaries a certain fixed amount for the proprietor, just the same as it would be necessary to charge salary for a manager if one were employed. The gross profits, then, less the "overhead" expenses, the selling expense, salaries, etc., would show the net profit which the merchant earns.

The percentage to advance on cost depends largely on the cost of doing business and the amount of business done. When a business is thoroughly organized, and a system installed which will obviate all unnecessary detail work, a turn-over of \$50,000 may be made almost as readily as \$25,000, with but very little extra expense, thus increasing the net profit by a very substantial amount, as the "overhead" expenses, such as rent, taxes, manager's salary, etc., remain practically the same under both conditions.

A merchant must learn from an experience of two or three years, or perhaps more, what percentage must be added to cost to net a fair margin of profit. Few retail businesses, in those days of increased cost of doing business, can be managed successfully on a less margin than 33 1-3 per cent.

In a business which could be departmentized we would suggest a purchase journal, in which all purchase invoices should be entered monthly, the totals only being posted at the end of each month. A columnar book may be procured at a nominal cost, and the various columns used as found necessary, as follows:

Office expense	275	
Interest	155	
Depreciation	75	
Jan. 1, 1907—Stock on hand		2,600
Net profit in department	535	
		<hr/>
		\$11,100 \$11,100

I will be noticed that such items as rent and taxes, insurance, office expenses, interest, depreciation, heat and light, etc., all appear as a charge against the department. There are various methods of arriving at the proportion chargeable to each: first, by the amount of the sales; second, by the situation of the department in the store; and third, by the ratio of expense in maintaining the department. It is hardly fair to base the proportion on the total sales, as the department having the largest sales might be working on the closest margin of profit, and, again, it might cost a great deal more for office expense or light and heat in one department than in another.

The only practical method is to collect these general expense items, take each individually and apportion what may seem a fair amount over each department.

Of course some expenses, such as insurance and sundry items of expense for the department may be charged direct, and the remarks above only refer to general charges.

In the illustration above, the goods cost \$2,500 plus \$6,000, or \$8,500, less stock on hand, \$2,600 or a net cost of goods sold of \$5,900, an advance of 44 per cent, on cost, and yet the merchant only makes a net percentage of 9 per cent. Evidently expense accounts require careful inspection.

Purchase Journal—Jan. 31, 1907.

How settled	Terms	Seller	Amount	Dept. A	Dept. B	Dept. C	Dept. D	Dept. E.
Dft. 15, 1, 07	5, 30	J. Brown	\$550 50		\$550.50			
Ch. 15, 2, 07	2½, 30	J. Smith	420 25			\$420.25		
Note 15, 3, 07	3, 30	J. Jones	375 20	\$375.20				
Dft. 20, 1, 07	5, 30	J. Thomas	150 40				\$150.40	
Dft. 1, 6, 07	3, 30	J. Ames	260 50					\$260.50

Each department column may be further subdivided to provide for expenses, such as stationery, insurance, light and heat. This same idea may be carried out in the cash book, sales record and journal.

At the end of the period, then, we have a set of accounts for each department collected as follows:

Dept. A.		
Jan. 1, 1906—Stock on hand	\$2,500	
Purchases	6,000	
Sales		\$8,500
Rent or taxes	225	
Salaries	950	
Insurance	65	
Light and heat	55	
Advertising	65	
Fright and packing	200	

TRADE MORALITY.

We often hear grave doubts expressed as to whether a man can be engaged in business affairs and conscientiously consider himself a strictly honest man, the insinuation being made that morality is a rare characteristic of business.

Dishonesty on the part of a merchant is inadvisable for two reasons: It is unjust to the customer, and it, in the long run, does not pay the dealer, for if it leaks out that he has defrauded any of his customers he will find to his dismay and sorrow that the number of his customers will rapidly diminish.

Owing to strong competition in this period of the history of trade, integrity in business is invaluable to the young men entering business. For his future success he must depend altogether upon how closely he adheres to the moral code.

HARDWARE TRADE GOSSIP

CATALOGUES AND BOOKLETS

Ontario.

Carnegie Bros., Port Perry, were in Toronto this week.

Mr. Forwell, of the Forwell Foundry Company, Berlin, was a visitor in Toronto on Thursday.

S. Perrin has succeeded Barfett Bros., hardware merchants at Newcastle.

J. M. Owston, sales manager for the Jas. Robertson Co., Toronto, has returned after a couple of weeks' trip to New York and Trenton, N.J.

The Smythe Hardware Co., College St., Toronto, have concentrated all the business in one store, having closed the west half of their store.

G. Silvester, formerly of Alcorn, Man., but for the past year residing in Toronto, has returned from a trip to the west and is looking for a location in Ontario.

Geo. A. Clare, of the Clare Stove Works, Preston, was in Toronto this week, before leaving for England and Germany to spend the summer.

R. M. Stuart, formerly a traveler for eighteen years with the Gurney-Tilden Co., Hamilton, has engaged with the Kennedy Hardware Co., Toronto, to travel in northern and western Ontario for them.

Crofton & Co., tinsmiths and furnace dealers, at the corner of Manning avenue and Queen street, Toronto, have removed to 204 Dundas street, where they have opened up a hardware store in connection with their other business.

Damage was done by fire to the works of the James Morrison Brass Manufacturing Co., Adelaide St. west, Toronto, last Tuesday. The loss is estimated at \$2,000. The fire was confined to the foundry and will not interrupt their business.

A. Welch & Son have sold their branch store at 371 Yonge St., Toronto, to Robert Hughes, and sold their hardware stock at 312 Queen St. west to the Humphrey Bicycle & Hardware Co. Mr. Welch has purchased the store at 314 Queen St. west and will conduct a stove and heating business there.

G. A. Ferguson, a popular and hustling hardware man, of St. Thomas, was lately presented with a beautiful gold locket from the employees of S. A. Crawford on his retiring from that firm's employ to accept the position of head clerk and assistant manager to Ingram & Davey, St. Thomas, one of the largest retail hardware concerns in Western Ontario.

There is considerable talk in Galt at present regarding the half-holiday question. For a number of years Galt has been behind its neighboring towns in that there has been no half-holiday during the summer months. While the stores in general close at six o'clock each evening, it is thought by a large number that a half-holiday would be very beneficial to the employers and employees and would not conflict with the business to any degree.

Quebec.

N. Curry, of Rhodes, Curry & Co., Amherst, N.S., is in Montreal on business.

Lymburner & Johansen, hardware merchants, Shawinigan Falls, are registered.

N. Langevin, Valleyfield, Que., was in Montreal during the week purchasing supplies.

A. Outram, Port Hope, Ont., called on some of the Montreal jobbers during the week.

George Caverhill, of Caverhill, Learmant & Co., is at present in Hot Springs, Va.

The Rand Drill Co. have removed their advertising department from Montreal to Sherbrooke, Que.

Mr. Carrineau, of Carriveau & Freres, St. Sebastien, Que., was in Montreal this week purchasing supplies.

Arthur Darling, of Darling Bros., Montreal, is west on a business trip, and will go as far as the coast.

E. K. Spinney, a well-known hardware merchant, of Yarmouth, N.S., was in Montreal last week on business.

A. C. Compton, of the A. C. Compton Co., of North Sydney, was in Montreal on business during the week.

Mr. Hulburd, of the Bedford Stove Co., Bedford, Ont., visited some of his old friends in the trade in Montreal.

The storage annex of the wholesale hardware establishment of Jas. Robertson & Co., Winnipeg, was damaged by fire to the extent of \$50,000.

The I. L. Lafleur Co., of Montreal, has incorporated, with a capital of \$80,000, to carry on the business of hardware merchants and ironmongers.

N. J. Holden Co., Montreal, the well-known pneumatic tool makers, have removed their offices to the new Dominion Guarantee building, on St. James St.

Edgar K. Spinney, a prominent wholesale and retail hardware merchant, of Yarmouth, N.S., called at the Montreal office of Hardware and Metal this week.

Western Canada.

The capital stock of the Brandon Hardware Co. has been increased to \$150,000.

The Whiting Hardware Co., Winnipeg, has been incorporated with a capital of \$25,000, to carry on a retail hardware business. The provisional directors are: C. A. B. Whiting, J. Briggs, A. G. Griffin, W. J. Wagstaff, H. N. Bowman.

COMMERCIAL MEN AS CONSULS.

The suggestion of sending trained commercial travelers as consuls to various countries of the world is a good one, and if taken up by the powers that be, in a general way, will be productive of better results than accrues from sending individuals for mere political reward. A commercial traveler will know how to draw the business.

An Up-to-date Firm.

The Tobin Tent and Awning Company of Ottawa, have opened up elaborate new premises on Sparks St., near Bank, where they have fitted up a beautiful showroom and visitors may see samples of their stock. This department is made to look as natural as possible by imitation grass, etc., and in it tents are shown all ready for use, and, with a little imagination, a person might believe he was really in a camp. People who have the pleasure of visiting this showroom, are almost certain to buy something, as hammocks, awnings, tents, and all the summer comforts are displayed with such good taste and made so alluring, that the desire to own something becomes extremely strong in most people.

The Tobin Company's goods also have the reputation of being among the best of their kind in Canada, and this practically means the world, as no better goods of this class are made anywhere, than in this country.

The firm have prepared a handsome catalogue of their lines, printed on good quality coated paper, which they will be pleased to send to any interested parties who will mention Hardware and Metal in writing.

Rates on High Speed Steel.

The above is the title of a booklet issued by Messrs. J. Beardshaw & Son, Ltd., Sheffield, Eng., manufacturers of "Conqueror" H.V. tool steel.

This booklet, which may be carried unnoticed in the pocket, contains much valuable information such as "Instructions for working tool steel," hardening of drills, milling cutters, etc.; grinding, annealing, etc.; as well as a treatise on the treatment of ordinary crucible steels.

Persons who are interested may obtain copies of this booklet by writing Alex. Gibb, 13 St. John St., Montreal, who is the agent for "Conqueror" high speed steel in Canada.

Horse-stable Fittings.

The Dennis Wire and Iron Works Co., London, Ont., have issued a 35-page booklet illustrating and describing their full line of horse-stable fittings, including hay racks, stall guards, mangers, cesspools, watering troughs, hitching rings and posts, harness and blanket brackets and implement hooks. This is a valuable booklet and may be procured by applying to the company and mentioning this paper.

CEMENT IN CUBA.

A good demand for Portland cement is developing in Cuba, one dealer at Cienfuegos receiving 600 barrels monthly. Consul M. J. Baehr says that during the fiscal year of 1905-06, 31,749 barrels of Portland cement were imported through Cienfuegos, 29,389 barrels coming from United States. Manufacturers desiring to introduce a new brand of Portland cement in this market should appoint an active local agent thoroughly acquainted with the conditions there, and assist him by quoting lowest prices and easiest terms possible.

HARDWARE AND METAL

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Limited

JOHN BAYNE MACLEAN President

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SHOULD WORK BOTH WAYS.

If a car of goods is shipped to a merchant, and he is not ready to unload it on its arrival, he is charged for demurrage. If a merchant or manufacturer or farmer asks for a car, and, is not ready to load it at once, he is also charged for delaying this part of the rolling stock of the company.

Ought not the same rule to hold good as against the company? If goods are delayed beyond the stipulated time, or beyond a reasonable time, through the fault of the company, ought not the company to pay a penalty or compensation to the shipper or person injured by the delay? The merchant is not allowed to excuse himself by saying that he was too busy to load or unload the car. Why should a similar plea be allowed to excuse the railway company?

An exchange tells of a car of Christmas goods which was shipped on the first of December, giving ample time for delivery within the week before Christmas. They arrived on the 29th of December; their special value as seasonable goods was gone, and they had to be sold at a sacrifice. Suppose a car of goods had arrived on the 20th of December, and the consignee excused him-

self by saying that he was very busy with his Christmas trade, his plea would not be allowed for a moment; he would be forced to pay demurrage for the time the car was delayed. The railway companies ought to be placed under the same legal obligation.

CO-OPERATIVE BILL HELD OVER.

The news that Postmaster-General Lemieux has again bowed to public opinion by refusing to press through unpopular legislation will be hailed with satisfaction by retail hardwaremen in all parts of Canada.

Mr. Monk, the Quebec Conservative leader, introduced a bill the object of which was to encourage and make easier the formation of co-operative business enterprises in Canada. The bill was sent to a special parliamentary committee, which reported favorably upon it. The Retail Merchants' Association and other bodies brought influence to bear upon the Government, however, pointing out that such legislation should be fully considered before being made law. The Government accepted this view of the case and Mr. Lemieux' announcement that the bill would not be allowed to pass this session followed.

The legislation will be delayed a year, therefore, and it now remains for the retail hardwaremen of Canada to discuss the subject, and, through the Retail Hardware Associations, take such action as will make their position clear before the next session of Parliament.

If the case against the "Co-operative Bill" is as clear as against the "C.O.D. Parcels' Post" legislation, the same powers that caused the defeat of the latter legislation can succeed against the former.

We invite letters from readers expressing their views on the proposed co-operative legislation, the objects of which are concisely outlined in the report of the special committee as follows:

"From the evidence derived from persons who have made a special study of the co-operative movement in Europe it appears clearly that co-operation offers very great advantages to the farming classes, particularly in certain branches of agricultural pursuits, such as dairying, market gardening, and fruit culture. Co-operation has also been proved of great use in the purchase by farmers of agricultural implements and fertilizers. Your committee found that co-operation affords a means for the laboring classes to purchase, under the most favorable terms, the necessities of life and the articles required for the exercise of any trade. It also provides a system by which the wage-earners can either

build or acquire their own homes by means of small loans from credit and saving societies.

"Your committee have given the credit and loan feature of the bill their especial consideration and have arrived at the conclusion that any general movement to foster co-operation, would be incomplete if it failed to assume the formation of co-operative associations destined to provide small loans and means of investment for people whose situation removes them from the sphere of action of our ordinary banks. In dealing, however, with this feature of the proposed measure, your committee have provided special clauses destined to surround the exercise of the credit and savings power by these societies with all necessary guarantees to prevent any possible abuse."

The report also refers to the experiment made by Mr. Desjardins in his Caisse Populaire at Levis, Que., and to the success that has attended it.

BUSINESS MEN AND JURIES.

Public duty is a fine thing, and every man owes it to his city or town, or to his country, to a greater or lesser extent. But it can be carried to extremes. Sacrifice of personal interests for the benefit of the multitude, to serve the state, is all right if too much be not asked. Business men are too broad-minded to object to give a reasonable amount of their time and services to the Government once in a while, but when it comes to being called upon to sit in a special jury twice in four months, as happened to some Montrealers, meaning a loss of their time to business, a loss which cannot always be reckoned in money, then it is time to register a complaint. According to the present system, eighty names are taken from the grand jury list. Twenty-eight names from eighty in all are selected, but in place of the next jury being selected from the fifty-two names which remain, a new list of eighty is made out and the twenty-eight necessary jurors are therefrom selected. In this way the remaining fifty-two are treated as if they had already served on a jury while the twenty-eight who had seen service stand a chance of being again compelled to serve. The Montreal Board of Trade Council at a recent meeting decided to point out to the Government the necessity of changing this system of selecting jurors.

Kentville, N.S., Board of Trade has elected Rev. Canon Brock an honorary member. This led to a resolution making all clergymen within the jurisdiction of the board honorary members. This is going some, and it's going in the right direction.

HOW THINGS LOOK AT FORTY

Impressions of an Employee, given in the Technical World Magazine.

Things look different—at forty. I know, for I am writing this on my fortieth birthday.

Life isn't any more serious than it ever was—perhaps it is less so. Surely it is nothing like as much of a problem. Surely, too, it is more comfortable.

You see, I am an employee—one of the millions who get pay envelopes from somebody or somebody else every so often.

I have always been an employee, and suppose I always shall be. Somehow there doesn't seem to be enough employing to do for all of us to have a chance at it.

And, besides, most of us don't know enough to do employing. Yet nine-tenths of us feel that we are superior to the men who pay us, and we criticize their methods and their actions. Not openly, however—more's the pity. I believe the average employer would be glad to hear decent criticisms, decently made. We sneak. We tell the other fellows in the place, and our friends outside, how "slow" and "mean" and so on the boss is.

And we are forever going to quit when we "get a good chance." But we don't often quit—unless we get "fired"—for a good chance rarely comes to the sneak and the backbiter.

But we don't get promoted or "raised," either—because our think-boxes are so filled with meanness that there isn't room in them for the honest thought that leads to better things. Or our initiative has become paralyzed through fear that we are doing too much for the money we get, or atrophied through plain lack of use.

Often, too, we become obsessed (suppose you look that word up) with a notion of our indispensableness. Then we're moored to a mud bank, and some stormy day we drift away to nowhere.

When I began work I didn't see any of these things quite this way—didn't see some of them this way at all. Of course I wasn't forty then. But I was on the way to it. So are you, my brother—unless you have reached it or passed it.

I have had three jobs since my twenty-first birthday—four years, seven years, and eight years. Left the first to go to the second, and the second to go to the third. Am still at the third.

To do better each time? No—to do worse, from a money standpoint. But to apply some of the things I learned in the previous job.

I did get my wages increased occasionally while at the first two jobs. But I wouldn't have gotten a worth-while promotion in a thousand years. Why? Don't ask me—just read over again the first part of this talk.

Eleven years to learn something—not much even then—of my duty as an employee.

And I also learned not to lay any particular stress on my employer's duty to me. Because he really doesn't owe me any duty—unless my work and conduct are such as to impose an obligation upon him, in which event he'll be glad to "square up."

Is that a new one? It was to me—once. But I'm fixed in it now.

I have said that I am an employee, and yet I have spent the last eight years working for myself. Just as surely as though I owned a business.

How? By doing the best I know for my employer, every minute of my working day. It's easy—when you get into it. I tumbled to the fact that there is only one fellow in the world who can help or hinder me. That fellow is myself. He hindered me for a good many years. He's helping me now.

Some folks say I've made a wonderful jump to where I am. They're wrong. I've gone up slowly—very slowly, it has seemed sometimes—in obedience, however, to the law of business gravitation—the law that inexorably says "up" if you're worth it, and "down" if you're not.

I haven't worried about my job since I got the real hang of things.

Once, when I had a good offer from another city, my employer simply said, "I would like you to stay here." Not a word about advancing my wages to meet that offer. Not a word for six months after—for I stayed. Then—that much, and more!

Some of the other fellows say harsh things about that man—just as I said about former employers. And they are listless and uninterested, and jump when the bell rings. Sometimes they tell me I'm lucky—when there is no such thing as luck.

They haven't learned—and some of them are 'way past forty, and will never learn.

I'm not a sentimentalist—I believe that "business is business" all around. I'm happy in my work; my digestion and nerves are good. Life is beautiful, and richly worth living. I've saved a little money, by the way—maybe I can quit and rest after a while, if I want to. Won't that be fine?

Yes, things do look different—at forty.

JOBBER'S GRIEVANCES.

On several occasions we have referred to the annoyances many wholesalers are put to by drafts being returned for trivial reasons. No doubt there are two sides to this question as well as to all

others, but it can be taken for granted that it is in the interests of both jobber and retailer that points of controversy should be handled with care in order to avoid bad feelings, which too often cause loss of profits to men in all branches of business.

A jobber in discussing trade matters with *Hardware and Metal* recently referred to the custom some retailers had of returning drafts marked, "Will send cheque when due." "There is only one reason for this," said the wholesaler, "the man doesn't expect to be able to pay the draft when due if he accepts it, and he knows if it's an open account he can advise the wholesaler to draw on him at ten, twenty or thirty days, so as to get extra time without interest. Unless he is in a position to pay spot cash he should never mark a draft as described.

"Then there is the man who cancels orders. That he has taken up the time of the traveler and the warehouse staff matters not to him; he seems to think that is what we are in business for, and that it is all one to us whether we cancel or fill an order.

"But worst of all is the man who returns goods. I can show you letters right here making requests, that for monumental nerve beat the draft dishonorer and the order canceller to a standstill. Fancy a man carrying goods for a whole season and then asking me to take back what he has left over, and give him in exchange goods that are right in season!" And the wholesaler displayed for inspection letters of just such a character as above mentioned.

"Of course these merchants are in a class by themselves; they are known to the trade, and you can depend upon it they do not get any better treatment at the hands of the wholesalers on account of their business methods. As a matter of fact, they are very often shunned, and travelers are inclined to give them the go-by.

"Any person who will suggest a remedy for these conditions," concluded the wholesaler, "will perform a lasting service for a long-suffering branch of the business community.

Rev. A. E. Burke is an industrial as well as a religious leader in Prince Edward Island. He recently wrote to the *Kentville, N.S., Advertiser*: "Had a conference of the five boards of trade of the Island of Charlottetown yesterday on transportation. All boards fully represented. A resolution for tunnel, and nothing but tunnel, was unanimously and enthusiastically carried. Delegates were not divided at all, but united as a people could be." This tunnel will have to be built.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL

COIL CHAIN—Advanced 10c.
 PIG IRON—See new spring prices.
 INGOT TIN—Advanced ¼c. per lb.
 LINSEED OIL—Declined one cent.
 TURPENTINE—Four cents lower.
 PARIS GREEN—Advanced two cents.

TORONTO.

SOIL PIPE—Declined 5 per cent. on 6-inch pipe.
 TURPENTINE—Declined 9c.
 PARIS GREEN—An advance of 2c.
 CUT NAILS—20c. higher.
 PIG IRON—Advances on English iron.
 INGOT TIN—Prices stiffening.
 INGOT COPPER—Higher prices quoted.
 SHAFTING—Now 30 per cent.
 OLD MATERIAL—Scrap iron lower.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
 10 Front Street East,
 Toronto, April 26, 1907.

Hardware trade conditions are much improved over last week, owing to immediate prospects of finer weather and also the increased building operations. One thing which is acting as a deterrent directly upon building operations and indirectly upon the business in builders' hardware and mechanics' tools, is the trouble existing amongst the plumbing trade, with definite action pending in the early part of May. Some architects have refused to take contracts until the trouble is settled.

Every line of hardware is moving freely at present, a heavy demand prevailing for wire goods, such as poultry netting, fence wire, and wire nails. Cut nails, however, have been advanced twenty cents.

The situation in screws remains firm with unchanged prices and a limited supply.

There is no longer a scarcity of wire nails and fence wire. Since last week the supply houses have been replenishing their stock and are now in good position to supply the demand. The price is unchanged, \$2.45 base. The manufacturers had got so far behind in their orders that now when shipments of rods are prompt it will take a little time to get trade into a satisfactory condition.

The demand for builders' hardware and mechanics' tools is strengthening and in a week or so there should be a brisk trade done in these.

Large orders for poultry netting and green wire cloth continue to arrive, so fast that stock is being depleted. The discounts are still 50 and 5 off.

Lawn mowers, wheelbarrows, grass-cutters, garden rakes and shovels are experiencing strong demand and in another week the business in these will be brisk.

Difficulty is still being experienced in procuring bolts, nuts and rivets. Prices remain firm and unchanged.

The business in sporting goods is steadily increasing and with full lines of

fishing tackle, guns and ammunition, the hardware dealers will be in a good position to conduct a profitable business in these, as the number of tourists coming to Canada is increasing every year.

Binder twine continues to be enquired for and it is expected that the June shipments this year will be larger than ever.

A good business is still being done in horseshoes and nails. No advance in the prices on these has yet been made in Toronto, though an advance has been made of 20 cents on cut nails.

All housecleaning utensils are experiencing a strong demand. Carpet sweepers, washing machines and wringers, agricultural goods such as plough-lines, whiffletree hooks, forks and tackle blocks, are at present leading the market.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
 232 McGill Street,
 Montreal, April 26 1907.

Things have eased off slightly in hardware circles, and overworked clerks are now able to take a much-needed breathing spell. It is thought that this state of affairs will continue till the opening of navigation, when another big rush is expected. However, the opening of the canals is expected to take place on May 1st, and this will relieve, to a certain extent, the congestion due to shortage of cars. When orders ready for shipment are delayed and piled up on the floors of the wholesale houses, the shippers and packers are handicapped for want of space, and naturally cannot work at their best. Ordinarily, all the orders received by a house in a day can be shipped within twenty-four hours, and when delays occur it's not usually through any fault of the firm. Some dealers are apt to be hasty in their judgment, and sometimes raise quite a fuss and make a bad feeling all around.

Prices this week are still fairly steady, the only change to note being a ten-cent advance in coil chain, and although there was a rumor about to the effect that wire nails had again advanced, we were unable to verify it.

Teams are scarce at present, owing to so many people moving. Although May 1st is moving day in Montreal, many families start a month before that. This spreads things out somewhat, but owing to the bad weather this year this was hardly possible and the result is, everybody wants to get out now at the same time, which naturally creates a heavy demand for teams of all kinds.

He who can take the blame in failure is the sort of man who can achieve success without inspiring all his acquaintances to envy.

Montreal Metal Markets

Office of HARDWARE AND METAL,
 232 McGill Street,
 Montreal, April 26, 1907

The copper situation is changing somewhat, as people are at last realizing that there is none to be had, and prices in the Old Country have stiffened in consequence.

The Americans seem from present indications to be masters of the situation, and the European attempt to break the prices did not have the expected result. There is a feeling among the trade that there is no chance of present prices breaking for some time to come.

Ingot tin is steadily recovering the ground it lost in the recent financial break, and, during the week, a sharp advance took place of half a cent per pound, which is being well maintained. Our present prices are: Lamb and Flag and Straits—56 and 28 lb. ingots, 100 lbs., \$45.50.

We quote spring prices on pig iron as follows: Middlesboro, No. 1 pig iron, \$19.50; No. 3, \$19; Carron, \$24.50; special, \$23; soft, \$22.75. Hallett's antimony is quoted at 26 to 26½c. per lb.

Metal firms are fairly busy at present, getting things ready for the spring boats, which are expected next week. It is doubtful, however, if they will arrive, as there is a considerable quantity of loose ice still coming down from the lakes. This, however, should disappear completely within a few days now.

All other prices remain unchanged.

Toronto Metal Markets

Office of HARDWARE AND METAL,
 10 Front Street East,
 Toronto, April 26, 1907

A sharp upward movement has struck the metal markets and while last year's big jumps are not expected to be duplicated, it seems certain that high prices will rule all through 1907.

In pig iron two advances of 50 cents each have been cabled during the past week, the rise coming at a time when lower prices were looked for by many as a result of the opening of navigation soon. Traveling representatives of metal merchants have been advised to go slow on booking orders as all English iron is advancing in price. Bookings for future delivery have been heavy in Canada as well as in other markets, and a scarcity of iron is reported in all parts of the world. It seems certain that there will be no "spring prices," or reductions following the opening of navigation this year.

Tin has been advancing also, the weakness which has existed in foreign markets since the recent stock market scramble having practically disappeared. The local market is now firm at \$45.50 with the tendency upward. Many of the American holders are entirely out of supplies and advances are looked for there. A year ago, between April 22 and May 15, prices went up ten cents per pound.

Ingot copper is again on the move with prices about a cent higher than a week ago. It seems impossible to secure delivery of sheets inside of six months and the present condition of the market indicates that the present New York price of 26 cents per pound on Lake ingots will be maintained throughout the year if there is not a material advance made. As the American Metal Market says: "The developments as they have been running lately all seem to be in confirmation of the view taken of the situation by the producing element, while it is true that they are interested in present prices being maintained, still their position is no more an interested one than the speculators on copper stocks that have been behind the late attack. These producers will still be in the copper business when these speculators have transferred their manipulations and efforts to other fields. The producers of copper cannot be prosperous without a corresponding prosperity of the trades consuming the metal. The producers will be the worst sufferers if there is any illegitimate manipulation of the article."

Sheets and plates are being received in satisfactory quantities, considering the delays which have been looked for. Jobbers' stocks are, of course, low, but customers are being supplied direct as rapidly as possible.

Lead, zinc and spelter are all very firm and the coal strike and shortage in British Columbia will not help matters any.

The British Columbia production of copper is also likely to be curtailed, owing to the shut-down of the smelters as a result of the shortage of fuel.

Bar iron supplies are plentiful and prices firm. Cold rolled shafting is now being quoted at 30 per cent., this replacing the former figures of 35 to 40 off. Boiler tubes and finished steel are all stationary. So also is antimony.

Old material shows several changes, the reductions being chiefly in the prices offered for the various grades of scrap iron.

United States Metal Markets

From the Iron Age, April 25, 1907.

While Pittsburg reports further large transactions in Bessemer pig for delivery during the second half at an advance of \$1 a ton, the volume of business in steel making irons in other sections of the country is on a very small scale.

Large consumers in the foundry trade seem to be chiefly engaged in manoeuvring for position. Outside of one interest in the New York district, which has purchased an aggregate of about 20,000 tons during the last three weeks, large inquiries are still pending either in whole or in part, and a good deal of mystery is maintained. One feature in the situation is the advance abroad to 56s. 9d. for No. 3 Middlesbrough warrants, and the report emanates from excellent sources that purchases for American account of warrants to the extent of 50,000 tons have been made. It remains to be seen whether the iron will be actually shipped. On the basis of warrant prices ruling to-day Middlesbrough iron cannot be laid down at less

than \$20.25 duty paid, cost, and \$21 ex ship is being asked. Even then foreign iron is selling considerably below domestic for early deliveries, and the foreign metal can penetrate pretty far inland.

Steel continues very scarce. A leading steel interest has purchased some round lots, both from a steel plant on the Ohio River and from a works in the Buffalo district, to be used chiefly by wire mills.

The bar trade is active, although thus far only a moderate part of the season requirements of the implement makers has been placed. They are still holding off in the hopes of securing special concessions.

The volume of business in the merchant pipe trade is very heavy. A large mill in the Youngstown district withdrew quotations on the 22nd and has advanced prices \$2 per ton. Efforts on the part of pipe makers to secure round lots of iron skelp have been unsuccessful thus far.

Large orders for the second half are being placed with the tin plate mills.

The cast iron pipe foundries are doing a very fair business. Among the contracts pending are, 6,100 tons for St. Louis, 2,500 tons for Cincinnati and 2,500 tons for Los Angeles.

From the Iron Trade Review, April 25, 1907.

The condition of mills rolling structural shapes has shown marked improvement during the past two months, as they are now crowded with specifications and the prospects are most encouraging. A number of good sized orders have been received from San Francisco and other Pacific coast cities. The demand of structural workers at Chicago for an advance to \$5 per day in wages is causing some anxiety. Heavy premiums are being paid, amounting in a few instances to as much as \$8 per ton for prompt delivery of plates. The Illinois Steel Company's capacity on plates for this year is covered by orders on hand. The inquiry of the steel corporation for 6,000 freight cars is one of the indications of continued heavy demand for plates. Similar conditions prevail in regard to sheets.

The coke market shows continued weakness, but this condition is generally attributed to the fact that a number of blast furnaces have been compelled to blow out for repairs and there is a firm undertone. While low prices are named for spot shipment, producers are not willing to contract for future deliveries at the same quotations, as they confidently expect conditions to improve at a not far distant date.

The announcement of the steel corporation that it was willing to receive orders for steel rails for 1908 delivery was followed by similar announcements by other interests.

London, Eng., Metal Markets

From Metal Market Report, April 23, 1907.

PIG IRON—Cleveland warrants are quoted at 57s. 3d., and Glasgow standards at 57s., making prices as compared with last week on Cleveland warrants,

1s. 10½d. higher; on Glasgow standards, 2s. 8d. higher.

TIN—Spot tin opened firm at £189 15s.; futures, £187 10s., and after sales of 320 tons of spot and 700 tons of futures, closed strong at £190 15s. for spot, £188 10s. for futures, making price as compared with last week, £5 10s. 6d. higher on spot, and £5 7s. 6d. higher on futures.

COPPER—Spot copper opened firm at £100 7s. 6d., futures at £100, and after sales of 300 tons of spot and 400 tons of futures, closed strong at £101 for spot, £100 15s. for futures, making price as compared with last week, £2 2s. higher on spot and £2 5s. higher on futures.

LEAD—The market closed at £19 12s. 6d., making price as compared with last week, 10s. lower.

SPELTER—The market closed at £25 17s. 6d., making price as compared with last week, 7s. 6d. higher.

Nova Scotia Hardware News

Halifax, N.S., April 22.

The Maritime hardware trade appears to be in excellent condition. There is a good demand for paints, oils, varnishes, paris green, wire netting and wire fencing. The market for all lines is very firm, and jobbers would express no surprise if there was a further advance in some articles. The big industries seem to be enjoying prosperity, and the most of them have big orders on hand and are running at full time. The rod and rail mills at Sydney are very busy rushing to completion big orders which were placed months ago. Tin and copper are a shade easier, but an early advance is looked for in chain.

Many of the retail hardware stores of Halifax have gone into the fishing tackle business quite extensively. They are carrying full lines of stock, and as the fishing season is now on in these parts it is expected that business will be quite brisk as soon as the lakes are free of ice.

With the opening of spring the prospects for successful development work at the iron ore properties in Cape Breton are decidedly favorable. At the Georges River areas a large number of men are making preliminary preparations, and it is expected that the necessary machinery will be on the ground in a few days. The ore, which is especially adapted for Bessemer treatment, is very high in percentage. This property, which the Nova Scotia Steel & Coal Company had an option on, is reported to have been purchased by the Dominion Iron & Steel Company. Report has it, that among other modern methods of shipment, a system of aerial transportation from the mouth of the shaft to the railway siding will be installed.

Development at the Nova Scotia Steel Co.'s properties at Boisdale is also actively going forward. Motive machinery, to the extent of 75 h.p., is being installed together with pumping appar-

atus, steam drills, etc. There is every indication that there is plenty of ore in sight. About sixty-five feet of the seam has been traced so far.

The Nova Scotia Steel & Coal Company have secured control of extensive iron ore areas at Mira, C.B., extending from Marion Bridge to Victoria Bridge, at Grand Mira, a distance of ten or twelve miles. Geological surveys made of the areas give an excellent quality of ore. The company has started development work.

George A. Wooten & Co., plumbers and stove dealers, have just completed the purchase of the property adjoining the firm's premises on Barrington St., and also the property in the rear running through to Argyle St. Halifax. The price paid is said to be \$30,000. A brick and stone extension will be built, and the upper floors will be used for the firm's steamfitting and plumbing plant.

Frank Wilson & Company, Halifax, have the contract to build an extension to the wool-picking building of the Stanfields, Limited, plant at Truro. The new building will be of brick, and the work will be started at once.

The business of the Amherst Foundry Co. is going ahead very rapidly. Last week the firm shipped a carload of enamelware to Quebec, and several other shipments to points in Nova Scotia.

Rhodes, Curry & Co., of Amherst, have opened their new rolling mills, and they are now in a position to make all their own iron for the cars. This firm uses an enormous quantity of casting, and having their own plant will facilitate the work.

The report of the Department of Mines in Nova Scotia for the year ending September 30, 1906, which was brought in the House of Assembly last week, besides containing some valuable information, shows that great progress is being made in the development of the mineral wealth of this province. The production of gold, 16,504 ounces, is about the same as in the previous year. The coal raised increased from 5,020,420 tons to 5,866,605 tons. There was an increase in the coke made from 367,788 tons to 508,082 tons. The production of gypsum increased from 197,297 tons to 247,840 tons. In limestone, the production was 400,584 tons, compared with 274,002 tons in 1905-6. The statistics show that Nova Scotia sends the greater part of her coal away. The province used 1,862,206 tons, while New Brunswick took 424,882 tons; Quebec, 1,779,208 tons; Newfoundland, 149,208 tons; Prince Edward Island, 76,809 tons, and the United States 269,275 tons. To all other countries 62,104 tons were sent. There is an increase of over one hundred thousand tons to the United States. The revenue of the province benefits from this activity in her natural resources. From coal, the royalty amounted to \$575,065, and other receipts brought the total revenue up to \$643,457.

Western Ontario News

London, Ont., April 24.

The new storage building of the McClary Manufacturing Company, in connection with their new works in the southeastern part of the city, and a cut of which appears elsewhere in this issue, is one of the largest of the kind in the Dominion. The building, which is of brick, is 220 x 110 feet, five stories in height with basement, is intended for the storage of stoves only. It is of semi-mill construction, with hardwood pillars, and is protected from fire by a sprinkler system. On the north side of the building are tracks, with six openings for loading cars, and connected with the track system of the main factory across the street, all having switching connection with the Canadian Pacific, Grand Trunk, Pere Marquette and Michigan Central Railways. There really seems to be no limit to the growth of the McClary Co.'s business. Within the past few years their facilities have been vastly increased by the extension of their factory premises in this city, which has had the effect of bringing into existence a new suburb across the river

which has the sole right to manufacture them, naturally looks for a boom time.

F. T. Drake, manager of the Vancouver branch of the McClary Manufacturing Co., was in the city this week en route to Europe, where he will spend a couple of months pleasure seeking. J. M. Gunn is relieving Mr. Drake.

The office and shipping staff of the Labatt Manufacturing Co., Limited, on Friday evening last presented Miss Elsie J. Drewe, who has for some time been in the company's employ, but is now removing to Toronto, with a handsome and costly parasol. The presentation was made by Miss C. Borland and a feeling address was read by Wm. Footit.

Retail hardware merchants report continued activity in business. They, however, complain loudly of the impossibility of getting goods. Orders placed months ago have not been filled, nor does there appear any immediate prospect of a change in the situation. The trouble is the scarcity of metal, manu-



McClary Mfg. Co.'s, New Factory at London

in Westminster township and the filling up of acres of vacant space in the city proper contiguous to the new factories, and this latest addition, which will give the firm unsurpassed storage and shipping facilities, rounds off an establishment complete in every detail, so far, at least, as the observer can see. But the McClary business is ever growing—a fact that is strongly impressed on the public mind, so that nothing they may do in the way of additions and extensions will cause surprise. It is such enterprise as that of the McClary's that builds up cities.

The Scott Machine Company, of this city, has just received an order from the commissioners of the Transcontinental Railway for two of the L. and K. test boring machines, to be delivered in three weeks' time, and the staff will work night and day to fill the contract. This is but a trial order, and if the machine bears out expectations, others are bound to follow from the same quarter. The L. and K. machines are attracting much attention from railway men and others, both in this country and the United States, and the Scott Company,

facturers declaring it impossible to obtain sufficient iron and steel to meet their wants. As it is, hardwaremen find themselves entirely sold out of some lines and almost so in others. One declared: "If the situation does not improve soon and I am able to procure goods, I will have to close up shop."

Local manufacturers have a further complaint—that of the scarcity of cars, which has the effect of seriously delaying the delivery of material.

N.B. Hardware Trade News

St. John, N.B., April 23, 1907.

Spring trade is opening up well. Quite a number of orders had accumulated for April delivery and jobbers here of late have been busy making advance shipments. There is a good demand for light hardware and paints for the annual spring cleaning. Prices of all kinds of painting materials may be classed as firm, and there is no tendency to recede from quotations; as all manufacturers seem busy.

The turpentine market has further advanced and the demand is strong at remarkably high figures. It would not be surprising if the local quotation is

still further increased. An advance of ten cents in linseed oil is announced.

The C.P.R. steamer Mount Temple which arrived last week from Antwerp brought the usual spring importation of glass. There were in all 10,154 cases, divided as follows: 877 cases for T. McAvity & Sons; 2,808 cases for the S. Hayward Co.; 2,317 cases for Summer & Co., Moncton; 3,141 cases for W. H. Thorne & Co. and 1,011 cases consigned to order.

A statement of the exports from St. John to the United States for the quarter ending March 31, 1907, has been issued by the American Consul, and shows an increase over the same period last year of \$184,777.36. The figures are as follows:

Quarter ending March 31-07 \$617,900 45
Quarter ending March 31-06 433,123 09

Increase for 1907@..... \$184,777 36

The exports of wood pulp, laths and Maine lumber cut in St. John mills was much larger this season than it was last year for the like period.

Letters patent have been issued incorporating H. V. Moore, Emma E. Moore, Harry Moore, George W. Jackson and J. T. Allan Dibble, of Woodstock, as H. V. Moore & Company, with a capital stock of \$3,000. The object is to carry on a wholesale and retail harness business.

George F. Atkinson, of Rexton; John White, of Portland, Maine; Charles E. Heckman, A. J. Chapman, C. Lionel Hannington, of Dorchester; Harold J. McManus, of Memramcook and others, are seeking incorporation as the Crown Woodworking Company, with a capital stock of \$50,000.

Albert Chapman, Albert Tait, C. Lionel Hannington, H. J. McManus, of Memramcook; S. Ernest Vaughan, of St. Martins; Wm. O'Neill, of Harcourt, and others, wish incorporation as the United Paint Company. The object of the concern is to manufacture and sell paints and carry on a publishing and lithographing business.

Letters patent have been granted to the Northfield Coal Company, consisting of James Barnes, M.P.P.; C. J. Osman, M.P.P.; James Kennedy, Ed. D. Barnes and A. P. Barnhill, to develop and operate coal mines at Northfield, Sunbury County.

W. Frank Murphy, representing the Magnolia Metal Company, was in the city last week calling upon the trade.

In the plumbing trade, business is reported very good for this time of year. John Keepe, manager of the James Robertson Co., reports that business in plumbing supplies is first-class. Many orders are coming in and the outlook is very bright.

British Columbia News

Vancouver, B.C., April 19, 1907.

Strange as it may seem, the business interests of the whole Province of British Columbia are at the present moment entirely at the mercy of a bunch of coal mining operatives, mainly foreigners, who do not like the proposition of the owners to make the mines "open shop," or to reserve the privilege of employing miners who may not chance to belong to the miners' union. On all other points of any material importance the miners were satisfied with the proposition laid before them at the recent Calgary conference by the owners of Crow's Nest Pass and Alberta coal mines.

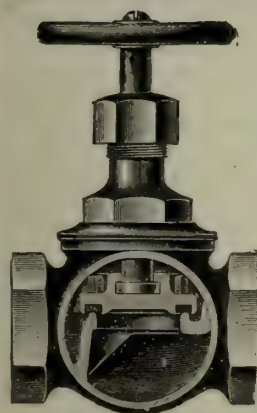
The big smelters, and consequently the mines, of the Kootenay and Boundary districts are never supplied with much more than their running requirements of coke, so that it is not surprising to learn that the railway company have already ordered all ore-hauling trains to be laid off. There is a double reason for this. There is no coke to keep the smelters going and from that point of view it would be useless to continue piling up ore in the bunkers at the smelters. Then the shortage of coal strikes the railway as well. There is not a large storage of coal at any of the divisional points, so that the motive power of the trains will soon be exhausted, if the strike continues. The shutting down of the smelters, and after them, of the mines, means a very serious blow to the business of the province for the year. The effect on the masses of wage-earners thus directly interested, need not be dwelt upon.

The next great industry of the province affected by the coal strike is the lumber industry. Car shortage has been serious enough all the season, and

through the winter. Now, when demand from the Northwest is at its height, the prospect of all freight being tied up, and no cars being accepted for shipment to the prairies, would mean a practical tie-up of the saw-milling industry, throwing thousands of employees out of work, and making a very dull business season, indeed. One man, the head of the coal miners' union, Sherman, can say the word to continue this strike, with the evils which will follow, or as he chooses, can call it off, and avert the general disorganization which cannot fail to come if the strike continues. The odd thing about the situation is that the new Dominion law enforcing arbitration has not been broken by the miners. They simply did not go back to work, so that is no strike.

Threatened front and rear and both flanks, the poor lumbermen are putting up a terrible "holler" just now. From all possible sides, they thought they had confronted attack. Prices of logs had gone up till they were out of sight, cost of operating the mills had also advanced, the railway company could not carry the lumber when it was cut, and finally the purchasers back on the prairie indicted the millmen as upholding an unlawful combine. Now, to add the last straw, the Provincial Government comes back to them at the present session of the legislature with an increase in the royalty from 50 to 75 cents per thousand. All their protests were of no avail. In fact, while they were busy and some of their best men were with the fight before the parliamentary committee at Ottawa, the new move was sprung upon them in Victoria. The only crumb of comfort vouchsafed them was that the Government would not enforce the new royalty until Jan. 1, 1908, owing to the fact that contracts now in force were made on the 50 cent basis.

Some movement is on foot to establish a rope-walk here, parties from Boston having looked over the ground. It is not yet settled where the industry would be located, but probably at New Westminster, Eburne or Steveston. The fishing industry centres at the latter point, and it is easily accessible from either New Westminster or Eburne.



TWO WORLD LEADERS

Fairbanks
Brass Globe Valves

Fairbanks
Asbestos Packed Cocks

The Canadian Fairbanks Co., Limited

Montreal Toronto Winnipeg Vancouver



MANITOBA HARDWARE AND METAL MARKETS

Market quotations corrected by telegraph up to 12 a.m. Friday April 26. Room 511, Union Bank Bldg, Winnipeg, Man.

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephens' Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand Will you supply it in your territory?

Write for our special pan, tells how "We help you sell."

G. F. Stephens & Co.

Limited

PAINT AND COLOR DEALERS

WINNIPEG, - CANADA

Delayed shipments are still the burden of the complaint of western business men. The C.P.R. western lines show a big improvement as compared with a month ago, but the congestion of western bound traffic on the north shore route between North Bay and Winnipeg is the occasion of much strong language. The Canadian Northern lines are in much worse shape. The building season is on now and the demand for builders' hardware from city and country is very heavy; but the congestion of freight makes it difficult to make deliveries.

Values are steady and there are no quotable changes of importance.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9 \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4.00; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.96; 11, \$3.02; 12, \$3.10; 13, \$3.20; 14, \$3.30; 15, \$3.45. Annealed wires (uncoiled) 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

HORSESHOES—Iron No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILS—Capewell brand, quotations on application. No. 10, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c., per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M" brand and other brands, 55 to 60 p.c. Add 15c. per box.

WIRE NAILS—\$2.95 f.o.b. Winnipeg, and \$2.50 f.o.b. Fort William.

CUT NAILS—Now \$2.90 per keg.

PRESSED SPIKES—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS—Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS—Bolts, carriage, ¾ or smaller, 60 per cent. bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stone bolts, 70 and 10 p.c.

RIVETS—Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—½ in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, \$4.50; 1, \$4.25; 9-16, \$4.20; 1½, \$4.25; 2, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory doz., \$3.15; No. 1, \$1.90. No. 2, \$1.60; octagon, extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. dis. off list; Roy-

al Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS—Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS—Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-inch, per 100 feet length, \$9; 7-inch, \$9.75.

TINWARE, ETC.—Pressed, re-tinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ per cent.; other galvanized lines 30 per cent.

CORDAGE—Rope, sisal, 7-16 and larger, basis, \$11.25; Manila, 7-16 and larger, basis, \$16.25; Lathyrn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS—Royal Canadian, \$35; R.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 p.c.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette, plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC.—Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot, ordinary, per 100 lbs., \$7.75; chilled, \$8.10; powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

THE Winnipeg Paint and Glass Co. Limited

Our name stands for Quality, Goods, Right Prices,
Prompt Shipments, Fair Dealing.

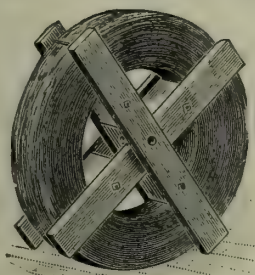
If it's Paint or Paint Specialty Goods we have it.
Complete Paint Catalogue just out, write for one.

WE MAKE SHOW-CASES, OFFICE, BANK AND BAR FIXTURES

CALGARY

Warehouses

WINNIPEG



Self-Drawing Wire Strapping

PAT'D DEC. 13TH 1887

Holes punched every three inches.
An excellent strap for binding cases, made in two sizes,
5,000 ft. on wooden frame.

J. N. WARMINTON

43 Scott St., Toronto.

207 St. James St., Montreal.

ARE YOU HANDLING

"Lennox Torrid Zone" Steel Furnaces,
"Monarch" Malleable Ranges, "Jewel" Stoves
and Ranges, "Treasure" Stoves and Ranges,
Eldridge "B" Sewing Machines, Granite
Ware, Galvanized Iron, Wire, Nails, Elephant
Paints, Building Paper, Prepared Roofing,
Binder Twine, Bags for Milling Purposes ???

If so, we want your further orders. If not, we
want your initial order.

Advantages you obtain through dealing with us :
HIGH QUALITY and PROMPT SHIPMENT.

MERRICK-ANDERSON COMPANY

WINNIPEG, MAN.

FIG LEAD—Average price is \$6.

COPPER — Planished copper, 44c.
per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black
pipe, $\frac{1}{4}$ inch, \$2.65; $\frac{3}{8}$, \$2.80; $\frac{1}{2}$, \$3.50; $\frac{3}{4}$,
\$4.40; 1, \$6.35; $1\frac{1}{4}$, \$8.65; $1\frac{1}{2}$, \$10.40;
2, 13.85; $2\frac{1}{2}$, \$19.00; 3, \$25.00. Gal-
vanized iron pipe, $\frac{3}{8}$ inch, \$3.75; $\frac{1}{2}$,
\$4.35; $\frac{3}{4}$, \$5.65; 1, \$8.10; $1\frac{1}{4}$, \$11.00;
 $1\frac{1}{2}$, \$13.25; 2, inch, \$17.65. Nipples,
70 and 10 per cent.; unions, couplings,
bushings and plugs, 60 per cent.

GALVANIZED IRON. — Apollo, 16-
gauge, \$4.15; 18 and 20, \$4.40; 22 and
24, \$4.65; 26, \$4.65; 28, \$4.90, 30 gauge
or $10\frac{3}{4}$ oz., \$5.20; Queen's Head 20,
\$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.
TIN PLATES—IC charcoal, 20x28, box
\$10; IX charcoal, 20x28, , \$12; XXI
charcoal, 20x28, \$14.

TERNE PLATES.—Quoted at \$9.50.

CANADA PLATES—18x21, 18x24,
\$3.50; 20x28, \$3.80; full polished, \$4.30;

LUBRICATING OILS—600W, cylin-

EMPIRE STOVES AND RANGES



MAJESTIC EMPIRE

This is the largest Oak Stove made in the world. You
may say: "Why did you make it?" Because Canada is as cold
as any country in the world. Did you ever sell a large
heater where you ought to have sold a larger, but could not
get it? You have! Needn't any more, we have it.

W.J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES

Fort William, Ontario.

SITUATIONS VACANT.

TINSMITH WANTED—One who understands fur-
nace work. State wages required, age and refer-
ence. Steady work to good man. The Guelph
Stove Co., Ltd., Guelph, Ont. [18]

WANTED at once—A tinsmith for general work;
three years' experience; wages no object to
right man; yearly engagement. Apply H. F.
Chappell, care of Manitoba Hardware and Lumber Co.,
Minotota, Man. [18]

WANTED—Ambitious hardware clerk for retail in
Hamilton, Ont., with 4 years' experience;
Address stating age, experience, also salary
expected. Box 618, HARDWARE AND METAL. [18]

HARDWARE clerk wanted at once; apply stating
age, experience and salary expected. George
Taylor Hardware Co., Cobalt. [19]

WANTED—Young man, well experienced in machin-
ery supply business, able to sell, and knowing
thoroughly all requirements of the trade.
Salary, commission and share of profits. Apply Box
620, HARDWARE AND METAL, Montreal. [17]

ders, 80c.; capital cylinders, 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE — Silver Star in brls., per gal., 20c.; Sunlight in brls. per gal., 22c.; per case, \$2.35; Eocene in brls. per gal., 24c.; per case, \$2.50; Pennoline in brls., per gal.,

Hardware Co.; J. H. Ashdown Hardware Co.; Geo. D. Wood & Co.; Marshall-Wells Co., and the Kemp Mfg. and Metal Co.

The names of players and officers included in the cut are as follows: Top row—L. Brockest, spare; A. A. Cat-tanach, Pres.; G. Smith, Mgr.; J. J. Sullivan, Vice-Pres.; J. H. Foulds, point; 2nd row, (sitting)—H. S. Whinery, goal; A. A. Ross, rover; W. M. Irwin, sec.; Hyman Miller, hon-pres.



THE MILLER-MORSE HOCKEY CHAMPIONS.

24c.; Crystal Spray, 23c.; Silver Light, 21c.; Engine gasoline in barrels, gal. 27c., f.o.b. Winnipeg in cases, \$2.75.

PAINTS AND OILS — White lead, Pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c.; in kegs, 3½c.; turpentine, barrel lots, Winnipeg, \$1.01; Calgary, \$1.08; Lethbridge, \$1.08; Edmonton, \$1.09. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS — 16-oz. O.G., single, in 50-ft. boxes — 16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to \$17.30.

MILLER-MORSE HOCKEY TEAM.

As last year, the Miller-Morse hockey team captured the wholesale hardware league trophy, coming through a season's games without sustaining a single defeat. The trophy, which was donated by the Starr Mfg. Co., thus remains in their custody for another year. The series was hotly contested and the games were followed with keen interest by the hardware trade of Winnipeg.

The league was composed of teams from the following firms: Miller-Morse

M. J. Curtin, treas.; J. J. Fleming, spare; H. Kerr, cover-point. Bottom row—Ossie Ingo, left wing; E. Therrien, right wing; J. Cummings, centre.

THE "POLO" SNAP.

The "Polo" snap, illustrated here-with, and manufactured by the Covert Mfg. Co., West Troy, N.Y., is an innovation in this line of hardware goods. It has some valuable points of merit that will at once make it a favorite with the trade. It is made in all regular sizes, has a rust-proof guarded



The Polo Snap.

spring, and is neat in appearance and durable.

House-cleaning time is almost here. Are you ready to push the sale of the necessary requisites for the all-important Spring cleaning? Have you laid your plans? If not, it is important that you gather yourself together and prepare for a general exhibition of such lines as brushes, brooms, woodenware and sundries.

THE MOTHER OF PROGRESS.

Discontent quickens the blood of in-activity and makes the heart throb with future hopes.

Discontent drove an oxen-team across the prairies and built cities in the west.

Discontent turned the candle light of our forefathers into the electric power of to-day.

Discontent is the spur that pricks the heels of progress—that makes the revu-let a running river.

Discontent abandons the fossils of the valley and climbs the mountain in search for nuggets of gold.

Discontent changed the merchant from selling one line of goods to the modern department store.

Discontent got out of the rut made by his progenitors on to the highway of modern business.

TECHNICAL EDUCATION.

A fully-stocked shop of the value of \$2,500 is the prize that is being offered grocers' clerks in connection with the technical education scheme promoted by the National Association of Grocers' Assistants, in Great Britain, who are urging the various educational authorities throughout England to arrange special courses of instruction for those employed in the grocery and provision trades. During the Winter these classes will be held at different centres. An examination of the students at the various classes is being arranged to be held in London early in 1908, when a first prize of \$2,500 will be awarded to the assistant who displays the most expert knowledge of his trade. The winner may choose his shop in any locality, and will be given six months to decide where he will start in business.

SPECIAL DISPLAY ROOM PAYS.

A successful hardware merchant in Guelph has found it very profitable in having a distinct department for the display and sale of sporting goods. Above the general hardware department, he has his array of sporting goods made more attractive by a display room up-

stairs for fishing tackle, guns, gymnasium and club supplies.

More and more are hardware dealers coming to rightly estimate the value of making their stores, small though in some cases they may be, into departmental stores. Departments make a store interesting and attractive for the simple reason that when anything is individualized, it is sure to be made attractive. The idea of making distinct departments for stoves and tinware, and sporting goods, is an idea worth experimenting on.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion. Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Litter Carriers.

I. W. Bennet & Son, Gananoque, write: "Could you advise us as to the address of the makers of Climax Litter Carriers, Track, etc."

Ans.—The Warsaw-Wilkinson Co., Warsaw, N.Y., are the manufacturers.—Editor.

Success Emery Grinders.

The Mills Hardware Co., Hamilton, write: "Will you please forward to us the maker's name of Success Emery Grinders, made in Buffalo?"

Answer—The Diamond Say & Stamp- ing Works, Buffalo, N.Y., are the manu- facturers.

How Much Capital?

"Interested" asks, "How much capital would be needed to start a business providing you were buying store, etc.? How much would you need to stock the store? Kindly give your opinion."

Answer—In the absence of definite information as to where you intend locating in the hardware business, and not knowing the population of the town or the number of hardware businesses in the place or surrounding district, we are unable to give any definite information. As a rule, however, we would say that opening orders for hardware stocks amount to from \$500 to \$3,000 or \$4,000. In a small place, however, of about 1,000 population, it would require about \$3,000 to satisfactorily purchase a store building and equip a store with a suitable stock. If you had, say, \$2,000 capital, you could probably secure a store building and with the remaining cash and with the credit which could be had on the security of the store building, wholesale houses would supply you with a fair quantity of stock. The credit man of the wholesale houses would, of course, take into consideration the security you could give them; the number of hardware stores and customers of his house in the surrounding territory; the experience of the intending purchaser and many other points which would bear upon the ability of the buyer to succeed in his business enterprises and make his payments promptly.—Editor.

CHAIN FACTORY FOR CANADA.

For some time past, there have been rumors that the Standard Chain Company, widely known through Canada as the largest producer of chain in the United States, will shortly erect a plant for the manufacture of chain in Canada. Application has been made to the Canadian Government for a charter and as soon as this is granted, a large factory

will be built at Walkerville. In this plant it is purposed to manufacture all sizes and grades of coil chain, log chain and harness chain. This is another proof of the growth of Canada and adds to its many industries, one which will supply the Canadian market with goods of their own manufacture instead of importing from Europe and the United States. We are informed that this plant will be in operation by the late summer.

Alex. Gibb, one of Montreal's leading manufacturers' agents, and who, for years has represented the Standard Chain Co. in Canada, deserves great credit for promoting this enterprise. He will be a prominent member of the Canadian Board of Directors, and will no doubt control the sales of the output.

It sometimes happens that two men remain friends for life—if they never have occasion to try to prove anything to each other.

Every man is worth just so much as the things are worth about which he busies himself.

Are Metal Ceilings An Experiment

?

Certainly not. The increased demand for this class of finish in all kinds of buildings, Old and New, is sufficient answer.

"METALLIC" CEILINGS

make satisfied customers. Some one else gets the trade if you don't.

We will supply plans and quotations. Write us.

"Our Dealers are Protected"

THE METALLIC ROOFING CO.
OF CANADA, LIMITED

Manufacturers

Established 22 years

TORONTO AND WINNIPEG

The merchant must have command of himself to rule others. Never get excited; it's an object lesson to the cogs who imitate him. As the boss is, so are the clerks. So a merchant has a tremendous responsibility; and a reputation for unfailing evenness, firmness and fairness is not to be bought for money, but is the result of years of patient endeavor. That is why he is boss.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.

HAMILTON ONT,

FOUNDRY AND METAL INDUSTRIES

The Niagara Iron & Steel Co., of Toronto, has been incorporated with a capital of \$1,000,000 to carry on the business of rolling mills and the manufacture of iron and steel rails and a general smelting and refining business.

STEEL PASSENGER CARS.

We have had recently two railway accidents, in which the victims were pinned down by the wreckage and burned to death, their agonies witnessed by others who were powerless to render aid. These things need not happen. They are rendered possible by the use of wooden passenger cars. Even apart from the danger of fire, the weakness of the car and its liability to be smashed into splinters greatly adds to the number of deaths and injuries. Those who are killed at once are more fortunate than those who are imprisoned in the wreckage and burned to death.

With steel cars the risk of destruction would be less, and the risk of fire would be absolutely removed. Steel has been used in the construction of freight cars because of its superior strength, and there is nothing to prevent its use for passenger cars except expense. That ought not to weigh against the safety of human life and the prevention of the cruel torture of death by fire.

The railway companies spend very large sums of money in decorating the interiors of cars with carved wood, curtains, plush and carpets, all of which are so many additions to combustible material. Even if it were necessary to dispense with some of these luxuries, it would be much better to put the money into making cars strong and fireproof. Fireproof hotels, fireproof apartment buildings, fireproof office buildings, are no more necessary than fireproof cars.

The Board of Railway Commissioners is armed with power to compel the railway companies to use appliances for the safety of passengers. It should have, if it has not now, power to compel the construction of steel passenger cars, and the substitution of these for wooden cars as rapidly as possible.

WEIGHTS OF IRON PLATES.

In purchasing iron or steel of any section by weight where the number of lineal feet or sizes are specified it is frequently the case that sections and plates are rolled heavy. In order to make allowance which shall be fair both to the mills and the purchaser, it is customary to allow a margin of 5 per cent. over the calculated or theoretical weights; this weight is then termed schedule weight. The actual weight is paid for if under this margin; any excess is to the gain of the purchasing party.

The season will soon be here when *Sherwin-Williams Screen Enamel* will be in popular demand. Have you stocked this specialty?

Housecleaning time brings forth the old window and door screens to be cleaned up. It is therefore the time when you can push Screen Enamel opportunely.

SHERWIN-WILLIAMS SCREEN ENAMEL

is the one you should push. It has many advantages over the many poor quality enamels on the market. It prevents rust, does not close up the mesh, and dries with a high gloss, thus preventing dust and dirt from readily adhering to the screen. Good for the frames, too.

You should order a stock now and be prepared to take care of this trade with the quality of goods that will bring them back to you when they want anything else in paints and varnishes.

Two colors—black and green. Convenient sized cans. Write us today.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

CANADIAN HEADQUARTERS AND PLANT:
639 Centre St., Montreal, Que.

WAREHOUSES:

86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.

"BRANTFORD ROOFING"

was awarded a special diploma at the Canadian National Exhibition, Toronto, 1906, as well as Lord Strathcona Medal, for excellence of quality and general display.

Hardware Dealers and Others

handling these goods should write and get our special prices and terms before buying elsewhere.

Samples, prices, information free



Brantford Roofing
Co., Limited

BRANTFORD - CANADA

FIRE BRICKS, FIRE CLAY, BORAX, BLUESTONE

Sal Ammoniac Whiting

Special Prices for Import.

A. G. LESLIE AND CO., Limited
MONTREAL

No. 7 Hand Drill

Cut gearing, change of speed for light or heavy work. Ball bearings, Rack and pinion feed, either hand or automatic. Treadle feed to lower the spindle to the work. A weighted lever raises the spindle instantly as soon as the feed is disengaged. Incomparably the best hand drill in the market, and also a first-class wood boring machine. Fitted for power if desired without extra charge. Weight 375 lbs. Send for circular.

It pays to use the best tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Perfectly Flat Galvanized Sheets
Is a marked characteristic of

GILBERTSON'S

COMET

Brand

Sold by all jobbers who are up-to-date.
It sells readily, is selected carefully; soft and smooth. Prices lower than other high-grade brands.

MAKERS:

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Alex. Gibb, 13 St. John St., Montreal.

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE.

or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

OAKEY'S

The original and only Genuine
Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

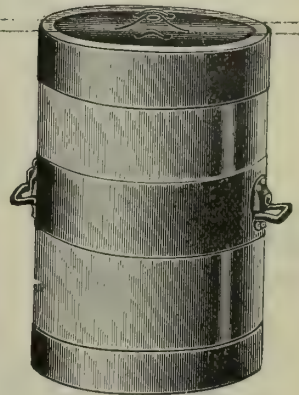
Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

E. T. WRIGHT & CO.

HAMILTON, ONT.



MILK CANS,

MILK CAN TRIMMINGS,

SAP BUCKETS,

SAP SPOUTS,

DAIRY PAILS,

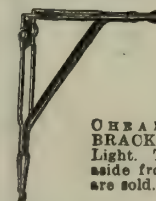
STRAINER PAILS, Etc.



This is the Mark that
Means Something

It is the distinctive brand of genuine Armstrong Stocks and Die and Pipe Fitters' Tools.
No "Armstrong pattern" or "just-as-good as Armstrong" have this stamp. Don't buy anything in this line that hasn't this brand as it is the mark of genuineness.

THE ARMSTRONG MANUFACTURING CO.,
292 Knowton Street, Bridgeport, Conn.



Will Hold up a Shelf

That's what a shelf brackets for.
For this purpose there can be
NOTHING BETTER, NOTHING
CHEAPER than the BRADLEY STEEL
BRACKET. It is well japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers

ATLAS MFG. CO.
New Haven,

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

**Consolidated
Plate
Glass
Company
of Canada
Limited**

**Glazing
Glass
of all kinds**

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

**TORONTO
MONTREAL
WINNIPEG**

BUILDING NOTES.

The Imperial hotel, at Galt, will be enlarged.

Port Arthur Baptists will erect a new church.

Baptists of Woodstock will build a \$20,000 church.

A five-storey business block will be erected at Ottawa.

A large, new hotel will be built at Saskatoon this summer.

A new theatre, costing \$50,000, will be built at Vancouver.

The Canadian Brass Mfg. Co., Galt, will erect a large factory.

A new market building will be erected in Brantford, to cost \$8,000.

The Beamsville Preserving Co. will erect a new cold storage building.

J. B. Dolan will put a new woolen mill in operation at St. Catharines.

Building permits aggregating \$9,100 were granted at St. Thomas last week.

A new two-storey post office and customs house will be built at Saskatoon.

Medicine Hat will build a new high school to cost \$50,000, including the site.

A new Presbyterian church, costing \$19,000, will be erected in Rosedale, Toronto.

Queen's avenue Methodist church, New Westminster, B.C., will be enlarged this summer.

A large extension will be made this summer to the plant of Morlock Bros., Guelph.

The King Edward VII. School Co., of Macleod, Alta., will build a new \$10,000 school.

Finger & Holsworth will build \$16,000 worth of houses in Fort William this summer.

Alterations costing \$35,000 will be made to the Sehl block in Vancouver this summer.

West Fort Presbyterian congregation will make renovations to their church costing \$1,700.

The Central Presbyterian church to be erected in Hamilton will cost \$175,000, and the organ \$15,000.

A new school costing \$50,000, and a residence for priests, costing \$20,000, will be erected in Montreal.

A new branch of the Bank of Montreal will be erected in Toronto at the corner of Eglinton avenue and Yonge street.

The new church of St. Mary Magdalene, to be built on the corner of Manning avenue and Uister street, Toronto, will cost \$15,000.

A syndicate has been organized, with a Kingston man at its head, for the erection of eight new hotels in the Canadian west.

Laporte, Martin & Co., Montreal, have secured a permit to erect a six-storey warehouse on St. Paul street, costing \$70,000.

A permit has been granted to Andrew Darling for the erection of a \$150,000 concrete factory in Toronto at the cor-

ner of Spadina avenue and Adelaide street.

Tenders are being asked for the new waterworks system for the town of Simcoe, Ont.

Building permits issued in Toronto during the week ending April 20, amount to \$500,400.

The ratepayers of Port Elgin, Ont., by a majority of 126, passed a by-law to raise \$10,000 to complete and extend the new waterworks system.

T. J. Campbell, of Midland, has secured the contract for heating and ventilating the new 8-room public school there, using the Pease system.

The Musson Book Co., Toronto, will erect a five-storey warehouse at the corner of Richmond and Duncan Sts., to cost \$25,000.

E. New, Toronto, has taken out permits for the erection of twelve frame houses on Ardvolic St., and on Breadalbane St., costing altogether, \$12,000.

INDUSTRIAL DEVELOPMENT.

The Fort William Lime & Supply Co. will commence operations at once.

The Toronto Fire Brick Co. have commenced extensions to their plant to cost \$15,000.

Arrangements are being made by the American Laundry Co. for the erection of a one-storey factory in Montreal to cover one acre.

The Consumers' Gas Co., Toronto, will build a one and one-half-storey brick and steel purifying house near the corner of Front and Parliament Sts., costing \$32,000.

The Caldwell Bit & Tool Co., Toronto, has been incorporated, with a capital of \$50,000, for the manufacture of mechanics' tools and agricultural implements. The provisional directors are: C. A. Sequin, W. F. McRae, J. C. Mitchell, C. W. Mitchell and Wm. Kelly.

The Shaw & Mason Co. has been provisionally organized for the erection of a brass foundry at Sydney, N.S., costing \$100,000. The provisional directors are: E. E. Shaw, T. P. Mason, H. C. Burchell, G. A. R. Rowlings, Alex. Johnston, Norman McDonald and J. A. Young. The company will immediately seek incorporation.

MINERAL SURFACE ROOFING.

There are many roofings on the market to-day which will give satisfaction provided they are carefully painted or coated every year or two. This painting, however, is expensive and troublesome. Amatite roofing has a mineral surface which takes the place of paint and lasts very much longer. Farmers who have any roofing to do should obtain a free sample, which may be done by addressing the Barrett Manufacturing Company, for whom the Paterson Manufacturing Co., Toronto and Montreal, are Canadian agents.

At Your Service

if you need advice on
Heating Plans or Estimates
or any similar work.

**EXPERT ASSISTANCE
WITHOUT EXTRA
CHARGE**

from our
CONSULTING ENGINEER
or our
DRAUGHTING DEP'T.

We are ready to fill your orders for
our unexcelled
"ECONOMY" Furnaces and Boilers.

PEASE FOUNDRY CO.
TORONTO LTD.

PEASE-WALDON CO.
WINNIPEG LTD.

BEST ELBOWS

— FOR —

**CONDUCTOR
PURPOSES**

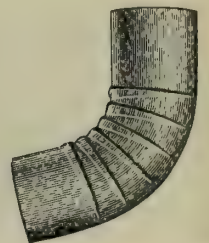
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

FERDINAND DIECKMAN

1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning **HARDWARE AND METAL** to show that the writer is in the trade a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

The Making of a Merchant.

The above is the title of a new book written by Harlow N. Higinbotham, of Chicago, partner of the late Marshall Field. The leading American dailies agree in calling it a book of sound, practical business methods, helpful to both beginners and to men with a business career behind them. It is written in clear, simple style, readable by all, and interesting and helpful to all. It is valuable as coming from the pen of a man who was remarkably successful as a business man because he had formulated in his mind sound and broad business principles and lived up to them. Some of the interesting headings under which the subject is discussed are: "Laying the Foundation," "Advancement in Business," "The Qualities that make a Merchant," "The Treatment of Employees," "Details That Spell Success," and "Difficulties and Dangers of Credit."

In introduction, Mr. Higinbotham writes: "As a majority of business positions to-day are filled by men who entered the harness as boys, the manner in which a boy looks at his first employment is of fundamental importance." In enumerating the qualities that make a successful merchant, the writer considers the business instinct, the ability to make friends, integrity, and strictness, as essential features in the make-up of a successful merchant.

The book throughout is full of information and advice invaluable to every merchant in every line of business. It can be secured at the list price of \$1.50 from the MacLean Publishing Company, Toronto.

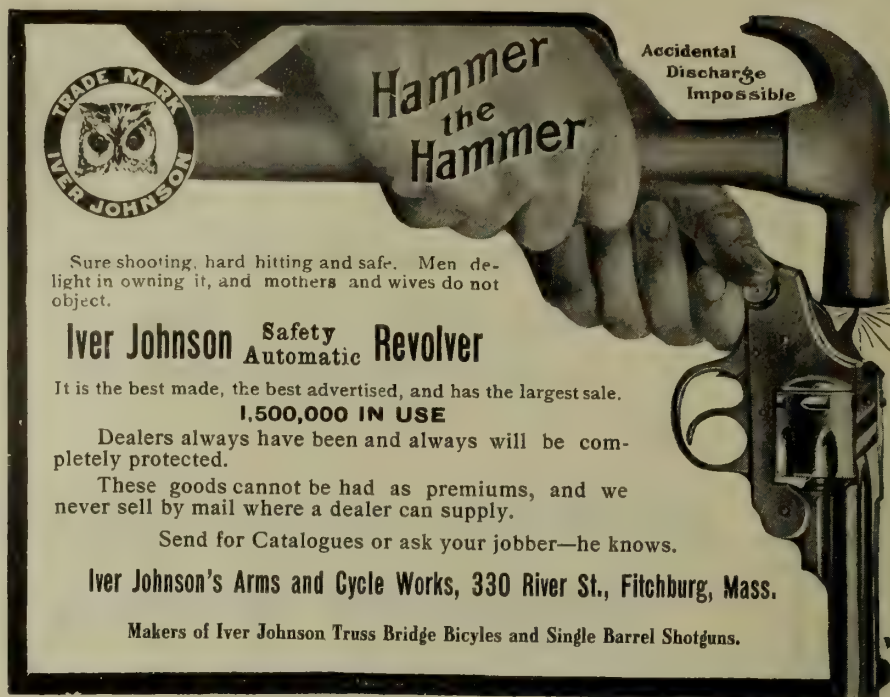
Pringle's Catalogue.

The R. E. T. Pringle Co., of Montreal, Toronto, St. John and Winnipeg, have issued a new catalogue of electrical apparatus and supplies. This book contains about 100 pages printed on good paper and bound with a stiff cover and, with the many illustrations it contains, should be a valuable reference book for dealers in this class of goods.

Russell Motor Cars.

The Canada Cycle and Motor Co., Toronto Junction, have just issued a 32-page booklet, containing valuable information regarding their factories and the Russell motor cars which they manufacture. This booklet will be of interest to the hardware merchant for two reasons at least: First, because the accessories in the automobile business would in many cases be a valuable addition to a retail hardware business; and second, because certain models of the Russell motor car can, if purchased by the hardware merchant, be used as delivery wagons, as they are easily and quickly transformable into such.

Hardware merchants wishing to procure a copy of this booklet should mention this paper when writing.



Hammer the Hammer

Accidental Discharge Impossible

Iver Johnson Safety Automatic Revolver

It is the best made, the best advertised, and has the largest sale.
1,500,000 IN USE

Dealers always have been and always will be completely protected.

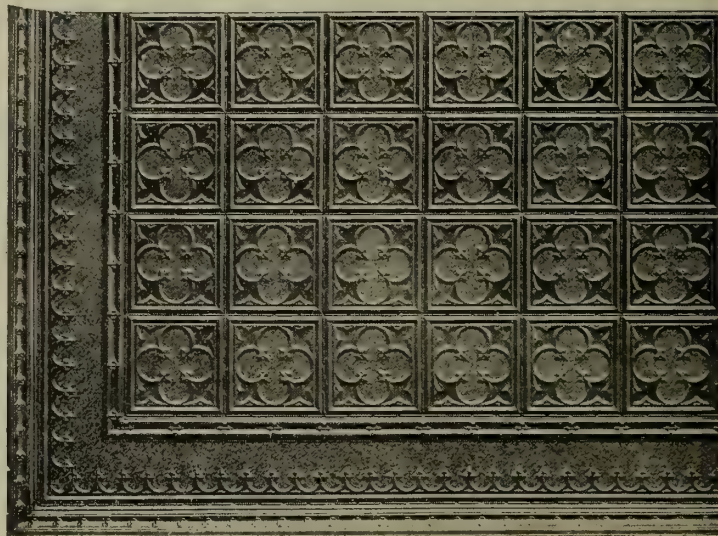
These goods cannot be had as premiums, and we never sell by mail where a dealer can supply.

Send for Catalogues or ask your jobber—he knows.

Iver Johnson's Arms and Cycle Works, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Truss Bridge Bicycles and Single Barrel Shotguns.

"We Work With The Trade."



"We Work With The Trade."

Gothic Ceiling Design No. 5052

YOUR CEILING PROFITS

depend largely upon the time it takes to erect the material. Our Classified Metal Ceilings are applied more easily than any others on the market, because they fit perfectly. No trouble with unsightly buttons and joints that have to be covered up. You make the biggest profits and give the best satisfaction, when you sell our Classified Ceilings.

THE METAL SHINGLE & SIDING CO., PRESTON, ONT.

MONTREAL BRANCH FACTORY: Cor. St. Catherine and Delorimier Ave.

SALES AGENCIES:

ST. JOHN, N.B.
Emerson & Fisher, Ltd.

QUEBEC
J. A. Bernard.

WINNIPEG
Clare & Brockest.

CALGARY
Ellis & Grogan.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES.

HARDWARE Business; including stoves, tinware and tinmith tools, in thriving town in West Ontario peninsular, stock about \$5,000; building can be leased if desired, dwelling also. Box 583 HARDWARE AND METAL, Toronto. [17]

HARDWARE BUSINESS in northern Ontario village. Stock and buildings about \$2,000. No opposition. Good opening for young man. Address Box 611, HARDWARE AND METAL, Toronto. [17]

HARDWARE business in Saskatchewan; best wheat district in the west; business well established; competition very weak; this is a snap for someone; good reasons for selling. Box 616, HARDWARE AND METAL. [19]

SITUATIONS WANTED

RETAILER with 16 years experience in Ontario and West, just sold business; open for correspondence regarding engagement as branch manager of wholesale or manufacturing hardware, stove or plumbing business. Box 613, HARDWARE AND METAL. [17]

WANTED—Experienced hardware salesman, young, energetic, good habits and address; desires employment May 1st; wholesale or retail. Apply Box 615, HARDWARE AND METAL. [17]

WANTED.

WANTED—A house to handle cast-iron tees, elbows, iron fittings and straight-way gate valves of all sizes. HARDWARE AND METAL. [17]

HARDWARE business wanted in Ontario town, village or city; good live business; well established; cash transaction. Box 619, HARDWARE AND METAL, Toronto. [18]

FOR SALE.

BICYCLES and Frames under the market price. Union Jack Works, Tillsonburg. [18]

ONE nearly new "Ontario" acetylene gas machine; reason for selling, we have natural gas now. Dobbys Bros., Wheatley. [21]

I HAVE two cases Gordon Crown galvanized iron; will sell at \$4.20, Toronto freight. Address Box 617, HARDWARE AND METAL. [18]

FOR SALE HARDWARE, STOVE AND FURNITURE BUSINESS

One of the best appointed stores in the province. Well selected stock.

**No Opposition in Town
5,000 Population.**

Near Toronto. Reason for selling: Owner has other business which requires all his time. This is worth looking into.

Apply Box 614

HARDWARE & METAL, TORONTO

[17]

Galt Sure Grip Shingles

make the HAND-SOMEST and most DURABLE roof. Are the EASIEST and QUICKEST to either SELL or put on. See them and get acquainted.

GALT ART METAL CO. Ltd.
GALT, ONT.



Get in Shape

To give your customers intelligent information and trade-winning prices on the most up-to-the-minute and best-selling line of Sheet Metal Building Goods. This is an important matter to the Hardware and Tinsmith Trades. There will be an enormous demand for these goods this year. Builders and Owners from your very locality are now enquiring about this line. Speak up—And let them know "you're in the game."

Galt Steel Siding



is made in original designs. Sharp, bold patterns. Close fitting and invulnerable joints make them great sellers. People won't have the ordinary kinds once they see ours.

GALT ART METAL CO. Ltd.
GALT, ONT.

Get Our Catalogs

and Price Lists. That's the surest way to be "in the game." Your Opposition will have to "step fast" if he beats you and Our Line. We are using our every endeavor to make Our Line interesting to "the trade." We want good representation in every locality. Write us about it to-day.

Western Distributing Agents:

THE McCLARY MFG. CO.
Winnipeg and Calgary



"QUALITY UNSURPASSED" BELLEVILLE BRAND



HORSE SHOES

The quality of our shoes places them in a class by themselves.

THEY HAVE NO EQUALS

Toronto and Belleville Rolling Mills

BELLEVILLE, ONT.

LIMITED



TRAVELLERS WANTED

TRAVELLER to cover Eastern Townships and part of Eastern Ontario, for sheet metal building goods; good opening for young man with determination to succeed. Apply by letter only to the Metal Shingle & Siding Co., Limited, Preston, Ontario. [16]

WANTED—Travelling representative, by one of the oldest manufacturing companies in Canada, for hardware trade dealing in blacksmith's and horseshoer's supplies; one article and most favorably known in the trade (no sample trunks to carry); applicants must have favorable experience and references, no others need apply; salary, about \$50 per month; applications treated confidentially and returned after perusal. Address with particulars to "Manufacturer," care of HARDWARE AND METAL, Montreal. 18

Paint, Oil and Brush Trades

DEVELOPMENT OF A PAINT BUSINESS.

Benjamin Moore & Co., who recently moved into their new plant at Toronto Junction, have had such a demand for their products that they have been compelled to double their staff since making the change. Their new building, erected for the manufacture of paint, is on a perfectly fire-proof



W. G. FRANCIS, Toronto
Manager of the Canadian Branch of the
Benjamin Moore Company.

basis and the underwriters have given it the lowest insurance rate of its class in North America.

The new plant is 150 feet x 50 feet, three storeys high with a basement, and on a site 185 by 290 feet, allowing plenty of room for enlargement. For storing oils twenty Bowser pumps have been installed, with a large turpentine tank sunk in the ground some distance outside the buildings. It is the intention of the company to sink another tank beside their railway siding, this tank to be large enough to contain a whole tank carload.

The plant now in use by the company has an annual capacity of 1,000,000 pounds of Muresco, 200,000 gallons of mixed paints, besides a large quantity of their side lines, such as trip-l-body white, oil colors, varnishes, shingle stains, etc.

Two large mills are kept busy producing trip-l-body white, for which a tremendous demand has developed since its introduction a year and a half ago, and Manager Francis says that if the sales continue at the present rate throughout 1907 500 tons will be a conservative estimate of the year's output. The trip-l-body white is therefore a popular substitute for white lead, which, during the past few months has been so scarce and expensive. The company guarantee the long durability of trip-l-body white

on outdoor jobs, and also guarantee that it will not turn yellow in interior work, a tendency so characteristic of white lead.

One-third of the plant is used for producing Muresco wall finish, which is manufactured from the very best whitening of their own make, secured from their main plant at Cartaret, N.J., and the very best glue. The different articles added in the course of manufacture are mainly to control its perfect drying and lapping. The materials are ground and packed and the colors blended by machinery so arranged as to make the process commence on the top floor and continue down through the building to the storing of the finished product on the first floor. The remainder of the building is used for a printing plant, situated on the top floor, a storage and ware room in the basement, offices on the second floor, together with the paint factory and laboratory, occupying the remainder of the floor space.

The machinery throughout the plant is thoroughly modern, and by utilizing portable mixing tanks much space is saved, more thorough work done, and the waste incurred by the use of stationary tanks avoided.

The Francis, Frost Co. (the name by which the firm was formerly known)

commenced business in 1892, Messrs. Francis and Frost being jobbers in dry colors and turpentine with some agencies of American lines, and having desk room and shipping facilities at 33 Front street west, Toronto. In 1894 they bought out the business of the Weather and Water Proof Paint Co., branding their paints with their familiar "Ark Brand" name.

They started the manufacture of mixed paints in a building 20 x 30 feet and two storeys high. In six months another building was added, and in a year still another addition was made.

In 1901 they were forced to move to their large premises on Queen street east, near Sherbourne street, remaining there until this spring, when they were forced to go into their newly erected plant at Toronto Junction because of the great expansion of their business.

About seven years ago Mr. Frost retired from the business, and since then Mr. Francis has been the controlling factor in the business. For the last three years the company have been agents for Muresco, and to such an extent has this branch of the business developed that it was necessary for Benjamin Moore & Co., the inventors of Muresco, to make a thorough investi-

(Continued on page 52.)

Wouldn't it be Worth

a good deal to you to know when a customer comes into your store and asks for a varnish for a certain purpose, while you cannot advise from your own knowledge of varnishes and their uses, you may feel perfectly safe in recommending **ELASTILITE**.

ELASTILITE VARNISH is for all outside or inside uses. Good Body, Brilliant Lustre, and very Durable.

In cans only, $\frac{1}{2}$ pints to 1 gallon, with our brass seal.

See Catalogue No. 10, page 3.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

When you stock **NEW ERA PAINT** you are simply taking out a policy assuring commercial success. The brand of paint you ought to stock should be scientifically perfect. These are two reasons out of many why you should stock

NEW ERA PAINT

famed for its

**BEAUTY
DURABILITY
ECONOMY**

You ought to have our catalog, because all Standard Paints and Varnishes are money-makers.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED
WINDSOR ONTARIO

REPEAT ORDERS ARE COMING IN

every day for

JAMIESON'S FLOOR ENAMEL

We have made it as perfect as we know how and do not believe it can be improved on at any price.

Order on a small lot to try it. You will then know how pleasant it is to sell something really good for a floor. People will take the trouble to call back to tell you how well satisfied they are. They are doing it now, as we know from many reports received.

Manufactured by

R. C. JAMIESON & CO.

LIMITED

Sole Manufacturers, MONTREAL

Write for Prices and Show Card.

Men who Know Recommend

Pearcy's Pure Prepared Paints

because they assure both reputation and profit. Then we're famed for prompt deliveries.

SANDERSON PEARCY & CO., Ltd.

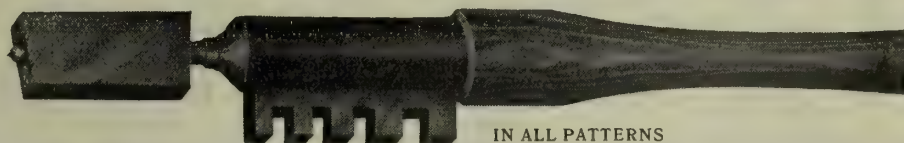
Toronto, Canada



A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade

GLAZIERS' DIAMONDS



IN ALL PATTERNS

Made only by thoroughly experienced workmen, 10 years as glass cutter and 16 years as chooser and setter being the experience of our head setter.

Canadian Agent: J. B. GIBSON, P.O. Box No. 478 MONTREAL
From whom users of Glaziers' Diamonds can obtain the names of wholesale merchants who stock A. Rudd's goods.

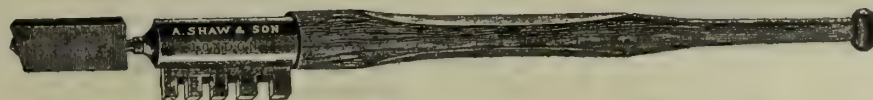
McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

B-H

B-H

4

FORCEFUL FOLDERS

The work of our Advertising
Department

are just off the press,
designed with the sole
purpose of co-operating
with the seller to enhance
the salability of our paints.

No. 1 "Anchor Liquid
Marine Paints."

No. 2 "Anchor Shingle
Stains."

No. 3 "Frescota Cold
Water Finish."

No. 4 "The Evidence
in the Case" of
English Liquid House Paints.

They will be appreciated
by anyone interested
in painting.

Let us know how many
you can distribute.

BRANDRAM-HENDERSON,
LIMITED

Montreal, Halifax,
St. John, Winnipeg,
MARSHALL WELLS CO., Winnipeg

Sole Distributors for
Western Canada

B-H

B-H

PAINT AND OIL MARKETS

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto April 26, 1907.

The paint trade, despite the unfavorable weather of last week, is in a very satisfactory condition.

There is one very serious deterrent to the trade—that of lack of sufficient transportation facilities. Much delay has been experienced on shipments of oil, in some cases amounting to ten days or a fortnight. The railways refusing to put a barrel of oil in a car with general merchandise will not take a small shipment unless it can be put in with another shipment going in that particular direction to make a carload. Shippers often receive complaints from their consignees regarding delay in receiving a consignment. Unless the railways take immediate steps to increase the number of cars the paint and oil trade, with the others, will be crippled.

Two changes have been made in the Toronto prices this week. Owing to a decline in the south, the price on turpentine has been reduced 9 cents. Paris green has advanced 2c. in price owing to the prevailing high price on copper.

For this season of the year, a very brisk business is being done in petroleum. Prices remain firm with no changes.

WHITE LEAD.—A fair business is being done in this. Prices are unchanged. Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; $\frac{1}{2}$ c. per lb. will be charged extra for 12 $\frac{1}{2}$ -lb. packages; genuine dry white lead in casks, \$7.

RED LEAD.—The demand continues strong. We continue to quote: Genuine in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

DRY WHITE ZINC.—Painters are beginning to see the benefit of using this and the orders are increasing. We continue to quote: In casks, 7 $\frac{1}{2}$ c.; in 100 lbs., 8c.; No. 1, in casks, 6 $\frac{1}{2}$ c.; in 100 lbs., 7c. Ground in oil—in 25-lb. irons, 8c.; in 12 $\frac{1}{2}$ lbs., 8 $\frac{1}{2}$ c.

SHELLAC VARNISH.—The situation is unchanged, prices remaining firm: Pure orange, in barrels, \$2.70; white, \$2.82 $\frac{1}{2}$ per barrel; No. 1 (orange) \$2.50; gum shellac, dry bone, 63c. Toronto, T.N. (orange) 51c. net Toronto.

LINSEED OIL.—The trade in this is somewhat held back, owing to insufficient transportation facilities. We continue to quote: Raw, 1 to 3 barrels, 65c.; 4 to 7 barrels, 64c.; 8 barrels and over, 63c. Add 3c. to this price for boiled oil, f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

TURPENTINE.—Owing to a decline in the southern market, Toronto prices have been reduced 9 cents. We quote: Single barrels, 95c., f.o.b. point of shipment, net 30 days; less than barrels, \$1.

PARIS GREEN.—The prevailing high prices of copper have affected paris green prices. An advance of 2c. has been made. We quote: English and Canadian, 29 $\frac{1}{2}$ c. base.

PETROLEUM.—Trade in all lines is brisk. Prices remain unchanged: Prime white, 13c.; water white, 14 $\frac{1}{2}$ c.; Pratt's astral, 18c.

For additional figures see current quotations at back of paper.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 26, 1907.

A good rush of business is again reported for the past week in color and varnish circles. One of the features has been a little spurt in the enquiry for paris green, some dealers feeling that they have ordered too sparingly. A sharp advance of 2c. per lb. is noted in our quotations.

LINSEED OIL.—Has declined 1c. per gallon on last week's quotations. Prices at present are: Raw, 1 to 4 barrels, 61c.; 5 to 9 barrels, 60c.; boiled, 1 to 4 barrels, 64c.; 5 to 9 barrels, 63c.

TURPENTINE.—With abundant supplies, turpentine is very much easier and it is thought that this lowering of figures will induce some very quick sales. Turpentine has declined 4c. per gallon from last week's quotations. We now quote: 96c. per gal.; for smaller quantities than barrels 5c. extra is charged. Standard gallon is 8.40 lbs., f.o.b. shipment, net 30 days.

GROUND WHITE LEAD.—Active demand at very firm quotations: Best brands, Government standard, 7.25 to 7.50; 6.90 to 7.15; No. 2, 6.55 to 6.90; No. 3, 6.30 to 6.55; all f.o.b. Montreal.

DRY WHITE ZINC.—Very scarce and figures are well maintained, both for best and cheaper grades: M. Red Seal, 7 $\frac{1}{2}$ c. to 8c.; Red Seal, 7 to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

ZINC GROUND IN OIL.—Is being shipped in limited quantities, with firm tendency in figures. Quotations are as follows: Pure, 8 $\frac{1}{2}$ to 9 $\frac{1}{2}$ c.; No. 1, 7c. to 8c.; No. 2, 5 3-8c. to 6 $\frac{1}{2}$ c.

PUTTY.—Lively demand but quotations are unchanged. Pure linseed oil, \$1.75 to \$1.85 1-5; bulk, in barrels, \$1.50 1-5; in 25 lb. irons, \$1.80 1-5; in tins, \$1.90 1-5; bladder putty, in barrels, \$1.75 1-5.

ORANGE MINERAL.—No change to note: Casks 8c.; 100-lb kegs 8 $\frac{1}{2}$ c.

RED LEAD.—Wanted, and will be difficult to find a good round lot in Montreal. We still quote: Genuine red lead in casks, \$6; in 1-lb. kegs, \$6.25; in less quantities, at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6; and smaller quantities, \$6.75.

PARIS GREEN.—Has been advanced 2 cents per pound and everything points to a scarcity. Shipments have been freely made during the past week which were for orders which were taken early: In barrels, about 600 lbs., 27 $\frac{1}{2}$ c. per lb.; in arsenic kegs, 250 lbs., 27 $\frac{1}{2}$ c.; in 50-lb.

YOUR PAINT BUSINESS



Are you doing it right? Are you getting enough out of it? You can do it right if you have the right paint.

RAMSAYS PAINTS

are made to answer every question. Quality, Power, Durability, Capacity, all are combined in correct degree in Ramsays Paints. They also combine Profit, Satisfaction, Publicity and everything that goes to make a paint trade.

Our salesmen will post you, or you can write us.

A. RAMSAY & SON COMPANY

Est. 1842

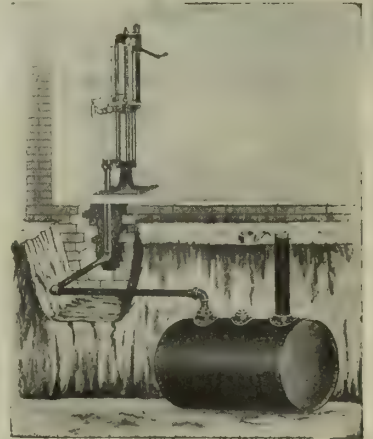
MONTREAL

PAINT MAKERS

Absolute Safety

When you store your gasoline in a Bowser Long Distance Outfit, you are safe. Not comparatively safe, but absolutely safe.

When in a Bowser, the gasoline is not exposed to the air and therefore cannot form dangerous vapors. That is one reason why the Bowser is safe. The others are in catalog V2. Sent to you on request.



CUT 42.
LONG DISTANCE.

S. F. BOWSER & CO., Inc.

66-68 Fraser Ave.

Toronto, Can.

BLANCHITE

PAINTS and ENAMELS have already been taken up exclusively by some of the Largest and most Conservative Connections in Canada. If we did not have the superior goods they would not handle them.

If you have not yet been fully informed, write us—it will be to your advantage.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, CAN.



Our Wagon Varnish has become popular wherever introduced as a preserving coat over the Canada Paint Company's Implement Paints. For all implements, fanning mills, seeders, ploughs, turnip cutters, carts and agricultural utensils, our Wagon Varnish is an excellent article and we strongly recommend it.

All surfaces to be varnished should be free from dust. The contents of package, when not in use must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes should be clean and soft and varnish applied with an even light coat.

**THE
CANADA
PAINT CO.
LIMITED
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG**

drums, 28½c.; in 25-lb. drums, 28½c.; in 1-lb. packets, 100 lbs. in case, 29½c.; in 1-lb. packets, 50 lbs. in case, 29½c.; in ½-lb. packets, 160 lbs. in case, 31½c.; in 1-lb. tins, 30½c., f.o.b. Montreal. Terms 3 months net, or 2 per cent., 30 days.

SHELLAC GUMS.—Some fair parcels are being placed, and the market may be described as healthy and steady. Bleached in bars, or ground, 46c. per lb., f.o.b. Eastern Canadian points; bone dry, 57c. per lb., Eastern Canadian points; T. N. orange, etc., 48c. per lb. f.o.b. New York.

SHELLAC VARNISH.—Is feeling the better weather conditions, and is in good demand: Pure white bleached shellac, \$3 to \$3.25; pure orange, \$2.80 to \$3.06; No. 1 orange, \$2.60 to \$2.80.

PETROLEUM — American prime white coal, 15½c per gallon; American water, 17c per gallon; Pratt's Astral, 19½c per gallon.

WINDOW GLASS—First break, 50 feet, \$1.85; second break, 50 feet, \$1.95; first break, 100 feet, \$3.20; second break, 100 feet, \$3.40; third break, 100 feet, \$3.95; fourth break, 100 feet, \$4.15; fifth break, 100 feet, \$4.40; sixth break, 100 feet, \$4.95. Diamond Star: First break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second break, \$4.80; third break, 100 feet, \$5.75; fourth break, 100 feet, \$6.50; fifth break, 100 feet, \$7.50; sixth break, 100 feet, \$7.50; seventh break, 100 feet, \$8; eighth break, 100 feet, \$9. Double Diamond: First break, 50 feet, \$3.45; second break, 50 feet, \$3.75; first break, 100 feet, \$6.75; second break, 100 feet, \$7.25; third break, 100 feet, \$8.75; fourth break, 100 feet, \$10; fifth break, 100 feet, \$11.50; sixth break, 100 feet, \$12.50; seventh break, 100 feet, \$14; eighth break, 100 feet, \$16.50; ninth break, 100 feet, \$18; tenth break, 100 feet, \$20; eleventh break, 100 feet, \$24; twelfth break, 100 feet, \$28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

DEVELOPMENT OF A PAINT BUSINESS.

(Continued from page 48.)

gation into the Canadian field. As a result, a merger was formed whereby the Francis interests were incorporated with Benjamin Moore & Co., and all the business is now done under the latter firm name. The company has now three branch factories in the United States.

The officers of the company are: Benjamin Moore, president; A. Caldwell, vice-president; W. G. Francis, treasurer and manager, and A. S. Lindsay, secretary.

Mr. Francis is in personal charge of the plant at Toronto Junction, and is very enthusiastic over the prospects of the company for future development. The volume of the trade done during March of this year shows an advance of 70 per cent. over the business done in the same month last year. Mr. Francis says that the popularity of Muresco is such that they are unable to

keep up with their orders, although they are turning out two tons a day. The company manufacture everything they sell with the exception of "Enamelette," for which they are sole Canadian agents, and which is made by Farquhar & Gill, of Aberdeen, Scotland.

INSPECTION OF TURPENTINE.

Every barrel of turpentine and rosin upon reaching Savannah is regularly inspected by sworn men, whose duty is to pass upon its quality and quantity. What they say is conclusive and accepted by the trade as the official classification. Such positions call for men of the highest honor and unquestioned integrity. The state puts them under oath to do their duty honorably and impartially, but behind this there must be, to insure best results to producer and consumer alike, inspectors without fear or partiality. They must be under the domination of no man. This can be said of the inspectors who pass upon the turpentine and rosins reaching Savannah, where large quantities are handled annually.

Since the state became more aggressive in its efforts to protect the world's consumers of turpentine and rosins against adulterations, this form of fraud has largely ceased.

The inspectors look out for stuff for their firms when it reaches the Savannah yards. They have their colored helpers, and when the rosin or turpentine is under the sheds the work of inspection begins. First, the heads are knocked from rosin barrels and the rosin "spiked" for a sample. These samples are cut in small blocks an inch square, and the work must be done by skilled hands. Then the inspector takes the sample from each barrel and grades it, singing out the nick-name for the grade, and having it properly recorded. The entire lot is gone through with in this manner. A pan of samples is prepared for the factor's tables, where the lot may be seen by the buyers or exporters.

After finishing grading and weighing of the barrels, the latter done to determine the freights to be charged by the railroads, the inspector makes out three certificates of his inspection, showing the weight of each barrel and the grade of rosin. One of these certificates goes to the railroad, for their records and also for identifying the rosin when it is to be delivered over to the exporter by them. A second certificate goes to the factor, and a third to the producer or shipper in the country.

OIL COMPANY INCORPORATED

The Manitoba Linseed Oil Mills, Winnipeg, has been incorporated with a capital of \$200,000 for the manufacture of linseed oil. The provisional directors are: K. B. Stoddart, J. Carr, R. W. Paterson, J. C. Hicks, J. A. Machray.

Discontent broadens the mind of the sluggard and enlists him in the army of pushers.

BERRY BROTHERS' VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
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BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO



100% durability

Beauty and Protection

Ark Brand Paint means that and means it more emphatically than other good paint ever marketed. Most paints just happen.

ARK BRAND PAINT

differs from almost all brands because it is the result of careful and scientific research. Our process of manufacture assures more lasting life and lustre than can be found in any other brand of paint offered for sale. Moral, stock Ark Brand.

MURESCO

Practical men declare that Muresco is positively incomparable. It is easily applied and has greater covering properties, requiring less material and labor to cover a given surface and cover it better than any other material.

Success comes easier to the man who recommends the twin trade-builders, Ark Brand Paint and Muresco.

BENJAMIN MOORE & CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICES AND WORKS:

TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N. J.



DURABILITY

IS THE BASIS OF PAINT VALUE

The paint that protects and puts off the longest the necessity for repainting is the cheapest paint to buy.

STERLING PAINTS

are composed of Lead, Zinc, Tinting Colors, Driers and Pure Linseed Oil in right proportions mixed and ground together. They possess clearness and durability, which do not pertain to paints mixed by hand. Practical painters need have no hesitancy in recommending and using these paints. They are absolutely reliable, and will wear much longer than pure white lead. Will not fade, chalk or peel off. If you prefer mixing your own paint, use our

STERLING WHITE LEAD

Ground in pure Refined Linseed Oil. Nothing better made.

CANADIAN OIL COMPANY, LIMITED
TORONTO, ONT.

“The Best By Any Test”

That's what they all say about our Varnish Turpentine. Those who don't simply have't tried it and to dissipate all reasonable doubts we say—test our

VARNISH TURPENTINE

at our expense. It dries as quickly as spirits of Turpentine—works the same way and is infinitely safer—having a fire test 40 degrees higher than benzine.

Test It At Our Expense

The Defiance Mfg. and Supply Co.

TORONTO ONTARIO



Painting Profit for the Dealer

Every stroke of the brush works for the dealer's advantage when Martin-Senour Paint is being put on. The way it covers and flows tickles the painter and he orders more for the next job. Its fine appearance and wearing qualities make it in demand when more painting is needed and herein lies the secret of its

Success as a Trade Builder

It is uniformly excellent in quality—100 per cent pure is the standard of its manufacture. The public knows where it gets the best value for its money. Dealers who handle Martin-Senour Paint are the ones who reap the benefit of future orders from present sales. Martin-Senour Paint is the kind that brings buyers back over and over.

Write to us for our special proposition to dealers.

The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878.)

The Winnipeg Paint and Glass Co., Ltd.
Winnipeg.

The Maritime Paint and Varnish Co., Ltd.
Halifax, N. S.



THE NAME

"Island City"

on a Paint Can,
means that that Can contains

The Highest Quality Paint

that can be manufactured.

It means that that paint is what your customer wants, and that by giving him what he wants, when he wants it, you are making a good commission for yourself.

Give our line a trial, you'll not regret it.

Eight hours is all that is necessary for the "**Island City**" brand of **Floor Paints** to dry.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO.,

VANCOUVER

TORONTO

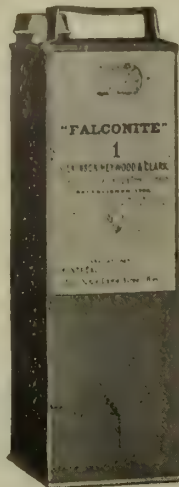
MONTREAL

WINNIPEG

This is
PAINT TIME

Someone will
Falconite
Falconite
is the oldest NEW
tried.

We have been
Long enough to know



**LOOK UP
YOUR STOCKS**

ask you for
one of these days
and NO OTHER ENAMEL
WILL DO.

WHITE ENAMEL you ever
making it for years.
that it pleases.

Write us for particulars that will
PUT MONEY IN YOUR POCKET

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.
FRANCIS C. REYNOLDS, Can. Manager.

Just try some ordinary green paint
on a panel of wood, see how hard it
works,—don't cover, lacks body. Then
try on another panel

**LUCAS IMPERIAL
FRENCH GREEN**

notice how easy it spreads, how well it
covers,—that's body. Makes the cost
less for this reason alone, and stays
fresh and brilliant. It preserves the
wood, keeps the weather out and the
color in. It is the **ONE** Green that is
free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK,

PHILADELPHIA,

CHICAGO



FIRE NOTICE

STOP and let us tell you that
the fire which visited
our premises Monday
evening, 22nd, was confined entirely
to our Foundry Dept. and will not
seriously affect us in attention to
orders.

"High Grade"

**Engineers'
and Plumbers'
Supplies**



THE
J.M.T. VALVE

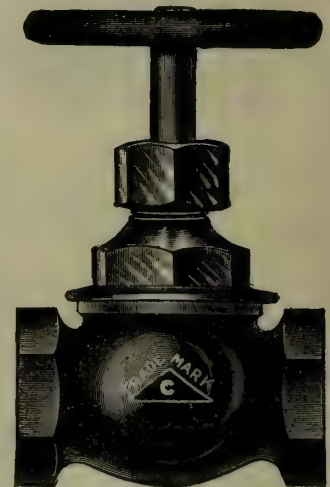
The "Stan-
dard of Valve
Excellence."

Made in all
the standard
patterns.

Material
and work-
manship the
best.

Design pro-
portionately
correct.

See that Trade
Mark is on
every valve.



The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. W., Toronto

Heating and Housefurnishings

THE PLUMBING OF A COTTAGE

By J. A. F. Cardiff in the National Builder, Chicago

Water Supply.

The illustration herewith is a plumbing section showing a system of piping for the supply and distribution of cold water for a two-family house, with the usual number of fixtures, the source of supply being the city water main in the street.

The material of piping and fittings is "extra strong" iron pipe, galvanized both inside and outside, except the service connection, which is of "AA" lead pipe. Joints are screwed in red lead, after the burr formed by cutting is carefully reamed out. Lead is used for the service connection only because of its flexibility, as described in the preceding number. Although at one time lead was commonly used for the entire water supply system, its use is now condemned ow-

by the action of water, and therefore the best to use, are Benedict nickel seamless tubing, tin-lined iron and tin-lined lead. These are considerably more expensive than either the galvanized iron or lead pipe, but give perfect surety from metal poisoning.

Considering the piping arrangement of the house in detail we start with the service connection which, after it passes through the front cellar wall, is fitted with a globe valve to shut off the water from the entire house. This valve has also a drip so that when shut off it will empty all the pipes within the building and to this end all of the pipes should be graded so that the water will flow to this drip.

Two risers are taken off the main supply pipe, one for each floor, and are

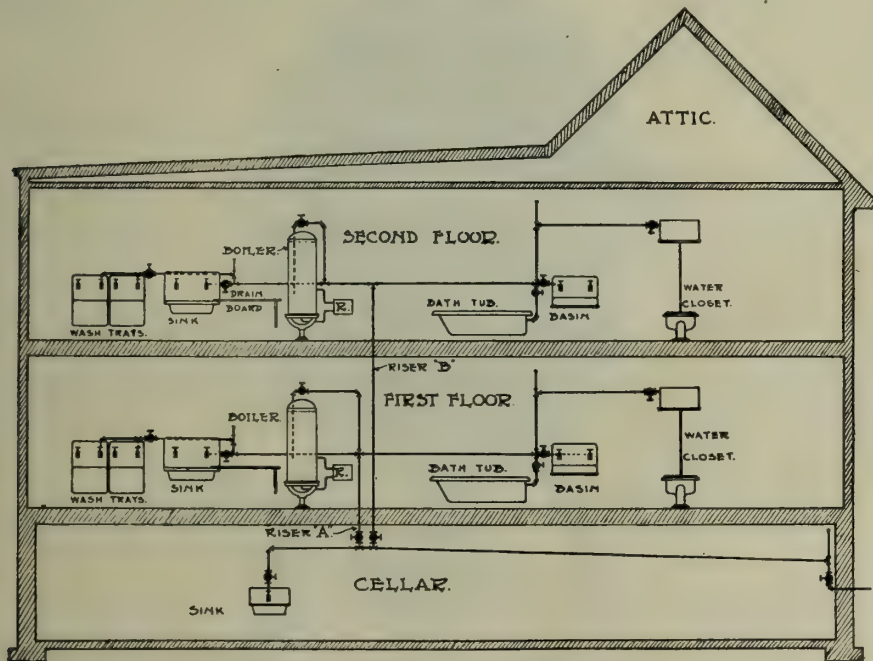
enter the top of the boiler and should extend down into same to a point a couple of inches above the waterback of the range, which is indicated by "r³" in the cut. In this way enough water will stay in the boiler to keep range water-backs full, after the water has been emptied from the rest of the system. When it is desired to empty the boiler and waterback entirely the water may be drawn off through a waste cock provided at the bottom of the boiler.

AN ELECTRIC CARPET SWEEPER.

The latest step in the carpet cleaning line is an electric sweeper, put on the market lately by a firm in Pittsburg, Pa., and which is rapidly coming into use in hotels, departmental stores, churches, lodge rooms and large private residences all over the States. In describing this machine, "Commercial America," goes on to say: "The machine consists of a small electric motor mounted on a truck and geared to a revolving sweeper brush. The truck is supplied with a push handle, and the sweeper brush is covered with a dust box. The motor is of such a character that it may be connected by means of an ordinary plug and flexible cord with an electric light current, and, when it is once connected in this way a system of controlling devices enables the operator to start and stop the machine at will. The revolving brush is supplied with a special grade of extra long bristles, and also with a series of metal balls attached to the brush journal by means of a suitable link and spiral spring fastening. When the machine is in operation these balls strike the carpet at about the rate of 2,000 times a minute and the bristles of the brush instantly collect the dust which is thus loosened. The machine is operated with very little labor, and the expense for current is said to be less than that used by a 16-candle power incandescent lamp. This sweeper is made in two sizes—one weighing 35 and the other 50 pounds, and costing (in the States) \$60 and \$100 respectively. The construction of the device is so simple that the machine is readily used by an ordinarily intelligent housemaid. The only part which would wear in an ordinary lifetime as the result of everyday use is the brush, but this may be replaced at small cost.

NEW HEATING STOVE.

A patent has been secured by L. H. Thurston, Bett, Mont., for a new heating stove, called an "oxygen blast." It is designed to secure a more economical use of fuel, a thorough heating of the lower stratum of air in rooms, and a perfect ventilation of rooms with removal of foul air.



Piping for House Water Supply System.

ing to the large amount of lead which the water dissolves, frequently causing lead poisoning. This amount varies according to the kind of water and the length of time it stands in the pipe and is greatest when the water is "soft" and allowed to stand for any length of time.

Galvanized iron pipe is fast supplanting lead pipe and is much cheaper and better. While water dissolves the zinc enough to be a little objectionable, the zinc is rarely present in sufficient quantities to be injurious. Water causes plain iron pipe to rust and this imparts an objectionable taste to the water and makes it unfit for washing, but the rust is not injurious to health.

The only pipes which are unaffected

valved at the base so that the supply to either floor may be shut off and the pipes emptied. It is quite important that an independent riser be provided for each apartment so that they may be controlled separately. It greatly facilitates repairs and permits of emptying the system whenever an apartment is vacant, without cutting off the supply to the other apartment. This is very frequently necessary in order to prevent the water in the pipes from freezing when there is a vacancy in cold weather.

The installation in other respects is no different than the examples shown in preceding numbers, except that the supply to a hot water boiler is shown for the first time. This branch should

A NOVELTY FOR HARDWAREMEN.

From time to time in these columns we have mentioned goods in the electrical line that hardware dealers could handle advantageously, and this week we give another line or two which will help to call dollars to your cash register.

The first item to mention is the small clock fitted up with a battery and small incandescent light, on the principle of the flashlight. These clocks are made in many various sizes, shapes and qualities, to suit all purses, and should sell extremely well in towns where they have not yet been introduced, as they are very handy when it is necessary to see the time during the night, as the possessor is saved the trouble of lighting matches. The expense of renewing the batteries depends largely upon the size lamp used, but the average cost is about 25 cents every two or three months.

Another line that sells extensively in the larger cities is the small electric motor. By small, we mean the toys that boys use to run their "spool machinery" or things of a like nature. The heart of a boy goes out immediately to almost any mechanical toy, and these small motors which can be run by a battery are much safer than steam engines. You can attract attention to your stock by putting a working model in the window, and if you are in a town where these articles are a novelty you should have a good demand for them.

OUTLET BOXES AND ELECTRIC WIRING.

It will be interesting to electricians, builders and architects to know that at the recent electrical convention held in New York, that it was recommended that outlet boxes be used on all electric wiring. The underwriters state that notice is being forwarded to all parties interested that they will be called for immediately. These boxes will reduce the hazard from canopy fires and greatly facilitate the installation of electric fixtures.

LIGHTING DEVELOPMENT.

A new filament for incandescent lamps has been produced after long experimenting by Prof. H. C. Parker, of Columbia University, and W. G. Clark, of New York. The filament is called the Helion filament, and was described by the inventors, in a paper read before the American Physical Society, as follows: "The Helion filament is composed largely of silicon which is reduced and deposited, together with the other materials, under very exact conditions. The base which is being used at present is a special carbon filament, on which the necessary deposit is made. The filament is mounted within a globe, which is then pumped out, much the same as with the ordinary carbon lamp. . . . The filament, while not metallic in the proper sense, shows a metallic characteristic in that it is possible to fuse parts of it together very much the same as is done with a metallic filament. The power-consumption of the lamp is about

one watt per candle power, as against 3 to 3.5 watts per candle in the ordinary carbon-filament lamp. An almost equally important characteristic is a high overload capacity; a lamp has carried just twice its normal power without showing sign of failure. The lamp promises to show a long life; experimental lamps have shown life-periods of 485 to 1,270 hours, without material decrease in candle power.

THE HUMPHREY GAS HEATER.

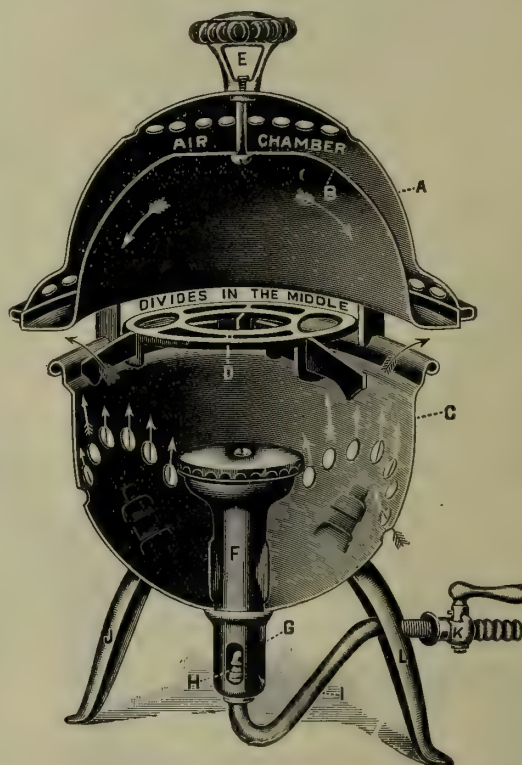
Reproduced herewith is a cut of the latest improved gas heater manufactured by the Humphrey Co., Kalamazoo, Mich. It is not only a gas heater but a cooker, being oval in shape with the top half detachable. Users of it may heat with the whole and cook with the half of it.

It will heat a room quickly, being so constructed that it will suck in the cold

burn he little realized how people throughout America would puzzle their brains to find out the key to the solution of the most distressing of all domestic problems—the fuel problem. When it was found that by mixing salt with ashes and a small proportion of coal a composition more substantial a fuel than coal could be obtained, everyone was making experiments to prove it.

If such a composition is found to be practicable as a fuel for all domestic purposes it will, no doubt, revolutionize the coal trade.

As one of the chief constituents of the composition, salt, has a very destructive influence on metals, boilers and furnaces in which this fuel will be burnt, will be very materially affected. It is obvious that if it tends to decrease the durability of the heating apparatus it should increase the business of the hardware merchant.



Sectional View "Humphrey" Oval Stove.

air next to the floor and send it out hot at the sides of the stove.

To be used as a cooking stove, the top may be removed and the kettle or chafing dish placed on the grate just above the gas flame.

When not in use this stove may be taken apart, folded up and laid on a shelf.

It is nickel-plated and is put together without nuts, bolts or screws. It has with it an adjustable air-mixer.

THE ASH FUEL DISCOVERY.

When John Ellmore, a cobbler of Altoona, Pa., made the remarkable discovery that coal ashes could be made to

NEW STOVE PIPE.

B. B. Blood and J. McGhie, Spokane, Wash., have invented and patented a safety lock-joint stove and air pipe, and have opened up a factory in that city to manufacture their invention. The patent joint is a simple and effective arrangement, which serves the purpose of holding the separate joints of the stove and air pipe together firmly without having to rivet them. By means of a concave and convex head on the ends of the separate points a cavity is formed in which a wire is inserted, securely locking the joints together. The device has been patented in four different patterns in Canada and the United States.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,

232 McGill Street,

Montreal, April 26, 1907

There are no special feature to report in this week's plumbing markets, with the exception that the weather retards to a certain extent the building operations which have been going on for some time past. Everything points, however, to a reaction, which will mean a rush in the plumbing trade.

RANGE BOILERS—The demand continues firm, with no change in prices, which remain: Iron clad, 30 gal., \$5.00; 40 gal., \$6.50, net list; copper, 30 gal., \$33.00; 35 gal., \$38.00; 40 gal., \$43.00.

LEAD PIPE—No changes to report. Quotations remain: Discount 5 per cent. f.o.b., Montreal.

IRON PIPE FITTINGS—The shortage still continues, in some lines: Discounts on nipples, 1/4 to 3-inch, 65 per cent; larger sizes, 67 1/2 per cent.

IRON PIPE—Prices are: 1-inch, \$16.50; discounts on black, 70 per cent.; galvanized, 70 per cent.

SOIL PIPE AND FITTINGS—Prices remain the same: Standard soil pipe, 50 per cent. off list; standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off; fittings, 60 per cent. off.

SOLDER—Prices are: Bar solder, half-and-half, guaranteed, 25c; wiping solder, 22c.

ENAMELWARE — Canadian baths, see Jan. 3, 1907, lists Lavatories, discounts, first quality, 30 per cent; special, 30 and 10 per cent.; sinks, 18 by 30-inch, flat rim, first quality, \$2.60; special, \$2.45.

TORONTO.

Office of HARDWARE AND METAL,

10 Front Street East,

Toronto, April 26, 1906.

If trade conditions were good last week, they are even better this week. Toronto business, especially, is very brisk at present, more so than the country trade. The demand for all lines is strong with a scarcity in one or two lines.

Cutting in enamelware prices is still going on, two Toronto firms now engaging in it. The discount continues 30, 10 and 5 per cent. off.

A decline has been made in soil pipe prices, the discount being now 65 per cent. off up to 6-inch. The reason alleged for this decline is a disagreement between manufacturers.

Supply houses continue to experience difficulty in securing iron pipe, especially the smaller sizes. Orders for iron pipe are at present very heavy.

The high prices on copper are keeping up brass goods.

A steady demand, though not strong, prevails, for lead pipe. Heavy orders from the Northwest are coming in.

Radiator prices continue unusually low and it is probable they will remain so for some time, owing to strong competition between the manufacturers.

LEAD PIPE—Prices are unchanged with steady demand. We continue to quote 5 per cent. off. Lead waste, 5 off; caulking lead, 5 3/4c to 6 3/4c per lb.; traps and bends, 40 per cent. off.

SOLDER—Bar solder, half-and-half, guaranteed, 27c; wiping, 23c.

IRON PIPE—A scarcity continues in the small sizes. No advance in prices has been made. We continue to quote: 1-inch black pipe, \$5.12; 1-inch galvanized, \$6.77.

IRON PIPE FITTINGS—We continue to quote: Cast iron fittings, 57 1/2 per cent.

SOIL PIPE—The demand continues strong with unchanged prices: Medium and extra heavy pipe and fittings, 60 per cent.; light pipe, 50 per cent.; light fittings, 50 and 10 per cent.; 7 and 8-inch pipe, 40 and 5 per cent.

RANGE BOILERS—We continue to quote: Galvanized iron, 30-gal., standard, \$5; extra heavy, \$7.75, net list. copper range boilers, 30-gal., \$33; 35-gal., \$38; 40-gal., \$43, 15 per cent.

ENAMELWARE—Price cutting on this line continues. We continue to quote: Lavatories, first quality, 20 and 5 to 20 and 10 off; special, 20 and 10 to 30 and 2 1/2 per cent. discount. Kitchen sinks, plate, 300, firsts, 60 and 10 off; specials, 65 and 5 per cent. Urinals and range closets, 15 off. Fittings extra.

STOVE REPAIRS.

The stove repair business has become an important factor of the stove industry. The time is now at hand for the dealer to give particular attention to the sale of this class of goods, as he will find it one of the most profitable branches of his business. This will necessitate the adoption of a system for ordering and distributing the goods. The following rules have been adopted and are being observed to great advantage by a leading American stove repair company:

1. That stove repair orders should be solicited during the summer months, before cold weather starts in, and forwarded to us immediately. This would avoid the fall rush to a great extent, and we could give better attention to the order and the dealer could perform his work more easily and satisfactorily.

2. When a retail customer orders repairs from the dealer, full information should be obtained in reference to the

correct and full name, number and patent dates of the stove, also the correct terms as applied to the location of the different parts. If the dealer is careful to give us full information, much delay caused by correspondence to ascertain details will be avoided.

3. The dealer should keep a copy of every stove repair order sent us, so that he will have an exact reproduction of the items as written. This will avoid misunderstandings.

4. If the dealer should order an odd repair that we do not carry in stock and that the foundry does not have on hand, hence must be made specially for him, then the dealer should be willing to wait a reasonable length of time before expecting the odd casting. It requires a few days for an order of this kind to be completed at the foundry.

5. If there are any goods ordered from us that the dealer does not want after the order has been forwarded, we should be notified promptly to that effect before the goods are shipped. This will save return freight charges, also avoid unnecessary trouble and annoyance.

MONEY IN HOUSEFURNISHINGS.

Hardware merchants very generally make the mistake of continually advertising lines of hardware appealing to men only. Quite a percentage of the stock in a hardware store is for the kitchen and pantry. If then, the women are such good patrons, why not elaborate the domestic stock of kitchen and pantry utensils and also certain lines of woodenware?

Many of the city merchants doing a business on a large scale find it very beneficial to plan semi-annual or quarterly sales of household and kitchen needs and advertise them widely. Special goods are bought for these occasions or prices are reduced in order that results may be as great as possible. A sale of seconds in enamelware invariably proves profitable, and it is better to state plainly that the goods are somewhat damaged, though perhaps not injured for practical purposes, and for that reason they are offered at reductions of one-fourth or one-third. Even in smaller towns these ideas can be effectively carried out if carefully planned, and should give very profitable results.

A NOVEL ADVERTISING DEVICE.

The McClary Manufacturing Co., Toronto, are distributing among the trade a small paste board box containing writing material for use on the business man's desk. It contains a pad of order forms with the McClary Co.'s letterhead; a letter pad, a package of envelopes with the McClary Co.'s address, post cards, and an indelible pencil. It is a very effective method of advertising and any of the trade wishing one of the boxes with its valuable contents may obtain the same by applying to the company and mentioning Hardware and Metal.

Plumbers' and Steamfitters' Supplies

Quotations
Cheerfully
Furnished



A Full Line
always
on hand

SOMERVILLE LIMITED

59 RICHMOND STREET EAST

- TORONTO

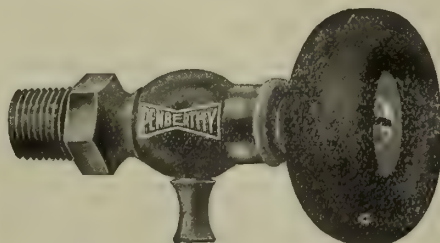


We Make a Vent That Can Look a Plumber Straight in the Eye

If it's **quality** you
want, it's **Penberthy**
you want.



If it's **Penberthy**
you get, its
quality you get.



Cut No. 3
Nickel-plated with Wood Wheel

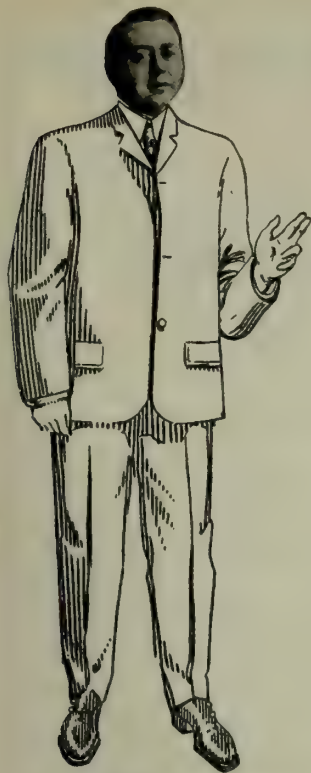
Cut No. 5
Nickel-plated with Key

THE BEST METAL
THE BEST FINISH
THE BEST WEIGHT
and always
THE BEST GOODS



Cut No. 4
Nickel-plated with Metal Wheel

PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.



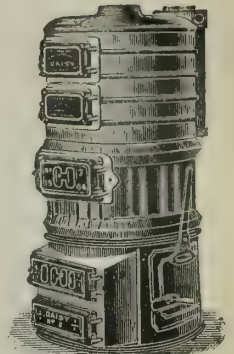
BOILER SALES

When the steamfitter pushes the sale of the

DAISY HOT WATER BOILER

he is undertaking the most pleasant, most profitable and strongest proposition in his business.

His arguments are backed by the goods, many years of judicious advertising and the unstinted praise of our thirty-thousand satisfied users.



Write for particulars

CLUFF BROTHERS

Lombard Street, TORONTO

Selling Agents for

WARDEN KING & SON, Limited

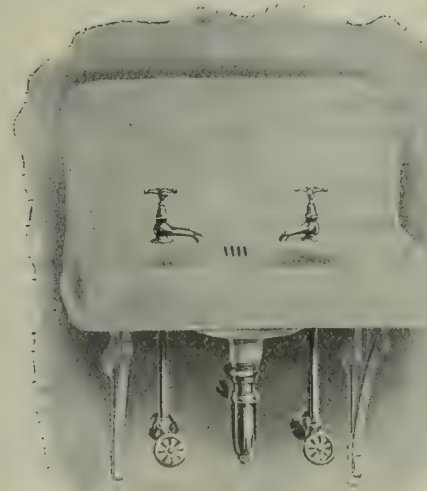
KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

Dealers in Plumbing Equipment have a Practical Guarantee



of larger profits and greater satisfaction in handling

STANDARD IDEAL CAST IRON PORCELAIN ENAMELED WARE.

Made in Canada from designs calculated to meet every requirement of the trade, it is a ware that embodies in itself the durability of iron combined with the rich snowy white opaque finish derived from perfect porcelain enameling.

STANDARD IDEAL PORCELAIN ENAMELED WARE.

is of non-porous one-piece construction, leaving no joints, turns or crevices for dirt, dust or germs to accumulate. It is absolutely Sanitary.

We make Bath Tubs, Sitz Baths, Shower Baths, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Sinks, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances, etc.

WRITE FOR CATALOGUE

The Standard Ideal Co., Limited

Head Office and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO, 128 West Craig Street, MONTREAL, and 24 Telfer Block, WINNIPEG

FIT THEM WITH FITSEMALL



Mueller Fitsemall Supplies fit any bath cock as perfectly as if designed for that particular cock.

Insures an absolutely non-leakable, everlasting joint. The slip nut joint gives a perfect floor connection.

Handsome in appearance. Easy of adjustment. Users of Mueller goods are fully protected.

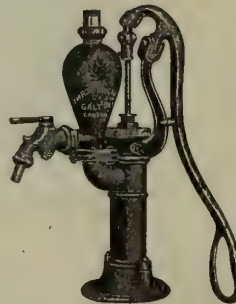
H. MUELLER MFG. CO.

Works and General Office
DECATUR, ILL.
West Cerro Gordo Street

Eastern Division
NEW YORK CITY
254 Canal St., cor. Laf.

A GOOD PUMP

is just as much part of a Hardwareman's line as any other House-furnishing. We have all styles, and a catalogue which explains will be sent on application.

**MCDUGALL PUMPS ARE STANDARD PUMPS**

and we want to prove to you that such is the case.

If you have pump trouble, write us.

The R. McDougall Co., Limited

GALT, - CANADA

The Canadian Bronze Powder Works**R. E. THORNE & CO.**

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL - TORONTO

WORKS AT VALLEYFIELD.

NO ORDER TOO LARGE

**HOTTEST ON EARTH**

Our Bonanza Furnaces are known to produce more heat with less fuel than any other make. Jobbers sell at factory prices. Satisfaction guaranteed or money refunded.

No. 38—Price, each, **\$7.80** net.

No. 39—One size smaller, **\$5.85** net.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - - - CHICAGO, U.S.A.

Manufacturers' Agents**CHARLES H. FOX**

Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O.Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

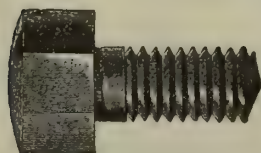
H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

**The John Morrow Screw, Limited**

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO

**Covert Mfg. Co.**

Troy, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc.

For sale by Jobbers at Manufacturers' Prices



20

510

280

"Standard" Plate P. 1245, Porcelain Enameled Sink, with Apron all around, Enameled Sink Legs with Wall Supports, Nickel-plated Strainer, Fuller Adjustable Flange Bibbs and "P" Trap with Waste and Vent to Wall.

Houseowners Know What

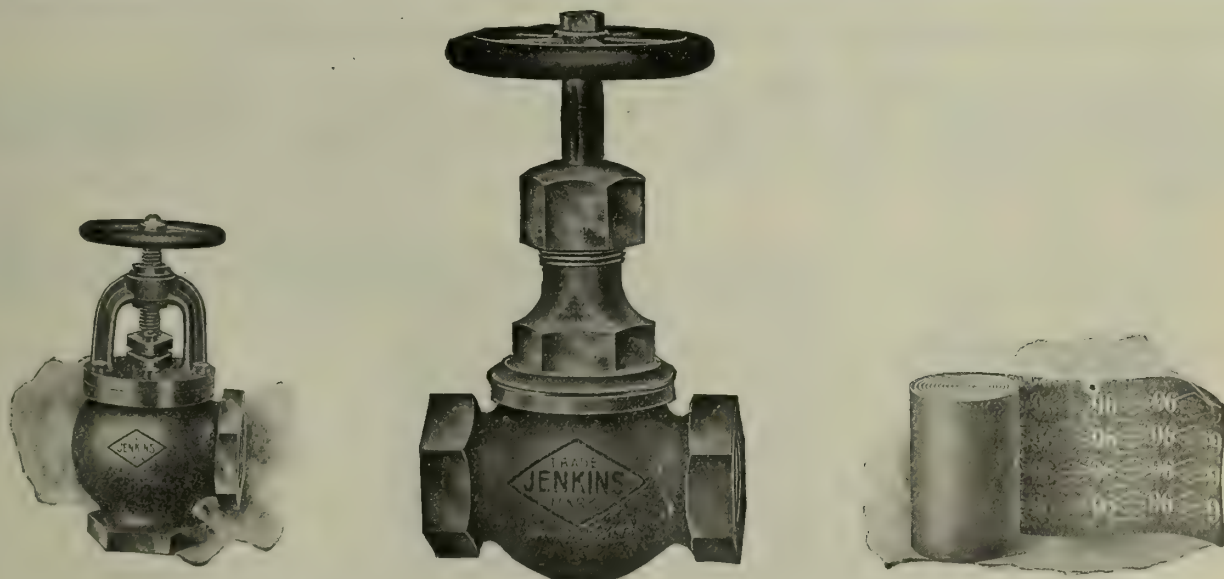
"Standard"

Stands For

In the public mind **"Standard"** and Sanitation are synonymous terms. Whenever you specify **"Standard"** Porcelain Enameled Fixtures for Residence, Hotel or Apartment House, you are assuring the owner that he will receive what he recognises as the best in the way of sanitary equipment.

Standard Sanitary Mfg. Co.

PITTSBURGH, PA.
U. S. A.



Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street,

Boston, Mass.

New York

Philadelphia

Chicago

London, E. C.

BERG'S HIGH-GRADE CUTLERY A★1

The **best** brands on the market for every use.

ALL WARRANTED

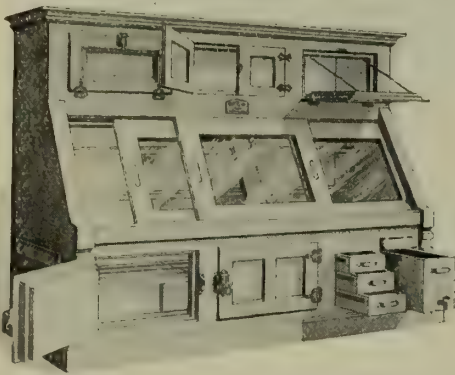
They cut **true** and **fine** and **wear longer** than any others.

Ask for discounts.



F. W. LAMPLOUGH & CO.,

9 DeBresoles St., Montreal



Now is the Time to Place Your Orders for Refrigerators

HANDLING OUR LINES MEANS GOOD PROFIT TO RETAILERS.

DON'T DELAY, WRITE TO-DAY FOR CATALOGUE.

C. P. FABIEN, MONTREAL, Canada

DIPLOMAS—Ottawa, Montreal and Toronto. SILVER MEDAL—Quebec Exhibition.

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

Stanley's Ball-Bearing Hinges

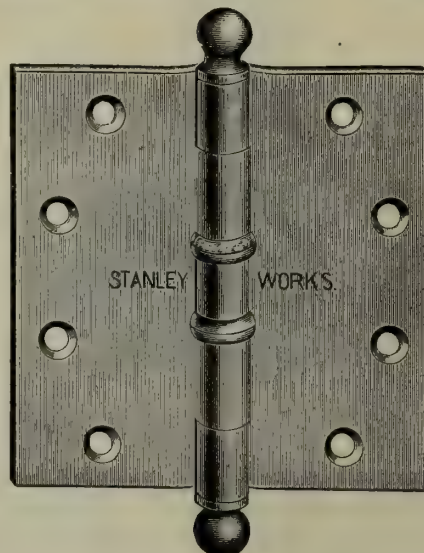
FOR ALL THEIR IMPORTANT WORK.

DEALERS SHOULD HAVE THEM IN STOCK.



CUT OF WASHER
FULL SIZE

IT IS SO CONSTRUCTED
THAT IT WILL NOT
COME APART
IN USE



**MADE IN
WROUGHT
BRONZE
AND
STEEL**

ARTISTIC BOOKLET ON APPLICATION

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.

Mr. Dealer,

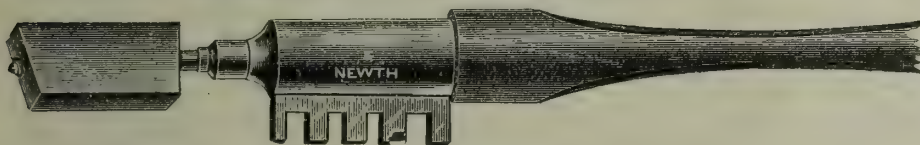
there's money in all good cements, but most practical men push

"SAUGEEN BRAND" of Portland Cement

because it secures the dealer's reputation while assuring a comfortable profit. Send along that trial order NOW.

The Hanover Portland Cement Co., Ltd., Hanover, Ont.**Tell Me Your Enamelware Wants!**Orders are shipped on the day they're received.
Quality right. Price—just what you expect to pay.**ORLANDO VICKERY****178-180 Victoria Street****TORONTO, CANADA****"Diamond" brand Fittings**are incomparable. Then the profit is right. **WHOLESALE ONLY.****OSHAWA STEAM & GAS FITTINGS CO., LIMITED**
OSHAWA, CANADA**Sharratt & Newth's Glaziers' Diamonds**

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

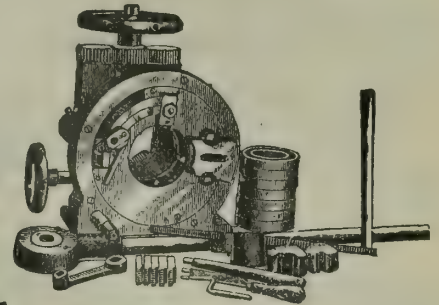
REGISTERED TRADE MARK



GRANTED 1882

World's Best CutleryYou make no mistake in specifying goods made by
JOSEPH RODGERS & SONS, Limited
when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL**Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.****A Certain Sense of Satisfaction**

goes with every MERRELL PORTABLE HAND MACHINE PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

**Catalogue for the asking.
Quick shipments.****THE CANADIAN FAIRBANKS CO.**

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER



Do You Want the Best?

TWO FREE
for every one sent you defective.
Isn't that guarantee enough?

Glauber Brass Mfg. Co.
*Expert Makers of
Fine Brass Goods*
CLEVELAND - - OHIO



Forwell Foundry Co.**BERLIN, ONT.**

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

QUIT TAKING CHANCES

You can't carry on any kind of business campaign to a successful issue—unless you are certain about your base of supplies. When you place an order with us you take out an insurance policy guaranteeing success. Quality—trade-building quality is stamped through and through our

READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPERS

These are our brands
"BLACK DIAMOND"



TARRED FELT

"JOLIETTE"
AND
"CYCLONE"
SHEATHING

QUALITY and PRICE always right

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

April 26, 1907
These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 27 0 27
Hallett's 0 26 0 26

BOILER PLATES AND TUBES.

Plates, 1/2 to 1 inch, per 100 lb. 2 50
Heads, per 100 lb. 2 75
Tank plates 3-16 inch 2 65
Tubes per 100 feet, 1 1/2 inch 8 50
" " 2 " 9 00 9 50
" " 2 1/2 " 11 31 11 50
" " 3 " 12 5 13 00
" " 3 1/2 " 16 00 17 00
" " 4 " 20 00 21 50
2 per cent off

BOILER AND T.K. PITTS.

Plain tinned } 25 per cent. off list.
Spun }

RABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 55c.; Metallic, 35c.; Harris Heavy Pressure, 25c.; Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4, 9c. per lb.
James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c.; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c.; Thunder, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No. 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, 25 p.c. advance.
Sheets, 12 to 14 in. 0 30
Tubing, base, per lb 5-16 to 2 in. 0 33
Tubing, 1/2 to 3-inch, iron pipe size. 0 31
" 1 to 3-inch, seamless. 0 36
Copper tubing, 6 cents extra.

COPPER.

Ingot. Per 100 lb. 27 00
Casting 27 00
Bars. 27 00
Out lengths, round, 1/2 to 2 in. 35 00
Sheet. 35 00
Plain, 16 oz., 14x48 and 14x60 35 00
Plain, 14 oz. 38 00
Tinned copper sheet, base 43 00
Planished base 43 00
Braziers (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base. 0 34 0 35

BLACK SHEETS.

Montreal. Toronto
8 to 10 gauge 2 70 2 70
12 gauge 2 70 2 80
14 " 2 70 2 85
16 " 2 50 2 65
18 " 2 50 2 65
20 " 2 50 2 65
22 " 2 50 2 75
24 " 2 55 2 80
26 " 2 65 2 85
28 " 2 70 3 00

CANADA PLATES.

Ordinary, 52 sheets 2 75 2 90
All bright 3 80 3 90
Galvanized—Dom. Crown. Ordinary.
18x24x58 4 35 4 35
" 60 4 60 4 60
20x28x80 8 70 8 70
" 96 9 40 9 40

GALVANIZED SHEETS.

Colborne
B.W. Queen's Fleur-de-Lis Gordon Gorbals
gauge Head de-Lis Crown Best
16-20 .. 3 85 3 90 3 95
22-24 .. 4 20 4 05 4 00 3 75
26 4 45 4 30 4 40 4 30
28 4 70 4 55 4 60 4 45
Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American 3 90
26 " 4 30
28 " 4 55
10 1/2 oz. 4 85
25c. less for 1,000 lb. lots.

IRON AND STEEL.

Montreal. Toronto.
Middlesboro, No. 1 pig iron. 19 50 23 00
Middlesboro, No. 3 pig iron. 19 00 22 00
Summerlee, No. 2 23 50 24 50
Londonderry, pig iron 24 50
Carron 23 00
Special 22 75
Soft 32 00 34 00
Radnor, charcoal iron. 2 20 2 30
Common bar, per 100 lb. 2 45
Forged iron " 2 60
Refined " 2 70
Horseshoe iron " 2 80
Hoop steel, 1 1/2 to 3 in. base. 2 30
Sleigh shoe steel " 2 40
Tire steel 0 12
Best sheet cast steel. 0 65
B. K. Morton "Alpha" high speed. 0 70
" annealed 0 50
" "Self-hardening 0 18
" "J" quality, best warranted 0 14
" "warranted 0 09
" "B.C." quality 0 08
Colonial black diamond. 0 08
Sanderson's 0 12
Jesop's 0 60
Air hardening 0 07
Conqueror 0 06
Jowett's diamond J 0 10
Jonas & Colver's tool steel. 0 65
" annealed 0 65
Jowett & Sons B.P.L. tool steel. 0 11

COLD ROLLED SHAFTING.

9-16 to 11-16 inch 0 06
2 to 17-16 " 0 05 1/2
17-16 to 3 " 0 05
Montreal 30, Toronto 30 to 35 per cent.

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$45 00 \$45 50

TINPLATES.

Charcoal Plates—Bright
M.L.S., equal to Bradley—Per box.
1 C, 14 x 20 base \$8 50
IX, 14 x 20 8 00
IXX, 14 x 20 base 9 50
Famous, equal to Bradley—
1 C, 14 x 20 base 6 50
1 X, 14 x 20 8 00
1 X X, 14 x 20 base 9 50
Ravea and Vulture Grades—
1 C, 14 x 20 base 5 00
1 X, " 6 00
1 X X, " 7 00
1 X X X, " 8 00
"Dominion Crown Best"—Double
Coated, Tissued. Per box.
1 C, 14 x 20 base 5 50
1 X, 14 x 20 6 50
IXX, " 7 50
"Allaway's Best"—Standard Quality.
1 C, 14 x 20 base 4 50
1 X, 14 x 20 5 25
1 X X, 14 x 20 6 00
Bright Cokes.
Bessemer Steel—
1 C, 14 x 20 base 4 25
20x28, double box 4 50

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 7 25 8 00
IX., Terne Tin 9 50
Charcoal Tin Boiler Plates.
Cookley Grade.
X X, 14x56, 50 sheet box. 7 50
" 14x60, "
" 14x65, "
Tinned Sheets.
72x30 up to 24 gauge. 9 50
" 26 9 00

LEAD.

Imported Pig, per 100 lb. 5 50 5 60
Bar, 5 75 6 00
Sheets, 2 1/2 lb. sq. ft., by roll 0 07 1/2
Out sheets 1/2 lb. per lb., extra. 0 07

SHEET ZINC.

5-owt. casks 7 75 8 00
Part casks 8 00 8 25

ZINC SPELTER.

Foreign, per 100 lb. 7 25 7 50
Domestic 6 75 7 00

OLD MATERIAL.

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 20 0 19 1/2
Light copper 0 17 0 17 1/2
Heavy red brass 0 18 0 17 1/2
" yellow brass 0 15 0 14 1/2
Light brass 0 11 1/2 0 10
Tea lead 0 04 1/2 0 04 1/2
Heavy lead 0 04 1/2 0 04 1/2
Scrap zinc 0 04 1/2 0 04 1/2
No. 1 wrought iron 17 00 13 50
" 2 8 00 6 00
Machinery cast scrap 18 00 16 00
Store plate 14 00 12 00
Malleable and steel 8 50
Old rubbers 0 08 1/2 0 08
Country mixed rags, 100 lbs. 1 25 1 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.
Standard Compression work, 55 per cent.
Cushion work, discount 40 per cent.
Fuller work, 65 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55; Jenkins Bros., 27 1/2 p.c.
Kerr standard globes, angles and checks, special, 42 1/2 per cent.; standard, 47 1/2 p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.H.M., 60.
J.M.T. Radiator Valves 50; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
No. 1 compression bath cock 2 00
No. 4, " 1 90
No. 7 Fuller's 2 25
No. 4 1/2, " 2 35
Patent Compression Cushion, basin cock, hot and cold, per dcz., \$16.20
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, 60 per cent. " iron " 1 90
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon. 33 00
15 per cent.

BOILERS—GALVANIZED IRON RANGE.

Capacity. Standard. Extra heavy
30-gallons 5.00 7.75
2 per cent., 30 days.

BATH TUBS.

Steel clad copper lined, 15 per cent.
CAST IRON SINKS.
16x24, \$1; 18x30, \$1; 18x36, \$1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company Jan. 3, 1907, shows an advance of 10 per cent. over previous quotations.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—40 to 70 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 per cent.
Hot Water Radiators—50 to 55 p.c.
Steam Radiators—50 to 55 per cent.
Wall Radiators and specials—50 to 55 p.c.

LEAD PIPE.

Lead Pipe, 7c. per pound, 5 per cent. off.
Lead waste, 8c. per pound, 5 per cent. off.
Caulking lead, 6c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.) Black. Galvanized
inch. 2 28 1/2 inch. 3 08
" " 2 28 " " 3 08
" " 2 72 " " 3 57
" " 3 57 " " 4 72
1 " 5 12 1 " 6 77
1 1/2 " 6 98 1 1/2 " 9 23
2 " 8 37 2 " 11 07
2 1/2 " 11 16 2 1/2 " 14 76
3 " 18 00 3 " 24 00
3 1/2 " 23 50 3 1/2 " 31 50
4 " 30 00 4 " 40 00
4 1/2 " 34 00 4 1/2 " 45 00
2 per cent, 30 days.

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.

Cast Iron Fittings 57 1/2; Standard bushings 57 1/2; headers, 57 1/2; flanged unions 57 1/2; malleable bushings 55; nipples, 70 and 10; malleable lipped unions, 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 8 inch, discount 65 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe, 50 p.c.; fittings, 50 and 10 p.c.

PAINTS, OILS AND GLASS.

BRUSHES
Paint and household, 70 per cent.

CHEMICALS.

Sulphate of copper (bluestone or blue vitrol) 0 09
Litharge, ground 0 06
" flaked 0 06 1/2
Green copperas (green vitrol) 0 01
Sugar of lead 0 08
Lump olive 0 01 1/2

COLORS IN OIL.

Venetian red, 1-lb. tins pure. 0 09
Chrome yellow 0 15
Golden ochre 0 10
French " 0 08
Marine black 0 04 1/2
Chrome green 0 09
French permanent green " 0 12
Signwriters' black " 0 15

CLAUSS BRAND DENTAL SNIPS

Fully Warranted

Manufactured from select stock. Steel Faced on Composition Metal. We suggest dealers giving these a trial, as the same usually find an early purchaser.



Write for Trade Discount

The Clauss Shear Co., - Toronto, Ont.

ENAMELS.		
Subway brand	1 90	2 00
Decorative	4 20	4 30
OLIVE.		
Domestic sheet	0 10	0 10 1/2
French medal	0 12	0 12 1/2

PARIS GREEN.		
Berger's Canadian		
600-lb. cask	0 27 1/2	0 27 1/2
250 lb. drums	0 27 1/2	0 27 1/2
100-lb. "	0 28 1/2	0 28 1/2
50-lb. "	0 28 1/2	0 28 1/2
1-lb. pkgs, 100 in box	0 29 1/2	0 29 1/2
1/2-lb. "	0 31 1/2	0 31 1/2
1-lb. tins, 100 in box	0 30 1/2	0 30 1/2
1/2-lb. bag	0 32 1/2	0 32 1/2
F.o.b. Toronto.		

PARIS WHITE.		
In bbls	0 90	

PREPARED PAINTS.		
Pure, per gallon, in tin	1 30	
Second qualities, per gallon	1 15	
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paint, 1 gal.	1 45	
Canada Paint Co.'s pure	1 25	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
British Navy dock	1 50	
Brandram-Henderson's "English"	1 45	
Kammy's paint, Pure, per gal.	1 20	
Thistle, " "	1 00	
Outside, bbls	0 65	0 65
Martin-Senour's 100 p.c. pure, gal.	1 40	
Senour's Floor Paints, gal.	1 20	
Jamieson's "Crown and Anchor"	1 20	
Jamieson's floor enamel	1 50	
"barn paints, bbls, per gal.	0 60	
Blanchet preservative and floor paint	1 15	1 25
Sanderson Peary's, pure	1 20	
Robertson's pure paints	1 20	

PUTTY.		
Bulk in bbls.	1 60	
Madders in bbls.	1 85	
25-lb. tins.	1 90	
Bladders in bulk or tins less than 100 lb.	1 95	
Bulk in 100-lb. irons.	1 85	

SHINGLE STAINS.		
In 5 gallon lots	0 75	0 80

SHELLAC.		
White	0 65	
Fine orange	0 60	
Medium orange	0 55	
F.o.b. Montreal or Toronto.		

TURPENTINE AND OIL.		
Castor oil	0 08	0 10
Gasoline	0 20	0 22 1/2
Benzine, per gal.	0 17	0 20
Turpentine, single barrels	0 95	0 96
Linseed Oil, raw	0 61	0 64
"boiled	0 64	0 67

WHITE LEAD GROUND IN OIL. Per 100 lbs		
Canadian pure	7 15	
No. 1 Canadian	6 80	
Munro's Select Flake White	7 40	
Elephant and Decorators Pure	7 40	
Monarch	7 40	
Standard Decorators	7 15	
Essex Genuine	6 80	
Brandram's B. B. Genuine	8 40	
"Anchor" pure	7 00	
Ramsey's Pure Lead	7 00	
Ramsey's Exterior	6 85	
"Crown and Anchor" pure	6 50	
Sanderson Peary's	7 40	
Robertson's O.P. lead	7 20	

WHITE AND RED DRY LEAD.		
Genuine, 560 lb. casks, per cwt	6 75	6 00
Genuine, 100 lb. kegs, " "	6 75	6 50
No. 1, 560 lb. casks, per cwt	6 25	5 75
No. 1, 100 lb. kegs, per cwt	7 00	6 25

WINDOW GLASS		
Size United	Star	Double Diamond
Inches.		
Under 26	\$4 25	\$8 25
26 to 40	5 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 00

96 to 100	20 50
101 to 105	24 00
106 to 110	27 50
Discount—16-oz., 25 per cent.; 21-oz., 30 per cent. per 100 feet. Broken boxes 50 per cent.	

WHITING.		
Plain, in bbls	0 70	
Gilders bolted in bands	0 90	

WHITE DRY ZINC.		
Extra Red Seal, V.M.	0 07 1/2	0 08 1/2

WHITE GROUND ZINC.		
Pure, in 25-lb. irons	0 08 1/2	
No. 1, " "	0 07	
No. 2, " "	0 05 1/2	

VARNISHES.		
In 5-gal. lots.	Per gal. cans.	

Carriage, No. 1	1 50
Pale durable body	3 50
"hard rubbing	3 00
Finest elastic gearing	3 00
Klastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
"No. 1	0 90
"union	0 80
Light oil finish	1 40
Gold size Japan	1 80
Brown Japan	0 95
No. 1 brown Japan	0 95
Baking black Japan	1 35
No. 1 black Japan	0 90
Benzine black Japan	0 70
Crystal Damar	2 80
No. 1	2 50
Pure asphaltum	1 40
Oilcloth	1 50
Lightening dryer	0 70
Klastic varnish, 1 gal. can, each	2 50
Granitine floor varnish, per gal	2 50
Maple Leaf coach enamels, size 1	1 20
Sherwin-Williams' kopal varnish, gal.	2 50
Canada Paint Co.'s sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
B.H. Co.'s "Gold Medal" in cases	2 00
Jamieson's Copaline, per gal.	2 00

BUILDERS' HARDWARE.

BELLS.		
Brass hand bells, 60 per cent.		
Nickel, 55 per cent.		
Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40
Peterboro' door bells, discount 3 1/2 and 10 per cent. off new list.		

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.	2 25	
Ready roofing, 2-ply, not under 45 lb. per roll	1 00	
Ready roofing, 3-ply, not under 65 lb. per roll	1 25	

Carpet Felt	per ton	60 00
Heavy Straw Sheathing	per ton	35 00
Dry Surprise	per ton	40 00
Dry Sheathing	per roll, 400 sq. ft.	0 50
Tar	" 400 "	0 45
Dry Fibre	" 400 "	0 55
Tarred Fibre	" 400 "	0 65
O. K. & I. X. L.	" 400 "	0 70
Resin-sized	" 400 "	0 45
Oiled Sheathing	" 600 "	1 00
Oiled	" 400 "	0 70
Root Coating, in barrels	per gal.	0 17
Roof "small packages	"	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 80
Slater's felt	per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		37 50

BUTTS.		
Wrought Brass, net revised list.		
Wrought Iron, 70 per cent.		
Cast Iron Loose Pin, discount 60 per cent.		
Wrought Steel Fast Joint and Loose Pin, 70 per cent.		

CEMENT AND FIREBRICK.		
Canadian Portland	2 00	2 10
Belgium	1 60	1 90
White Bros. English	1 80	3 05
"Laforce" cement in wood	3 40	
"Lehigh" cement, in wood	2 54	

"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick, Scotch, per 1,000	37 00
"English	17 00
"American, low	23 00
"high	27 50
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000	
Blue metallic, 9"x4"x2", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4"x3", ex wharf	36 00

DOOR SETS.		
Peterboro, 37 1/2 and 10 per cent.		
DOOR SPRINGS.		
Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in.	"	0 95
English	"	2 00
Chicago and Reliance Coil	25 per cent.	4 00

STORE DOOR HANDLES.		
Per Dozen	1 00	1 50

ESCUTCHEONS.		
Discount 50 and 10 per cent., new list		
Peterboro, 37 1/2 and 10 per cent.		

ESCUTCHEON PINS.		
Iron, discount 40 per cent.		
Brass, 45 per cent.		

HINGES.		
Blind, discount 60 per cent.		
Heavy T and strap, 4-in., per lb. net.	0 08	
" 5-in., " "	0 05 1/2	
" 6-in., " "	0 05 1/2	
" 8-in., " "	0 05 1/2	
" 10-in. and larger	0 05 1/2	

Light T and strap, discount 65 p.c.		
Screw hook and hinge		
under 12 in.	per 100 lb.	4 65
over 12 in.	"	3 65
Spring, No. 20, per gro. pairs		10 80
Spring, Woodvatt pattern, per gro., No. 5,		
12 3/4; No. 10, 18; No. 20, 10.80; No.		
12 3/4; No. 51, 10; No. 50, 27.50.		
Crate hinges and back flaps, 65 and 5 p. c.		
Hinge hasps, 65 per cent.		

SPRING HINGES.		
Chicago Spring Butts and Blanks 12 1/2 percent.		
Triple End Spring Butts, 30 and 10 per cent.		
Chicago Floor Hinges, 37 1/2 and 5 off.		
Garden City Fire House Hinges, 12 1/2 p.c.		

CAST IRON HOOKS.		
Bird cage	per doz.	0 50
Clothes line, No. 61	"	0 00
Harness	"	0 60
Hat and coat	per gro.	1 10
Chandelier	per doz.	0 50
Wrought hooks and staples—		
1/2 x 5	per gross	2 65
3/4 x 5	"	3 30

Bright steel gate hooks and staples, 40 p.c.		
Hat and coat wire, discount 62 1/2 per cent.		
Screw, bright wire, discount 65 per cent.		

KNOBS.		
Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75
Bronze, Genuine	"	6 00
Shutter, porcelain, F. & L.		
screw	per gross	1 30
White door knobs	per doz.	2 00
Peterboro knobs, 37 1/2 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.		
Lock, Canadian dis. 40 to 40 and 10 per cent		
Cabinet trunk and padlock		
American	per gross	0 60

LOCKS.		
Peterboro, 37 1/2 and 10 per cent.		
Russell & Frewin, steel rim \$2.50 per doz.		
Eagle cabinet locks, discount 30 per cent		
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.		

SAND AND EMERY PAPER.		
B. & A. sand, discount, 35 per cent		
Emery, discount, 35 per cent.		
Garnet (Burton's) 5 to 10 per cent. advance		

SASH WEIGHTS.		
Sectional	per 100 lb.	2 00
Solid	"	1 50

SASH COORD.		
Per lb.		0 31

BLIND AND BED STAPLES.		
All sizes, per lb.		0 07 1/2

WROUGHT STAPLES.		
Plain		2 75
Coopers', discount 45 per cent.		2 50
Poultry netting staples, discount 40 per cent.		
Bright spear point, 75 per cent. discount.		

TOOLS AND HANDLES.

ADZES.		
Discount 22 1/2 per cent.		

AUGERS.		
Gilmour's, discount 60 per cent. off list.		

AXES.		
Single bit, per doz.	6 00	9 00
Double bit, " "	10 00	11 80
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
hunters	5 25	

BITS.		
Irwin's auger, discount 47 1/2 per cent.		
Gilmour's auger, discount 60 per cent.		
Rockford auger, discount 50 and 10 per cent.		
Jennings' Gen. auger, net list.		
Gilmour's car, 47 1/2 per cent.		
Clark's expansive, 40 per cent.		
Clark's gimlet, per doz		0 65
Diamond, Shell, per doz.		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS.		
German	per doz.	7 00
American	"	12 00

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60

CHISELS.		
Warnock's, discount 70 and 5 per cent.		
P. S. & W. Extra, discount, 70 per cent.		

Diamond, Shell, per doz.....	1 00
Nail and Spike, per gross.....	2 25
BUTCHERS CLEAVERS	

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.		
Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz.	4 40	
" " 2, " "	4 80	
Barrel Underhill, " "	5 06	

MALLET.		
Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, " "	1 25	3 75
Lignum Vitae, " "	3 85	5 00
Caulking, each, " "	0 60	2 00

MATTOCKS.		
Canadian, per doz.	5 50	6 00

MEAT CUTTERS.		
German, 15 per cent.		
American discount, 33½ per cent.		
Gem, each	1 15	

NAIL PULLERS.		
German and American	0 85	2 50
No. 1, " "	0 85	
No. 1573, " "	0 75	

SQUARE, ROUND AND OCTAGON, PER GROSS.		
Diamond	1 00	

PICKS.		
Per dozen	6 00	9 00

PLANES.		
Wood bench, Canadian discount 40 per cent.		
American discount 25 per cent.		
Wood, fancy Canadian or American 37½ to 40 per cent.		
Stanley planes, \$1.55 to \$3.60, net list prices.		

PLANE IRONS.		
English, per doz.	2 00	5 00
Stanley, 2½ in, single 24c., double 39c.		

PLIERS AND NIPPERS.		
Rutton's genuine, 37½ to 40 per cent.		
Rutton's imitation, per doz.	5 00	9 00
Berg's wire fencing, " "	1 72	5 50

PUNCHES.		
Saddlers', per doz.	1 00	1 85
Conductor's, " "	3 00	15 00
Tinners', solid, per set	0 72	
" hollow, per inch	1 00	

RIVET SETS.		
Canadian, discount 35 to 37½ per cent.		

RULES.		
Boxwood, discount 70 per cent.		
Ivory, discount 30 to 25 per cent.		

SAWS.		
Atkins, hand and crosscut, 25 per cent.		
Diamond Hand, discount 124 per cent.		
Diamond's Crosscut, per foot	0 35	0 55
Hack, complete, each	0 75	2 75
" frame only, each	0 50	1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century \$6.25; buck No. 1 Maple Leaf, \$1.25; buck, Happy Medium \$4.25; buck, Watch Spring, \$1.25; buck, common frame, \$4.00.		
Spear & Jackson's saws—Hand or rip 26 in., \$12.75; 24 in., \$11.25; panel 18 in., \$8.25; 20 in., \$7; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.		

SAW SETS.		
Lincoln and Whiting	4 75	
Hand Sets, Perfect	4 00	
X-Cut Sets	7 50	
Maple Leaf and Premiums saw sets, 40 off.		
S. & D. saw swages, 40 off.		

SCREW DRIVERS.		
Sargent's, per doz.	0 65	1 00
North Bros., No. 30, " "	16 80	

SHOVELS AND SPADES.		
Bull Dog, solid neck shovel (No. 2 pol.), \$18.50 (Hollow Back) (Reinforced S Scoop).		
Moose, " "	\$17 50	\$16 30
Bear, " "	15 00	15 30
Fox, " "	12 50	14 30
Black Cat, " "	10 00	13 30
Canadian, discount 45 per cent.		

SQUARES.		
Iron, discount 20 per cent.		
Steel, discount 65 and 10 per cent.		
Try and Bevel, discount 50 to 52½ per cent.		

TAPES LINES.		
English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 35
" steel, each	0 80	8 00
Berg's, each	0 75	2 50

TROWELS.		
Diamond's, discount 10 per cent.		
S. & D., discount 35 per cent.		
Berg's, bri k. 924x11	4 00	
" pointing, 924x5	2 10	

FARM AND GARDEN GOODS.		
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BELLS.		
American cow bells, 63½ per cent.		
Canadian, discount 45 and 50 per cent.		
American, farm bells, each	1 35	3 00

BULL RINGS.		
Copper, \$2.00 for 2½-inch, and \$2.50		

CATTLE LEADERS.		
No. 32 and 33, per gross	7 50	8 50

BARN DOOR HANGERS.		
Steel barn door, doz. pairs	8 00	10 00
Stearns wood track	4 50	6 00
Zenith, " "	9 00	
Acme, wood track	5 00	6 50
Atlas, " "	5 00	6 00
Perfect, " "	8 00	11 00
New Milo, " "	6 50	
Steel, covered, " "	4 00	11 00
" track, 1 x 3-16 in (100 ft)	3 75	
" 1½ x 3-16 in (100 ft)	4 75	
Double strap hangers, doz. sets	6 40	
Standard jointed hangers, " "	6 40	
Steel King hangers, " "	6 25	
Storm King and safety hangers, " "	7 00	
" rail, " "	4 25	
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		

HARVEST TOOLS.		
Discount 60 per cent.		
S. & D. lawn rakes, Dunn's, 40 off.		
" sidewalk and stable scrapers, 40 off.		

RAY KNIVES.		
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HEAD HALTERS.		
Jute Rope, 1-inch, per gross	9 00	
" " 1½-inch, " "	10 00	
" " 2-inch, " "	12 00	
Leather, 1-inch, per doz.	4 00	
Leather, 1½-inch, " "	5 20	
Web, " "	2 45	

HOES.		
Garden, Mortar, etc., discount 60 per cent.		
Planter, per doz.	4 00	4 50

LAWN MOWERS.		
Low wheel 12, 14 and 16-inch	\$2 30	
9-inch wheel, 12-inch	2 85	
" " 14 " "	3 10	
" " 16 " "	3 10	
High wheel, 12 " "	4 05	
" " 14 " "	4 15	
" " 16 " "	4 50	

SCYTHES.		
Per doz. net.	6 25	9 25

SCYTHES KNIVES.		
Canadian, discount 40 per cent.		

SNAPS.		
Harness, German, discount 20 per cent.		
Lock, Andrews', " "	4 50	11 00

STABLE FITTINGS.		
Warden King, 35 per cent.		
Dennis Wire & Iron Co., 33½ p.c.		

WOOD HAY RAKES.		
Ten tooth, 40 and 10 per cent.		
Twelve tooth, 45 per cent.		

HEAVY GOODS, NAILS, ETC.		
Wright's, 80-lb. and over	0 104	
Hay Budden, 80-lb. and over	0 099	
Brooks, 80-lb. and over	0 114	
Taylor-Forbes, handy	0 05	
Columbia Hardware Co., per lb.	0 069	

ANVILS.		
Wright's, 80-lb. and over	0 104	
Hay Budden, 80-lb. and over	0 099	
Brooks, 80-lb. and over	0 114	
Taylor-Forbes, handy	0 05	
Columbia Hardware Co., per lb.	0 069	

VISES.		
Wright's, " "	0 134	
Berg's, per lb.	0 124	

Brook's, " "	0 121	
Pipe Vise, Hinge, No. 1, " "	3 50	
" " No. 2, " "	5 50	
Saw Vise, " "	4 50	5 00
Blacksmiths' (discount) 60 per cent.		
" parallel (discount) 45 per cent.		

BOLTS AND NUTS.		
Carriage Bolts, common (\$1 list) and smaller, " "	80, 10 and 10	55 and 5
" " 7-16 and up, " "	55 and 5	
" " Norway Iron (\$3 list) " "	50	
Machine Bolts, 1 and less, " "	60 and 10	
Machine Bolts, 7-16 and up, " "	55 and 5	
Plough Bolts, " "	55 and 10	
Blank Bolts, " "	55	
Bolt Ends, " "	55	
Sleigh Shoe Bolts, 1 and less, " "	60 and 10	
" " 7-16 and larger, " "	60 and 5	
Coach Screws, cone point, " "	70 and 5	
Nuts, square, all sizes, 4c. per cent. off		
Nuts, hexagon, all sizes, 4c. per cent. off		
Stove Rods, per lb., 5½ to 6c.		
Stove Bolts, 75 per cent.		

CHAIN.		
Proof coil, per 100 lb. 5-16 in., \$4.60; ¾ in., \$4.10; 7-16 in., \$3.90; 1 in., \$3.70; 9-16 in., \$3.65; 1 in., \$3.55; 1½ in., \$3.40; 2 in., \$3.30; 1 in., \$3.30.		

HORSE NAILS.		
'C' brand, 40, 10 and 7½ per cent. off list (Oval M.R.M. Co. brand, 55 per cent. off list) head Capewell brand, quotations on application.		

HORSE SHOES.		
M.R.M. brand: No. 1 and smaller, iron, \$3.90; snow, \$4.15; light steel, \$4.25; No. 2 and larger, iron, \$3.65; snow, \$3.90; light steel, \$4; featherweight, No. 0 to 4, \$5.60; toe weight, \$5.85. F.O.B. Montreal. Extras for packing.		
Belleville brand: No. 0 and 1, light and medium iron, \$3.90; snow, \$4.15; light steel, \$4.25; No. 2 and larger, light and medium iron, \$3.65; snow, \$3.90; light steel, \$4. F.O.B. Belleville. Two per cent., 30 days.		

HORSE WEIGHTS.		
Taylor-Forbes, 3½c. per lb.		

NAILS.		
2d, " "	3 80	3 45
3d, " "	2 95	3 10
4 and 5d, " "	2 70	2 85
6 and 7d, " "	2 60	2 75
8 and 9d, " "	2 45	2 60
10 and 12d, " "	2 40	2 55
16 and 20d, " "	2 35	2 50
30, 40, 50 and 60d (base) " "	2 30	2 45
F.O.B. Montreal. Cut nails, Toronto 20c. higher.		

MISCELLANEOUS WIRE NAILS.		
Discount 75 per cent.		
Coopers' nails, discount 40 per cent.		

PRESSED SPIKES.		
Pressed spikes, ½ diameter, per 100 lbs	\$3.15,	

RIVETS AND BURNS.		
Iron Rivets, black and tinned, 60, 10 and 10.		
Iron Burns, discount 60 and 10 and 10 p.c.		
Copper Rivets, usual proportion burns, 15 p.c.		
Copper Burns only, net list.		
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.		
Tinned Rivets, net extra, 4c. per lb.		

MISCELLANEOUS.		
Wood, F. H., bright and steel, 87½ per cent.		
" R. H., bright, dia. 82½ per cent.		
" F. H., brass, dia. 80 per cent.		
" R. H., " dia. 75 per cent.		
" F. H., bronze, dia. 75 per cent.		
" R. H., " dia. 70 per cent.		
Drive Screws, dia. 87½ per cent.		
Bench, wood, per doz.	3 25	4 60
" iron, " "	4 25	5 00
Set, case hardened, dia. 60 per cent.		
Square Cap, dia. 50 and 5 per cent.		
Hexagon Cap, dia. 45 per cent.		

MACHINE SCREWS.		
Flat head, iron and brass, 35 per cent.		
Felister head, iron, discount 30 per cent.		
" " brass, discount 25 per cent.		

TACKS, BRADS, ETC.		
Carpet tacks, blued, 80 and 5; tinned, 80 and 10; (in keg), 40; cut tacks, blued, in dozens only, 75 and 10; 75 and 10; Swedes cut tacks, blued and tinned, bulk, 80 and 10; dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails, 30; trunk nails, black, 65; trunk nails, tinned and blued, 85; clout nails, blued and tinned, 65; chair nails, 35; patent brads, 4; fine finish, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nail, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 1; double pointed tacks, bulk, 40; clinch and duck rivets, 4; cheese box tacks, 85 and 5; trunk tacks, 80 and 10.		

WROUGHT IRON WASHERS.		
Canadian make, discount 40 per cent.		

SPORTING GOODS.		
CARTRIDGES.		
"Dominion" Rim Fire Cartridges and O.B. caps, 50 and ¼ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent.; Centre Fire, Pi tol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 2½ and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.		

LOADED SHELLS.		
"Crown" Black Powder, 5 and 10 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Balli-white Dense Smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Balli-white Powder, 30 and 10 p.c.		

EMPTY SHELLS.		
Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.		

5; double pointed tacks, paper, 90 and 1;
double pointed tacks, bulk, 40; clinch and
duck rivets, 4^s; cheese box tacks, 85 and 5;
trunk tacks, 80 and 10.

Electrical Supplies of all kinds.

MONTREAL

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

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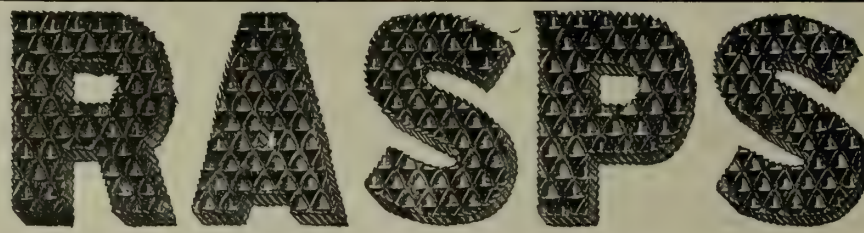
Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Spring rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

KEARNEY & FOOT

The
Best
Rasp
Made



The
Rasp
that
sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

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Auditors.

Davenport, Pickup & Co., Winnipeg.

Awning.

Tobin Tent and Awning Co., Ottawa

Babbitt Metal.Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co., Montreal.**Bath Room Fittings.**Forsyth Efg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto**Belting, Hose, etc.**Gutta Percha and Rubber Mfg.
Toronto.
Sadler & Haworth Toronto.**Bicycles and Accessories.**Johnson's, Iver, Arms and Cycle Works
Fitchburg, Mass**Binder Twine.**

Consumers Cordage Co., Montreal.

Bolts.Toronto & Belleville Rolling Mills,
Belleville.**Box Strap.**

J. N. Warminton, Montreal.

Brass Goods.Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.**Bronze Powders.**Canadian Bronze Powder Works, Mon-
treal.**Brushes.**Ramsay, A., & Son Co., Montreal.
United Factories, Toronto.**Cans.**

Acme Can Works, Montreal.

Builders' Tools and Supplies.Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockery & McComb, Montreal.
Luffkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.**Carriage Accessories.**

Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.

Guelph Spring and Axle Co., Guelph.

Carpet Beateas.

Ontario Metal Novelty Co., Toronto.

Cartridges.

Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.

Greening, B., Wire Co., Hamilton.

Churns.

Downsall Mfg. Co., Hamilton.

Clippers—All Kinds.

American Shearer Mfg. Co., Nashua, N.H.

Clothes Reels and Lines.

Hamilton Cotton Co., Hamilton, Ont.

Clutch Nails.

J. N. Warminton, Montreal.

Cordage.Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.**Cork Screws.**

Erie Specialty Co., Erie, Pa.

Cow Ties.

Greening, B., Wire Co., Hamilton

Cut Glass.

Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.Birkett, Thos., & Son Co., Ottawa.
Claus Shear Co., Toronto.
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
Heinrich's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London,
Eng.
Lamplough, F. W., & Co., Montreal.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.**Electric Fixtures.**Canadian General Electric Co., Toronto.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.**Electro Cabinets.**

Cameron & Campbell Toronto.

Enameled Ware

Kemp Mfg. Co., Toronto.

Engines, Supplies, etc.

Kerr Engine Co., Walkerville, Ont.

Eavetroughs

Wheeler & Bain, Toronto

Fencing—Woven WireDominion Wire Mfg. Co., Montreal.
Owen Sound Wire Fence Co., Owen
Sound.
Banwell Hoxie Wire Fence Co.,
Hamilton.**Files and Rasps.**Barnett Co., G. & H., Philadelphia, Pa.
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Harrington & Richardson Arms Co.,
Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works
Fitchburg, Mass.**Food Choppers.**Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville, Ont.**Furnaces.**

Pease Foundry Co., Toronto.

Galvanizing.Canada Metal Co., Toronto.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co.,
Toronto.**Glass Ornamental**Hobbs Mfg. Co., London
Consolidated Plate Glass Co., Toronto**Glaziers' Diamonds.**Gibsons, J. B., Montreal.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.**Handles.**

Still, J. H., Mfg. Co.

Harvest Tools.Maple Leaf Harvest Tool Co., Tillson-
burg, Ont.**Hoeke Sticks**

Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.Frothingham & Workman, Montreal.
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.**Horse Blankets.**

Heney, E. N., & Co., Montreal.

Horseshoes and Nails.Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capwell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills,
Belleville.**Hot Water Boilers and Radi-
ators.**Cluff, R. J., & Co Toronto.
Pease Foundry Co., Toronto.**Ice Cream Freezers.**Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.**Ice Cutting Tools.**Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.**Injectors—Automatic.**Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.**Iron Pipe.**

Montreal Rolling Mills, Montreal.

Iron Pumps.Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.**Lanterns.**Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.**Lawn Mowers.**Birkett, Thos., & Son Co., Ottawa.
Frothingham & Workman, Montreal.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.**Lawn Mower Grinders**

Root Bros. & Co., Plymouth, Ohio.

Ledgers—Loose Leaf.Business Systems, Toronto.
Copeland-Chatterton Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.**Lithographing.**London Printing & Lithographing Co.,
London, Ont.**Locks, Knobs, Escutcheons, etc.**Peterborough Lock Mfg. Co., Peter-
borough, Ont.
National Hardware Co., Orillia, Ont.**Lumbermen's Supplies.**

Pink, Thos., & Co., Pembroke Ont.

Lye

Gillett, E. W., & Co., Toronto

Manufacturers' Agents.Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.**Metals.**Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Eadie, H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
Lyssaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New
Glasgow, N.S.
Robertson, Jas. Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.**Metal Lath.**Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston,
Ont.**Metal Polish, Emery Cloth, etc.**

Oakley, John, & Sons, London, Eng.

Nails Wire

Dominion Wire Mfg. Co., Montreal.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Paints, Oils, Varnishes, Glass.Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Dods, P. D., & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
Lucas, John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co., Toronto.
Ottawa Paint Works, Ottawa
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson Peary & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal
Standard Paint and Varnish Works
Windsor, Ont.
Stephens, S. C., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint & Glass Co., Winnipeg**Perforated Sheet Metals.**

Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Glauber, Brass Co., Cleveland, Ohio.
Jardine, A. B., & Co., Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson, Jas. Co., Montreal.
Robertson, Jas. Co., Limited, Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope.
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.**Polishes.**

Majestic Polishes, Toronto

Portland Cement.International Portland Cement Co.
Ottawa, Ont.
Hanover Portland Cement Co., Han-
over, Ont.**Razors.**Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.**Poultry Netting.**

Greening, B., Wire Co., Hamilton, Ont.

Printing.London Printing & Lithographing Co.,
London, Ont.**Razors.**

Claus Shear Co., Toronto.

Refrigerators.

Fabien, C. P., Montreal.

Registers.

Pease Foundry Co., Toronto.

Roofing Supplies.Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Wheeler and Bain, Toronto**Saws.**Atkins, E. C., & Co., Indianapolis, Ind
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.**Scales.**Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.**Screw Cabinets.**

Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co.,
Ingersoll, Ont.**Soil Pipe**

McFarlane, Walter, Glasgow

Sewer Pipes.Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.**Shelf Boxes.**

Cameron & Campbell, Toronto.

Shears, Scissors.

Claus Shear Co., Toronto.

Shovels and Spades.Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.**Silverware.**Hutton, Wm., & Sons, Ltd., London,
Eng.
McGlashan, Clarke Co., Niagara Falls,
Ont.**Skates.**

Phillips, Geo., & Co., Montreal.

Canada Cycle and Motor Co., Toronto.

McFarlane, Walter, Glasgow.

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.Nova Scotia Steel and Coal Co., New Glas-
gow, N.S.**Stove Pipe.**

Chown, Edwin, and Son, Kingston

Stoves, Tinware, FurnacesCanadian Heating & Ventilating Co.
Owen Sound.**Stoves, Tinware, Furnaces**Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal
Down Draft Furnace Co., Galt**Stoves, Tinware, Furnaces**Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.**Stoves, Tinware, Furnaces**Howard, Wm., Toronto
Kemp Mfg. Co. Toronto.
McClary Mfg. Co. London.**Stoves, Tinware, Furnaces**Merrick Anderson, Winnipeg
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co., Brockville
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.**Stoves, Tinware, Furnaces**Wright, E. T., & Co., Hamilton.
Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.**Tents.**

Tobin Tent and Awning Co., Ottawa

Turpentine

Deane Mfg. Co., Toronto.

Ventilators.

Harris, J. W., Co., Montreal.

Wall Paper

Pearson, Geo. D., Montreal.

Wall Paper Cleaner.

Gilbert, Frank U. S., Cleveland

Washing Machines, etc.Downsall Mfg. Co., Hamilton, Ont.
The Shultz Bros. Co., Brantford.
Taylor-Forbes Co., Guelph, Ont.**Wheelbarrows.**London Foundry Co., London, Ont.
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Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.**Wholesale Hardware.**Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.**Wholesale Hardware.**Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.**Window and Sidewalk Prisms.**

Hobbs Mfg. Co., London, Ont.

Wire, Wire Rope, Cow Ties,**Fencing Tools, etc.**Banwell-Hoxie Fence Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mfg. Co., Montreal**Wrapping Papers.**Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen
Sound
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont**Wrapping Papers.**Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.**Wringers**

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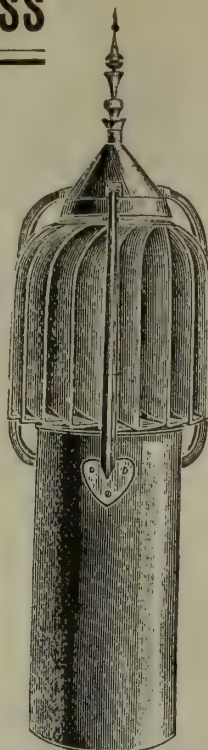
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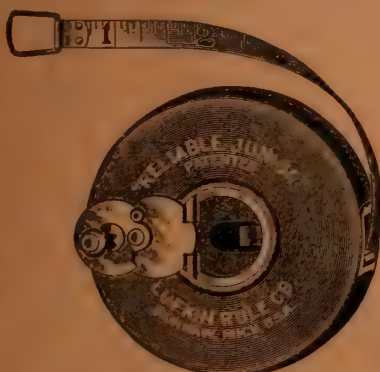
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HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, MAY 4, 1907

NO. 18.

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Lawn Goods

LAWN

MOWERS

The best makes, all sizes
The Matchless (Ball Bearings)
The Spider (Ball Bearings)

Pennsylvania,
Woodyatt
and Star



Garden Hose (all sizes)

IRON

LAWN VASES

all sizes and shapes, just the
articles needed to make the
lawns look well in the summer.

GRASS

CATCHERS

Suitable for all sizes and makes
of mowers with canvas or
galvanized bottoms.



Hose Nozzles

LAWN SEATS

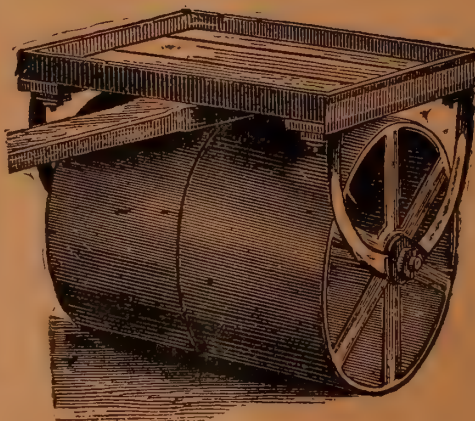
All kinds of Lawn Seats in
Iron or Wood, painted or var-
nished, suitable for public or
private lawns.

GARDEN

BARROWS

All sizes,

with loose or fast sides and
Iron Wheels.



No. 2. Lawn Roller

24 inches wide. Made in two sections, 20 inch
diameter, weight 265 lbs.

HAMMOCKS

Good serviceable sizes with
Pillow and Vallance, all colors.

WRITE FOR PRICES.

RICE LEWIS & SON

LIMITED

TORONTO.

A PERFECT SYSTEM MEANS NO LOSS

A loss in time, labor and money indicates a fault in the System.

THE CRAIN CONTINUOUS SYSTEMS

will save time, will save labor, therefore must save money.

You are so taken up with the details of your business that you crowd the most important part of the business — the book-keeping. Then why not make this all-important part of your establishment, simple, accurate and time-saving?

The Crain Monthly Account System with one writing will keep your accounts up to the hour. With it accounts are always ready to hand out. It is only half the labor and costs no more. Then why not have the best?

This is only one of the many Systems we manufacture but it is the all-important one for the busy merchant or manufacturer who has accounts to render.

Write us for particulars.

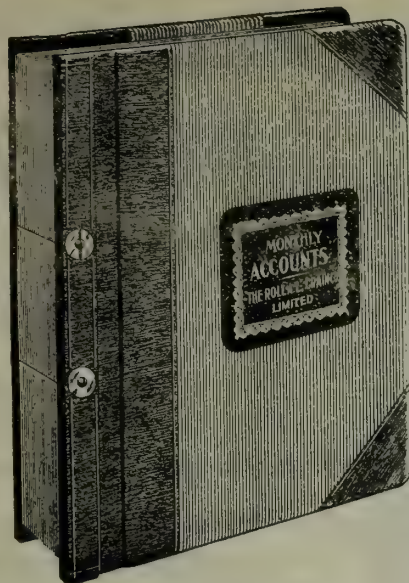
THE ROLLA L. CRAIN CO., Limited

OTTAWA, CANADA

TORONTO, 19 Toronto St.,

MONTREAL, Alliance Bldg.,

WINNIPEG, Nanton Block.



Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sar-jent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sarjent's Front, Store Door and Inside Locks

Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,

Wholesale Hardware

LIMITED

OTTAWA, ONT.



American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

**SOMETHING ENTIRELY NEW
— NEVER DONE BEFORE.**

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the

other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank.

One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the Automatic Twin Scrapers by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS



ICE CREAM FREEZERS THAT SELL



THEY ARE

Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

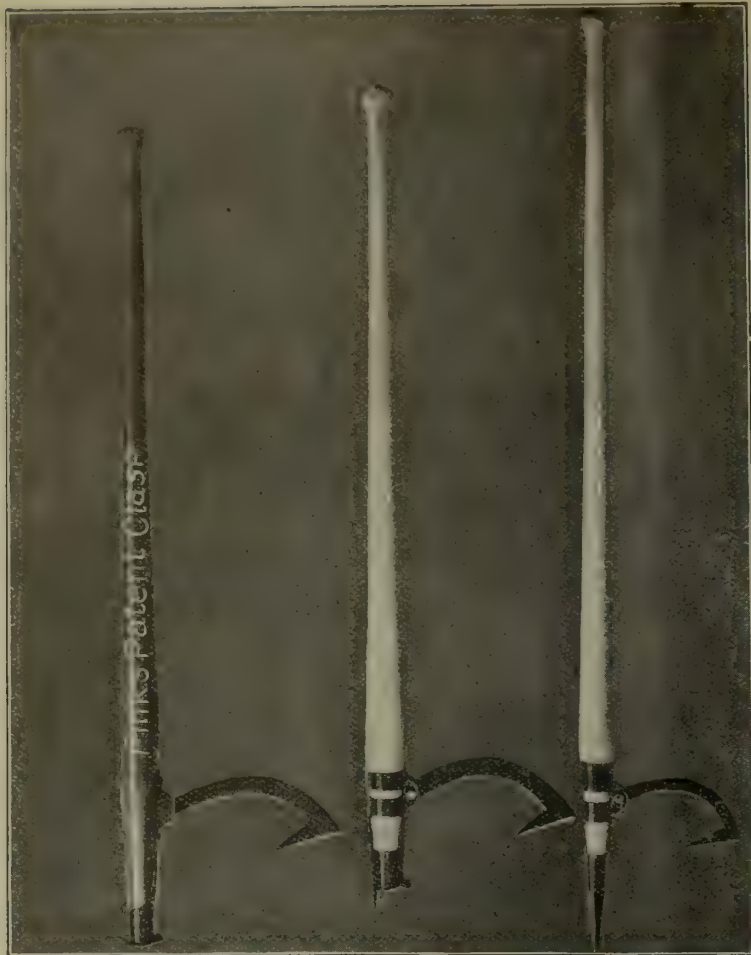
THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results

North Bros. Mfg. Co.

Philadelphia, Pa.

Send for Catalog.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO

HARVEST TOOLS



WHEN A FARMER BUYS A FORK

the first thing he does is examine the handle—if that is all right you are pretty sure of the sale.

BEDFORD HARVEST TOOLS

have all the good quali-

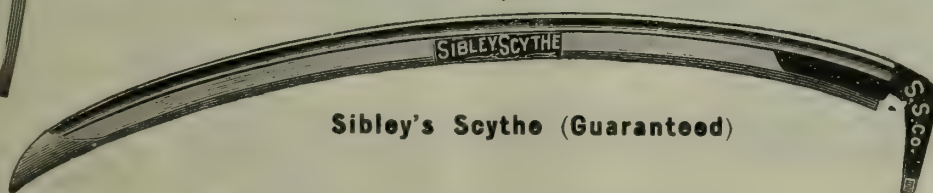
ties as to material, temper and finish of the steel parts, and are neat and attractive in appearance.

The handles are of clear, second growth, large grained stock, nicely waxed and polished.

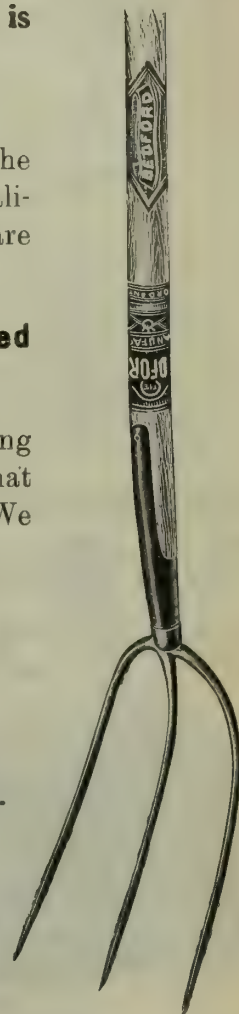
If you buy this line of tools you will have no trouble in selling them at a good price. Send us a sample order and compare what we will ship you with what you have been buying elsewhere. We are sure that we will get your future requirements.

THE PRESENT DEMAND IS FOR A HIGH-GRADE SCYTHE

If you want something good, we recommend those made by
The Sibley Scythe Co., North Newport, New Hampshire, U.S.A.



Sibley's Scythe (Guaranteed)



WE GIVE YOU AN ABSOLUTE GUARANTEE WITH EVERY ONE YOU BUY; that is,—if through any cause in the manufacture or material of this scythe it is not entirely satisfactory, we will replace it with a new one without charge. Don't take the "just as good kind" that are being offered for sale—the price is higher and they are "not as good."

IF YOU SEL' SCYTHES, BUY SIBLEY'S

LEWIS BROS., Limited

TORONTO
OTTAWA

MONTREAL
WINNIPEG

CALGARY
VANCOUVER

Consumers Cordage Co.,

LIMITED

Manufacture every variety of

CORDAGE

PACKING

BINDER TWINE

LATHYARN

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

MacGOWAN & CO., Vancouver.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The Standard Wickless Blue Flame Oil and Gasoline Stoves



Absolutely the cleanest, safest and most easily operated Stoves on the market to-day.

Lights like gas—simply turn on the **oil and apply the match.**

Catalogue shows full line of these stoves. Mailed on application.

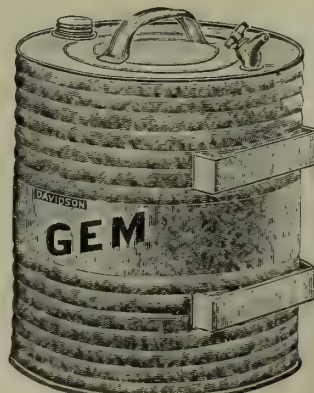
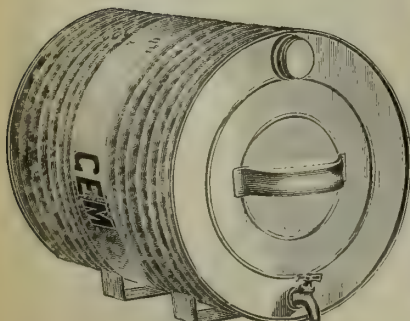
THE GEM OIL TANK

(IMPROVED STYLE)

HOLDS 5 GALLONS

The advantage of this Tank is that it can be carried upright in a waggon, and the tap being then on the top is not in the way. There is therefore no risk of the tap being accidentally opened or knocked off and the oil spilt.

Placed on its Side (as illustrated), on table or shelf at convenient height, it is always ready for use and makes the filling of lamps an easy task.



(Body galvanized after being made up.)

Fitted with Special Dripless Kerosene Tap.

The THOMAS DAVIDSON MFG. CO., Ltd.

MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only
Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale
Only



Whiffletree Hooks



Ironed Waggon Neckyoke



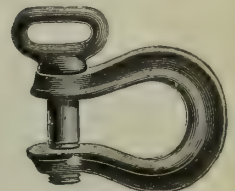
Ferrules and Rings



End Clevices



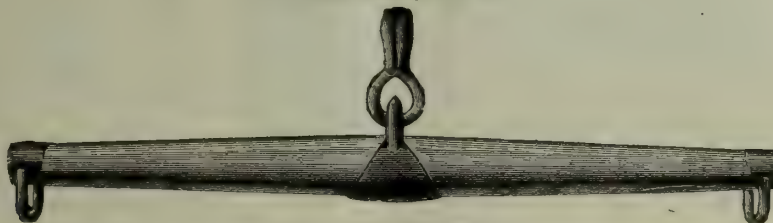
Wrought Neckyoke Iron



Plow Clevices



Ferrules and Hooks



Ironed Plow Singletrees



Ironed Waggon Singletrees



Ferrules and Hooks



Heavy Round and Oval Whiffletrees, Second Growth Ash



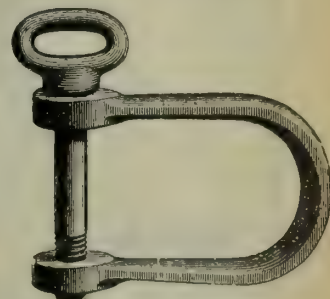
Heavy Doubletrees, Second Growth Ash, 2 x 4 x 48
" " " " " 2 x 5 x 48
" " " " " 2 x 5 x 60



Centre Clips and Rings



Heavy Team Neckyoke, Second Growth Ash



Malleable Clevices

For fuller description see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

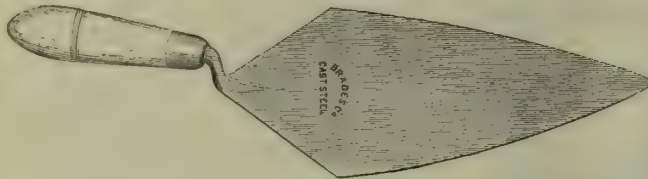
We Ship promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

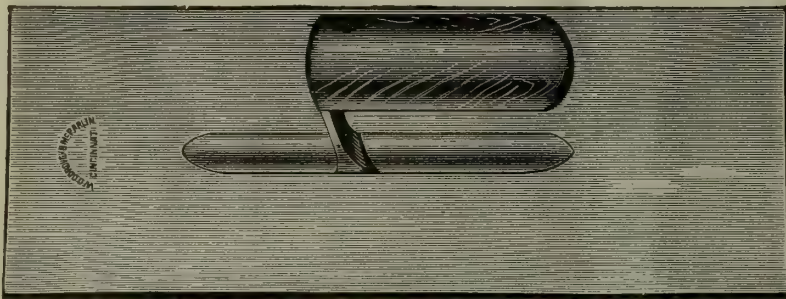
FROM EVERY TOWN

come reports of greater activity in the building trades than ever before. Reports of large increases in building permits issued over previous years are frequent. Building activity means many dollars spent on tools of all kinds. The best tools attract the best trade and the best workmen.



No. 2159. Brades' New York Pattern Brick Trowel

We keep all the best makes of trowels. In brick trowels all tastes can be suited with Disston or Rose, Philadelphia pattern; or Brades' London or New York patterns.



No. 180. Cincinnati Pattern Plastering Trowel

In plastering trowels the lines to handle are Disston, Woodrough & McParlin, Shurly & Dietrich, and Boker.

We keep a large range of sizes in all these makes.



No. 158. Mortar Hod. Weight, each, 11 lbs.

Steel brick and mortar hods are lines you can sell. They are lighter than wood and non-absorbent. Another advantage is their low price. Your local contractors will buy them.



No. 162. Brick Hod. Weight, each, 8 lbs.

F. & W. Hardware Montreal



FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA

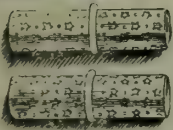
NO MORE DULL RAZORS

— THE BEST IS CHEAPEST. —

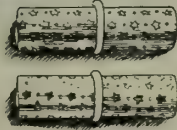
FOR A DULL RAZOR

— use —

KEEN EDGE



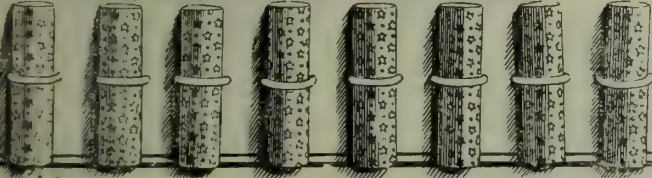
15c.



Will Sharpen the Dullest Razor or Pen-knife.

Warranted not to Injure the Strop or Blade.

— DIRECTIONS WITH EVERY CAKE —



Keen Edge sharpens the dullest Razor in two minutes.

It takes the **pull** out and imparts a keen, smooth and lasting edge, **no** smarting or irritation after shaving, leaves the skin clean and cool, makes shaving a luxury, and keeps the Razor **always ready** for instant use. It saves honing, **never** hardens or spoils, keeps the strop soft and pliable, and is indispensable to any man who shaves.

You have heard of other razor preparations that have not given satisfaction. Have you **ever** heard of **Keen Edge** failing to sharpen any razor to perfection? There is no other razor preparation "just as good." **Keen Edge** sells best, pays the retailer the best, and is the best. **Keen Edge** is put up on handsome cards, and sells itself. Price, \$8.00 per gross.

Write to-day for sample lot. Do not delay, do it **now**.

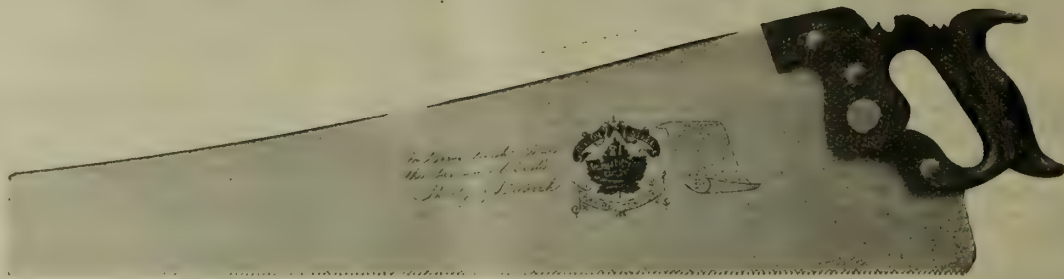
*Largest Assortment Razor Strops in Canada at All Prices.
See Travellers' Samples.*

Gillette Safety Razors Now in Stock

Caverhill Searmont & Co

MONTREAL, WINNIPEG and OTTAWA

Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted, Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



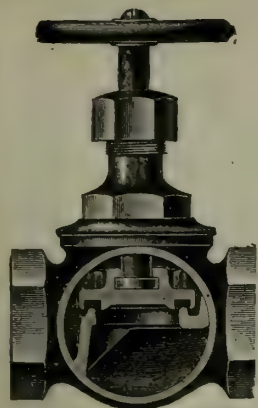
No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

GALT, Ontario



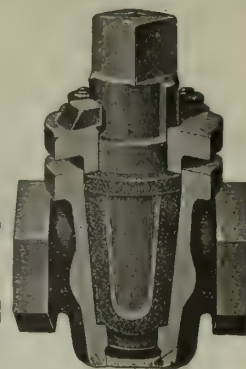
TWO WORLD LEADERS

Fairbanks
Brass Globe Valves

Fairbanks
Asbestos Packed Cocks

The Canadian Fairbanks Co., Limited

Montreal Toronto Winnipeg Vancouver



SIMPLE

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

DURABLE



RELIABLE

STYLE F.

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

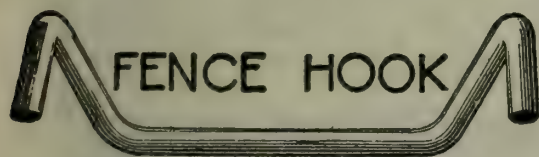
DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING,
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.

LONDON, ONT.

PRIEST'S CLIPPERS

Largest Variety
Tollit, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Weibusch & Hilger, Limited special New York
representatives, 9-15 Murray Street.

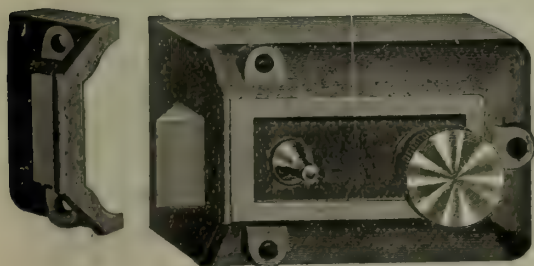
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks,
Inside, Front Door, and
Store Door Sets, also full
line High-class Builders'
Hardware.

Sold by all Leading Jobbers
in the Dominion.



Cylinder Night Latch, No. 108.



SAFEGUARD YOUR PROFITS--MR. DEALER

Every hardware dealer should make room for an effective display of gas ranges, and he should do it now. **THE OXFORD GAS RANGE** should occupy a prominent place on your floor because it gives complete satisfaction and assures the paying trade—the trade most Dealers strive hard to gain and hold.



The Oxford Gas Range

"B" Series

has many devices and exclusive features which make for range perfection. These captured the trade while the superiority of The Oxford Oven construction won the women of Canada. **THE OXFORD GAS RANGE** means the maximum of pleasure obtainable in cooking through the hot days of summer and the wise Dealer will not ignore this source of profit.

Our literature tells an interesting Profit Story. A Post Card brings it.

The Gurney Foundry Company, Limited

Toronto

Winnipeg

Vancouver

Hamilton

and

London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.

THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta



Facts For The Man Who Wants More Business

More Empire Queen Ranges have been sold during 1907 than any other make on the market.

Hardwaremen have netted more profit, direct and indirect, by selling Empire Queens than by selling any other range. The reasons are obvious to all practical men. The

"EMPIRE QUEEN" RANGE

embodies the best features of all first-class ranges, and, as you know, its exclusive features place it in a class by itself. The trade that pays demands that you stock the Range that looks well, cooks well and sells well. That's The Empire Queen Range.

Let's mail you interesting information.

The Canadian Heating & Ventilating Co., OWEN SOUND, ONT. LIMITED

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

The Abercrombie Hardware Co., Vancouver, B.C.

"Cement Laundry Tubs and Plumbing Supplies"

Manufactured by

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.



It's a Big Jump

from little New Zealand to big Canada, but

Capewell Horse Nails

form a silver chain which spans any distance.

Motueka, Nelson, New Zealand

The Capewell Horse Nail Co.,

Gentlemen:—I have used the Capewell nails for three years and find them the strongest and best driving nail I have ever used.

E. A. KNAPP, Jr.

Delhi, Ont., Mar. 20, 1907

The Capewell Horse Nail Co.

Gentlemen:—I have used horse nails for over Forty Years. I have used all makes and I consider that the Capewell Horse Nail is the best ever made; easy to drive; holds the shoe better than any other nail and gives my customers perfect satisfaction.

JAMES W. CROSIER

Samples, Prices, Catalogue and 1907 Calendar free on request.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch: WINNIPEG, MAN.



DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL

TORONTO

WHAT ABOUT your orders for ANNEALED HAY BALING WIRE?

Between seasons each year we have a considerable demand for Hay Baling Wire. The demand this spring has already started and we expect quite a rush during the month of May. By sending us your specifications at once we can make prompt shipments.

THE QUALITY OF OUR HAY BALING WIRE IS AI

Proper Heating Essential

Tensile strength, great durability and facility in welding depend on the treatment of the metal in the furnace.

Only experts handle the iron in the London Mills' Furnaces. This is the secret of the regularity of its good quality.

A trial order will make you a regular customer.

London Rolling Mills
London, Canada.



Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG MAN.

AND AT BRANDON, MAN.

Square your Accounts

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

**WORK AND
PRICES
RIGHT**
GALVANIZING ONT
WIND
ENGINE & PUMP CO.
TORONTO, ONT. LIMITED

Don't Forget the Name...

**NEWMAN'S INVINCIBLE
FLOOR SPRINGS**

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.



ATKINS SILVER STEEL SAWS

are the most profitable Saws to sell. Because they satisfy your customer and bring him back to YOU. Good mechanics appreciate them and buy them. The best Dealers everywhere sell them. Write for details and catalogue.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Branches—Toronto, Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle.

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,**

Wellsville Polish, Range Steel,

Wood's "A" Planished Iron,

**Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

AXE HANDLES

Shrewd dealers are aware that there is a comfortable profit in the famous brands of Axe Handles

**"Empire," "Imperial"
"Champion"**

Then they assure the satisfied customer and build up the paying trade. Can you supply the demand?

J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

Limited

**FOOLS SELL THE CHEAPEST,
WISE MEN THE BEST**



THE BEST

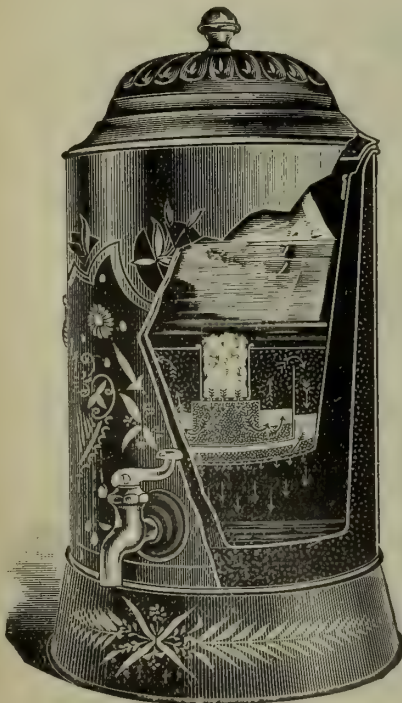
*Being supported by good and liberal advertising among the
actual users of saws*

SPEAR & JACKSON, LIMITED

ÆTNA WORKS

SHEFFIELD, ENG.

The
Buffalo Manufacturing Co.
Buffalo, N.Y.



Write for Catalogue

When you get our
goods you know you
get **THE BEST**.

We manufacture

**Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.**

All High Grade and
exceedingly present-
able.

Represented by
H. F. McINTOSH & CO.
34 Yonge St.
TORONTO, - ONT.

**RUBBER TIRE APPLYING
Machines**



Also
**DRILLING
MACHINES,
FORGES,
FOOT VISES,
TIRE
BENDERS
and
UPSETTERS,
TUYERE
IRONS,
WAGON
SKEINS,
WHEEL-
BARROWS**

Mfg. by

The London Foundry Co.
London, - Canada

MR. DEALER!

You are in the Hardware business for dollars and cents. Therefore it pays you best to stock high-grade goods. We manufacture rifles for the money we get out of the game. Hence it pays us best to make the

HAMILTON RIFLES

just some better than the next best. **Hamilton Rifles** are constructed of **specially rolled steel** and every inch is closely scrutinized before the metal can enter our construction rooms. There are three models, numbered as follows:

No. 15 sells at \$2.00

No. 19 sells at \$2.50

No. 23 sells at \$3.50

Write to us for interesting facts!

THE HAMILTON RIFLE CO.

Dept. 71

Plymouth, Mich.



Can. Feb. 27, 1889

Stuffy Rooms and Deadly Air

can be avoided by ventilators. Mine is guaranteed to work all the time and give satisfaction. Fix up your chimneys. Write to-day for particulars about the best seller on the market.

CAUTION—Beware of imitations; any with Fan or Wheels in the inside to block the interior not genuine

G. D. Pearson Co., Montreal.

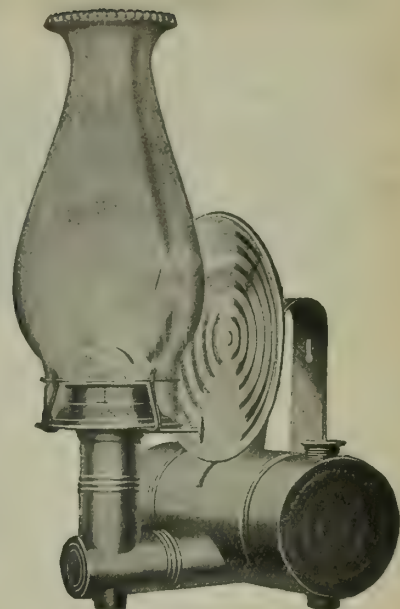
Dear Sir,—The three eighteen-inch Cone Rotary Ventilators you put on the stable and storage have given the best satisfaction and can safely recommend them to anyone wanting a really good ventilator.

JOHN ATKIN, Brewer,
per C. H. Wallace.

Bell Telephone
East 2108

GEO. D. PEARSON & CO., Office and Works: 17 Pontiac Street, MONTREAL

Montreal, Aug. 1st. 1894.,



NEW SETTLER'S COMBINATION LAMP

GIVES

BRIGHT, STEADY LIGHT

Can be placed on the table or hung on the wall.

SUPPLIED

With **CANADA Burner** or **BING GLASS CONE SECURITY Burner**. *Attractively Finished*

IT'S A DANDY SELLER!

Write your jobber. He can supply them

MANUFACTURED BY

**The Ontario
Lantern & Lamp Co.**

LIMITED

HAMILTON, ONT.



Have you ordered

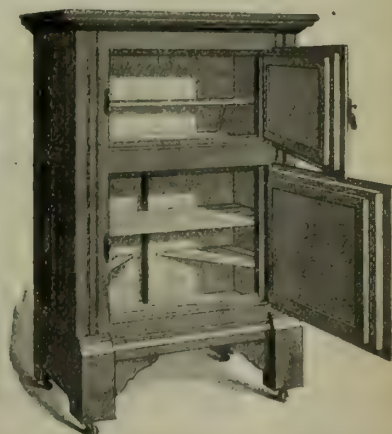
REFRIGERATORS ?

If not, let us quote you prices

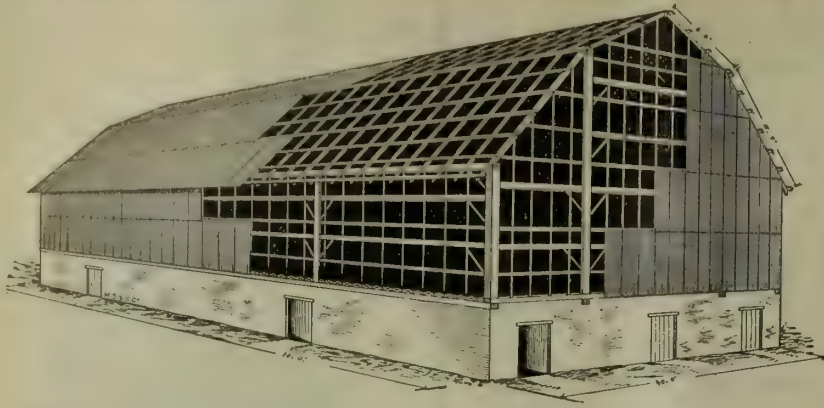
We make the best lines sold to-day

Ask for our 1907 Catalogue.

C. P. FABIEN, Montreal, Canada



HOW ABOUT BARN ROOFING?



Barn-building season is here. Are **you** selling **your** share of

"ACORN QUALITY" CORRUGATED SHEETS?

If not, remember that we are anxious to help you with our live advertising and energetic salesmen, backed by genuinely high-class goods. If you have ever dealt with us, **you know** that

"WE WORK WITH THE TRADE"

THE METAL SHINGLE and SIDING CO., Limited
PRESTON and MONTREAL

SALES AGENCIES:

ST. JOHN. N.B.
Emerson & Fisher, Ltd.

QUEBEC
J. A. Bernard.
WINNIPEG
Clare & Brockest.
VANCOUVER, McLennan, McFeely & Co., Ltd.

CALGARY
Ellis & Grogan.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 151 Toronto St., Toronto. 465 Temple Building, Montreal.

Persons addressing advertisers kindly mention this paper.

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.



H. & C. No. 100.

Young Man! Do You Want to Make a Profitable Change?

"A rolling stone gathers no moss," but it acquires a shine that enhances its value—where it has value to begin with.

Knowledge wins your business. Knowledge is the result of intelligent experience. To gain enough experience to make one's services valuable it is necessary to make a change occasionally. But take no chances. State what sort of position you desire in the want columns of Hardware and Metal, and you are practically assured of a profitable change.

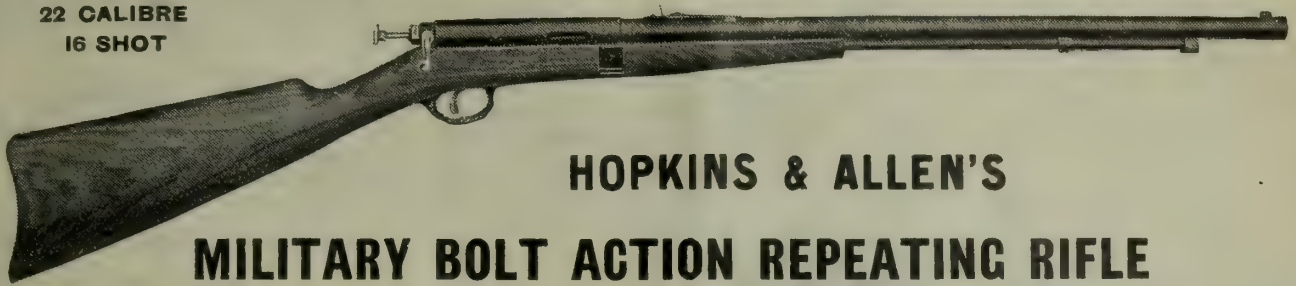
Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion and 1c. per word for subsequent insertion. Box numbers 5 cents extra. Write or phone our nearest office.

HARDWARE and METAL, Toronto, Montreal, Winnipeg

For Sale. Have you anything for sale which any Hardware Merchant, Plumber, Stove and Tinware dealer would be interested in? Advertise in our "want ad." column. It will bring results. **Hardware and Metal, Montreal, Toronto, Winnipeg.**

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

**\$8²⁵
LIST**

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

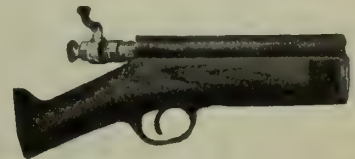
PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.



Shows Bolt Drawn Back—Position for Ejecting Shells.



THE POSTED DEALER KNOWS

that **H & R** gives greatest revolver value for the money. The new



Model
1906

H & R DOUBLE ACTION REVOLVER MODEL 1906

is no exception to the rule. It is surprisingly good for the price. Surprisingly cheap for so good a revolver. Is a thoroughly well made, durable and serviceable arm. Light in weight, only ten ounces, and small in size, it is particularly adapted for those who desire a safe and efficient revolver at a moderate price.

Specifications

22 Calibre, Seven Shot. Rim Fire, Double Action; 2½ in. Barrel. Finest Nickel Finish. Also made with 4½ in. and 6 in. barrel.

The Celebrated **H & R Hammerless** is always a good seller. Write for Catalog of Revolvers and Single Barrel Shot Guns.

H & R
Greatest
Revolver
Value for
the
Money

HARRINGTON & RICHARDSON ARMS CO.

314 Park Ave.,

- Worcester, Mass.

PAROID ROOFING

"THE TIME TESTED KIND"



Plant Steamship Co.'s Wharves, Halifax, N.S., covered with Paroid.

Let us tell you about our advertising plan which will bring customers to your store for other things as well as Paroid. Sign your name to a postal to-day—the best roofing season of the year will soon be here.

F. W. BIRD & SON, Makers

Established in U.S.A. 1817

Factory at HAMILTON, ONT.

Offices at Winnipeg, Man., and Hamilton, Ont.

Dealers all over Canada and the United States doubled their sales on Paroid last year. Our new advertising plan promises to make a bigger increase for them this year. Paroid is used by the leading railroad systems, manufacturers and farmers throughout Canada. It has stood the test of time and that's the test that tells.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND



THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



Auto Spray

Compressed-Air Automatic

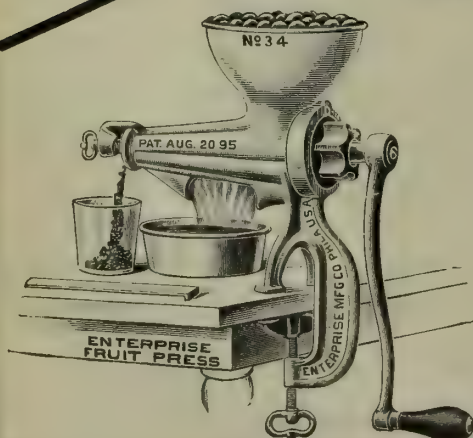
Best hand sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT

Sole Agents for the Dominion

Don't wait for people to ask you for seasonable things before you order them—things that you ought to be showing. Lead the demand, don't follow it.

SHOW YOUR "ENTERPRISE"



Just now show the Enterprise Fruit, Wine and Jelly Press and Enterprise Cherry Stoner. The demand will be great, and the dealer with the most "Enterprise" will capture the most cash. Order from jobbers. Write us for complete catalogue and advertising matter for store use.

The Enterprise Manufacturing Co. of Pa. Philadelphia, U.S.A.

10 Warren St., New York City

436 Market St., San Francisco, Cal.

Let us Help You Increase Your Business

Why not **go after**
and get the fire brick
trade in your locality?

Our expert informa-
tion is at your com-
mand and will enable
you to make this a pay-
ing line.

Make this one of
your resolutions and
KEEP IT.

Francis Hyde & Co.

Contractors
and
Foundry Supplies
31 WELLINGTON ST.
MONTREAL

List your "Wants" with us and see how
quickly we'll satisfy them.



QUALITY, FINISH, DESPATCH

MANUFACTURERS

Cutlery, Electro Plate and Solid
Nickel Silver Flatware

The **McGLASHAN, CLARKE CO., Limited**
NIAGARA FALLS, CAN.

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.



CANADA PAPER CO.

LIMITED

Toronto

Montreal

Windsor Mills, Que.



Don't Stop to ask your neighbor, lift
the load yourself with
**The Burr Self-Locking
Tackle Block** Saves the labor of two or three
men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio



**Cap Screws, Set Screws,
Machine Screws, Cold Pressed
Nuts, Studs, Coupling Bolts,
Special Milled Work, etc.**

CANADA FOUNDRY COMPANY
LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Roseland



OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS "SUPERIOR"

FARLEY WORKS, SHEFFIELD, ENG.

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help
every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot
duplicate elsewhere. **ALL MONEYMAKERS.**

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL

TELEPHONE M 557

"MAXIMUM LIGHT GLASS"*Samples and particulars supplied on application.*

A residence in the West End of London became vacant because the tenant was not satisfied with the Daylight conditions of ONE ROOM. It was always necessary to burn gas (a continual expense). The property was vacant for one year. Of the 31 parties who viewed same, 27 complained of the lack of Daylight in this room.

Owner's loss in rent, one year £186 0 0

Someone spoke of the benefits accruing from the use of "Maximum Light Glass."

Argument No. 183

Owner thought of suggestion for one month; Loss in Rent £15 0 0

£201 0 0

Maximum installed as follows:

6 sqrs. 30 x 18 ins., 15 ft. @ 1/6 £1 2 6

This property was let soon afterwards, in fact so soon that the return for rent the second year was £183 0 0

Can you see Argument No. 183?

MAXimum Light Window Glass Co.**Hobbs Manufacturing Co., Limited***Sole Canadian Agents*

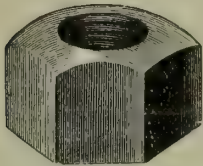
London

Toronto

Winnipeg

**Dark Interiors
ALWAYS Made Light**

when this Illuminating Glass is used.

**The John Morrow Screw, Limited**

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO

CELEBRATED

HEINISCH SHEARSTailors' Shears,
Trimmers' Shears,
Tinnern's Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.NEW YORK OFFICE, 188 Chambers St.
NEWARK, N.J., U.S.A.

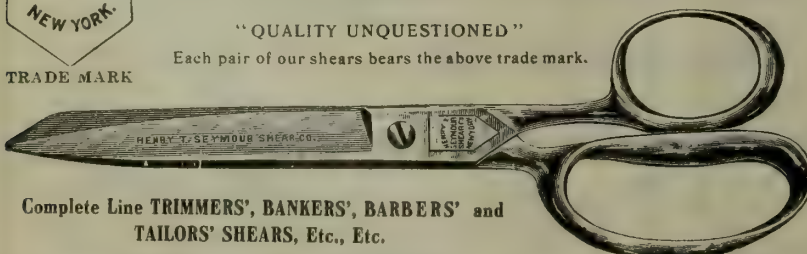
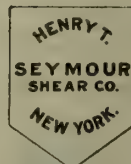
TRADE MARK

SEYMOUR SHEARS

have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

Complete Line TRIMMERS', BANKERS', BARBERS' and
TAILORS' SHEARS, Etc., Etc.**HENRY T. SEYMOUR SHEAR COMPANY**

TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents**COVERT MFG. CO.**

TROY, N.Y.

DERBY SNAP

With Plated Rust Proof and Guarded Springs

"The Latest and Best."

For Sale by all Jobbers at Manufacturer's Price

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.
OF ONTARIO, Limited.Water Proof Floors for
Malt Houses, Brew-
eries, Slaughter Houses,
Cheese Factories, Cel-
lar, Stable Floors, etc.Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for
Septic Tanks.**GALVANIZING
AND TINNING**
THE CANADA METAL CO.
TORONTO, ONTARIO.**"The Tool Holder People"****ARMSTRONG
BROS. TOOL CO.**Manufacturers of Armstrong Patent Lathe and Planer
Tools and other machine shop specialties.

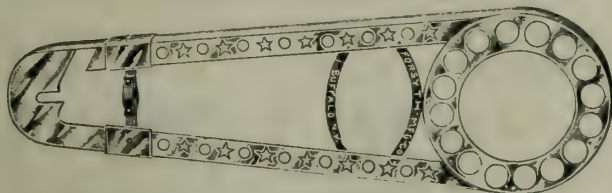
106 N. Francisco Ave., CHICAGO, ILL.

Persons addressing advertisers will
kindly mention having seen this adver-
tisement in Hardware and Metal.

"THE FORSYTH" METAL CHAIN-GUARDS

Another constituent of The Wise Buyers' line and especially right now.

This Guard is made in sections and being rivetted together assures enough elasticity to prevent the twang so common in the one-piece Metal Guard.



You should certainly have our catalogue. There's a man in your town going to make lots of money this season. That man will be our agent and should be you.

Montreal Representative—W. F. CANAVAN, 13 St. John St.

The Forsyth Mfg. Co.

Buffalo, N.Y.



THE ORIGINAL

"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



MODEL REFRIGERATORS



The Model is a moderate priced refrigerator, but compares favorably with the more expensive lines, and is much better value for the money than many of the so-called high-grade refrigerators.

It is made of hard wood, finished in golden oak; has heavy solid bronze locks and hinges and is lined with zinc, while the insulation is superior to many of the higher-priced refrigerators.

Made of Hard Wood. Perfectly Constructed. Saves Ice.

We are also Canadian Agents for the celebrated "Leonard Cleanable" refrigerators. We can supply these promptly in all styles and sizes.

Our "Iceberg" is a cheaper line than either the "Model" or "Leonard" but is splendid value for the money.

Special Catalogues on all lines sent on request.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

"EVERYTHING FOR THE TINSHOP"

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON



CHAIN

Proof, B.B., B.B.B., Cable, Stud Link, etc.

This Chain is manufactured from A SPECIAL GRADE OF SOFT STEEL by a reliable maker, and not bought in the open market.

JAMES BARBER, Era Works, Sheffield

HIGHEST GRADES OF

**TABLE and POCKET CUTLERY
RAZORS, CARVERS, Etc.**

J. H. ROPER

CANADIAN REPRESENTATIVE

82 St. Francois Xavier St., - MONTREAL



A PERMANENT INVESTMENT

That fence was built for the man who believes in a permanent investment. We have improved the

“DILLON”

HINGE-STAY FIELD FENCE

until it is easily the best by any test ever placed on the market. Besides, there's money in the “DILLON” for the Dealer. We have news for you.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

COAT ON COAT

You can Alabastine on ALABASTINE, but you cannot kalsomine on kalsomine, nor paper on paper, at least it is a very unhealthy practice to do so. Kalsomines, however named, will rub off and have to be washed off before a second coat can be applied.

ALABASTINE can be recoated many times—each coat an added improvement on the previous one.

ALABASTINE is permanent. Sets and hardens on the wall and improves with age.

ALABASTINE is the best selling proposition in the line in Canada. The sales this season have exceeded our most sanguine expectations, and we have had to run our factory night and day to fill orders.

Our newspaper and magazine advertising, now running, is producing great results.

A well-assorted stock insures good sales. Be sure and order before you are entirely out, direct or through your nearest jobber.

The ALABASTINE CO., Limited, PARIS, Ont.

THE REASON WHY



The enlarged diagram above tells the story.

If you examine it you will notice that it is composed of five different layers.

In fact, Amatite is made on a different principle from any other roofing. Instead of a smooth skin coating *made to receive a coat of paint*, Amatite has a rough surface of small particles of hard silicious rock, such as seen in quartz or other hard stone when examined under a microscope.

This mineral surface is chosen for its weather-resisting qualities, and does away *absolutely* with *painting and coating*.

Underneath the mineral surface are alternate layers of long fibre,

wool-stock felt of the best grade, and between each sheet and under the mineral surface on the top is a layer of specially prepared Coal Tar Pitch, *the greatest waterproofing material known*

This short description will give you some idea of how carefully Amatite is constructed and what effective protection it will give against weather of all kinds.

FREE SAMPLE

The best proof, however, is to see a Sample, which we will send to anyone free upon receipt of name and address. Write to nearest office.

Barrett Manufacturing Co.

New York Chicago Cleveland Allegheny Kansas City
St. Louis Boston Minneapolis Philadelphia
New Orleans Cincinnati London, Eng.

PATERSON MANUFACTURING CO., LTD., Canadian Agents, TORONTO and MONTREAL

Telegraphic Address:
"MADDERETTE, LONDON"

W. J. COWAN AND SONS

Fine Colour Manufacturers

Works:

Hague St., Bethnal Green, London, E.

SPECIALTIES

Blues, all shades and qualities
Chromes, " " "
Greens, " " "
Imitation Vermilion and Carmine
Lakes

Also all colours made from

Aniline, Cochineal, Madder, Wood Extracts,
Lithol, Parantraniline, Etc.

REPRESENTATIVE

WM. O. GREENWAY

13 ST. JOHN ST., - MONTREAL

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brands:

Best Coke or Charcoal "Rhyd"
Good Charcoal "Edith"
Second Charcoal "Sawel"
Best Charcoal "Dryw"

We are ready to offer the Canadian Trade
very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

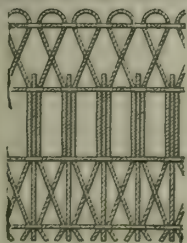
Please mention above brands in your indents
and inquiries.



The Finest Family
Polish on the market.

BLACK JACK

AT YOUR JOBBERS'



ORNAMENTAL WIRE LAWN
FENCE. Sold in Rolls
With or without posts
and rails.

You can sell our
Wire and Iron Fences, Gates, Lawn
Seats, Vases, Trellises
and other specialties for Lawns and
Cemeteries from Catalogues.

Send for Booklets and Price Lists of these
seasonable lines.

Dennis Wire and Iron Works Co.

Limited

LONDON, ONT.



WIRE AND IRON
GATES

Extra Quality
Special Prices to
the Trade

Buy the Best.

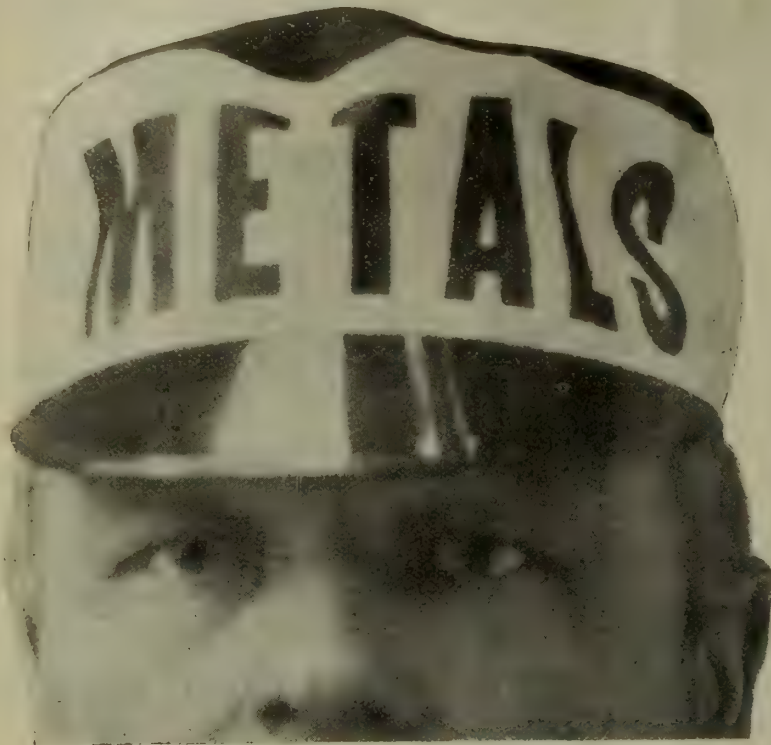


HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

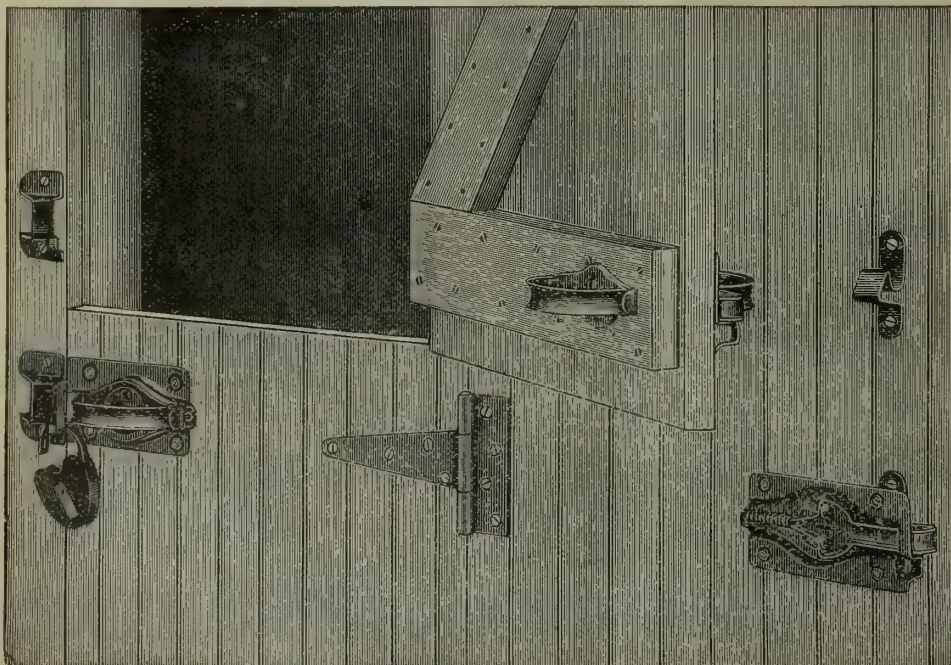
For Sale by all Wholesale Dealers.



Babbitt,
Solder,
Lead Pipe,
Etc.

The
Canada Metal Co.
Limited
TORONTO

IT'S A LATCH THAT EVERY BARN NEEDS



WHITCOMB

**STEEL
BARN
DOOR
LATCH**

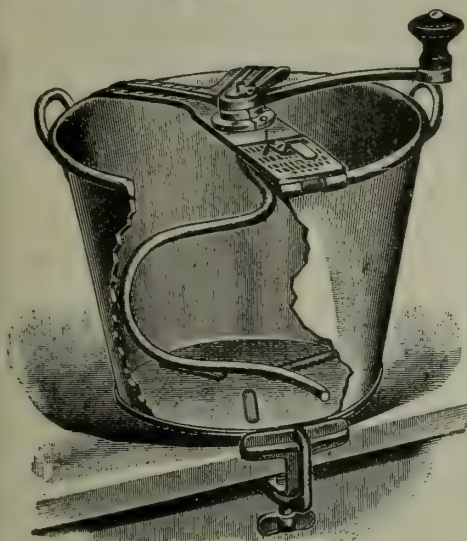
It is convenient; it is strong :
it is durable; it is adapted to any
thickness of door; and harness,
etc., will not catch on it. Fully
guaranteed.

Get a sample and see what an
excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers
of PATENTED SPECIALTIES BY CONTRACT
ALBANY, WISCONSIN, U.S.A.

"General Bread Maker"



"General" does the mixing and kneading of the dough in three minutes. The dough is not touched by the hands at all.

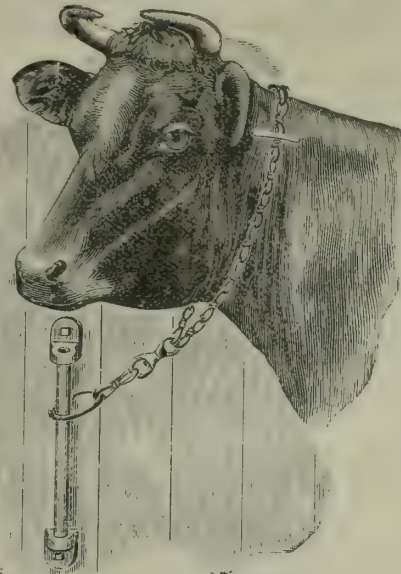
The No. 4 "General" has a capacity of from four to six loaves of bread.

The No. 8 "General" has a capacity of from six to ten.

Write for particulars and price list.

SHIRREFF MFG. CO., BROCKVILLE

**GREENING'S
GREENING'S**



**PATENT
COW
TIES**

These cow ties have stood the test for years.

Undoubtably the best and strongest on the market.

It will pay to handle only the best.

A complete line of all sizes ready for shipment.

**For Sale
By All Jobbers**

THE B. GREENING WIRE CO.,

LIMITED

Hamilton, Ont.

Montreal, Que.

Mr. Dealer! We want you to enter **a Community of Interests**—not in railroads—but in **Barrows**. We are contractors. Not being able to buy a barrow which would stand the wear and tear of our business, we manufactured one that would. Friends in the same business placed orders with us because our

BARROWS

made good. The demand keeps on jumping. Mr. Dealer, we want you to place your order with us for a sample barrow—the same as shown in the cut. Test it. Have your friend the contractor test it. If it does not satisfy—ship it back at our expense.

One man in your town is going to make money out of our barrows. Are you going to be that man?



The Schultz Bros. Co., Brantford, Canada



THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN Incorporated 1851
ASSURANCE
... COMPANY.

FIRE
AND
MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000



Income for 1906, over 3,609,000

HON. GEO. A. COX, President,

W. R. BROCK, Vice President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

 **Money** 

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

Confederation Life
ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMARCA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN MC EWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO.

JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR.

RENFREW, ONTARIO

The most popular Hotel in the Ottawa Valley.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress.

HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave.

Private Board \$12 to \$14 per week.

Open Nov. 1.

Closes in May.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	- - - - -	1,400,000.00
ASSETS	- - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	- - - - -	29,833,820.96

THE METROPOLITAN BANK

Capital Paid Up,	- - -	\$1,000,000
Reserve Fund,	- - -	\$1,000,000
Undivided Profits,	- - -	\$ 133,133

GENERAL BANKING BUSINESS

We
Solicit
Your
Account

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit
of one dollar and upwards.

What the "American Exporter" Can Do in Foreign Markets for Canadian Manufacturers

This publication—which on November 1st, 1907, will enter upon its fourth decade—will place you in communication with the principal import merchants, dealers and heavy buyers all over the world. The word "American" in its title includes Canada as well as the United States.

The **American Exporter** is published in two editions each month—English and Spanish.

The English Edition reaches the importers, dealers and large consumers of Great Britain, Australia, South Africa and other British Colonies; Germany, France, Austro-Hungary, Denmark, Holland, Norway and other European Countries; Japan, China, the Philippines and other countries of Asia.

The Spanish edition ("**Exportador Americano**") printed wholly in Spanish, goes to the importers, dealers, planters, etc., of Mexico, Central and South America, the West Indies, Spain, and all other countries in which Spanish is the language spoken.

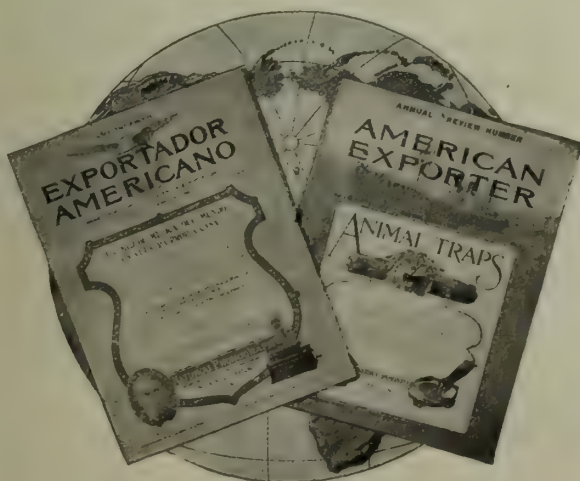
The reasonable rates charged cover publicity in both editions, also the use of our Foreign Trade Service, Translation Bureau and other co-operative features that are placed at the disposal of advertisers in the publication without extra charge.

The **American Exporter** is the only export journal which publishes its exact circulation. This it prints regularly each month on its editorial page. During the year ending March, 1907, no fewer than 211,500 complete copies were printed and circulated, an average of 17,625 copies a month.

Each copy of the **American Exporter** mailed goes to either a paid subscriber or a man who ought to be a subscriber and who is a buyer of goods.

Its advertisers include the most progressive manufacturers of the United States and Canada.

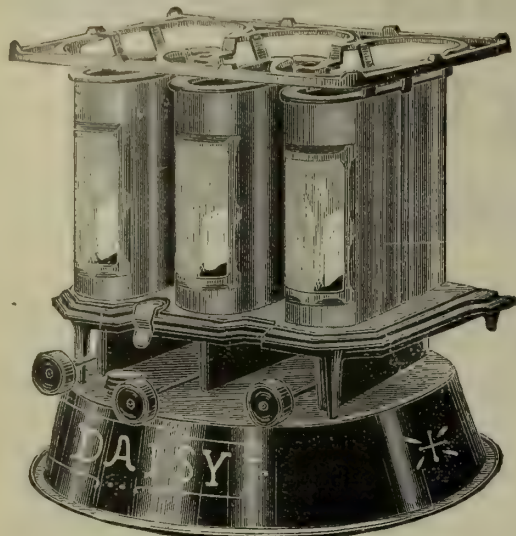
May we send you further information as to how we may be of specific service to YOU?



AMERICAN EXPORTER

135 William Street
NEW YORK

DAISY—Tin Bottoms

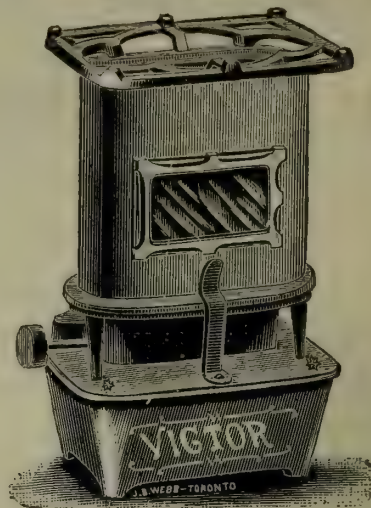


One Burner	-	-	-	No. 014
Two Burners	-	-	-	" 025
Three Burners	-	-	-	" 033

Something
Better --

OIL STOVES

VICTOR—Iron Bottoms



One Burner	-	-	-	No. 14
Two Burners	-	-	-	" 25
Three Burners	-	-	-	" 33

Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL

ANCHOR CLOTHES LINE HOLDER



Either for outdoor, or inside house.
Don't have to leave your lines out to the weather. Can put them up in a few seconds; no knots, no trouble, galvanized steel, no rust. The only article of its kind that has all the requirements—cheap, durable. Every house in Canada should have them.

Cleanliness is Next to Godliness

Wash your clothes, put out your line and use the Anchor Clothes Line Holder.

Ontario Metal Novelty Mfg. Co.,

111 King Street East, :: :: TORONTO

Matters of Mutual Interest

Suggestions as to How the Paper can be Made of Greater Value to Subscribers will be Welcomed by the Editor.

It's rather late to refer to our Spring Number, issued on March 23 last, but readers will pardon a few references as some of the points raised in a few of the letters received will certainly be of interest to regular readers of the paper.

That Hardware and Metal is appreciated by the trade was made evident to us by the unavoidable delay which made the Spring Number a few days late in being mailed to subscribers. The large number of enquiries made at all of the MacLean Publishing Company's branch offices, from subscribers who thought their paper had gone astray gave us an opportunity to see the number of people who were anxiously looking for their copies of the paper.

At the Good Friday convention of the Retail Hardware Association, also, the editor was kept busy explaining the cause of the delay in getting the big number into the hands of subscribers.

The fact is that our business is growing so rapidly that it is difficult for the mechanical department to keep pace with the demands made upon it. During the past year several new machines were installed and the staff largely increased, but it is again necessary to enlarge, and a new typesetting machine and a large new printing press will be in operation as soon as our orders can be attended to by the manufacturers.

The erection of a large, modern building, to house the printing plant and offices is also under consideration and when plans have been matured and the building completed the publishers hope to be able to entertain Hardware and Metal subscribers and Retail Hardware Association members in the new quarters. In the meantime, if the paper is occasionally delayed in publication, readers will understand that the publishers are doing their utmost to have the paper in the hands of most Ontario and Quebec subscribers by Saturday evening, at latest.

A recent development of the plant is the establishment of a job printing department, where fine catalogue printing and other high-class job printing can be produced at reasonable prices on short notice.

A short time ago we inserted a personal in our Hardware Trade Gossip page, to the effect that Frank Bishop, of Brantford, spent a few days in Montreal, and was for a short time the guest of his old-time friend, W. H. Evans, of the Canada Paint Co. Our representative called on Mr. Evans the other day for market quotations, etc., and was received with something like this: "Well, Hardware and Metal seems to be read by the trade all right. Remember that personal you had in some time ago about Mr. Bishop spending Sunday with me? Well, I have just arrived back from up Toronto way, where I was spending a few days, and quite a few men I met up there mentioned having read about it in 'Hardware.'"

Little things like this prove that our paper is not merely thrown aside, but read through from cover to cover.

The following letter, received from President Fred C. Lariviere, of Amiot, Lecours & Lariviere, Montreal, shows the value placed on the Spring Number by that progressive and successful wholesale and retail hardwareman. He said: "I have hurriedly looked over your special number of March 23, and its importance obliges me to ask you to supply me with six copies, for distribution amongst the heads of my employees."

Congratulations were received from innumerable friends, commending the attractive arrangement of the advertisements and reading matter and the high quality and interesting character of the special articles published.

William J. Illsey, Winnipeg, who made an interesting contribution to the reading columns, said: "Allow me to compliment you on the excellent production which you have turned out. I have seen these special numbers for a number of years and this one excels anything issued up to date."

Carter Bros., Picton, also wrote very interestingly, as follows: "We might say in regard to your special Spring Number of Hardware and Metal that we think it was great. Although very busy at this season of the year, we read it from cover to cover. The hints on store arrangement we consider especially valuable. We were also greatly interested in W. J. Illsey's article on window dressing; perhaps more so on account of his having graduated from this store, having worked for us for years before he moved to Winnipeg. Again we congratulate you on the excellence of your journal."

Our new paper, The Plumber and Steamfitter, is meeting with a hearty welcome, and the subscription list is already a substantial one. Both the large plumbing firms in the big cities and the hardware dealers in the small towns who do plumbing and heating work, appreciate having a Canadian plumbing paper, devoted exclusively to that branch of the trade. W. J. McGuire & Co., Toronto and Montreal, probably the largest plumbing firm in Canada, sent the following letter along with their subscription order:

"We received a sample copy of The Plumber and Steamfitter last week and found same very interesting. It is something that we consider will fill a long felt want to our craft here in Canada and we are pleased to note the able writers whom you have secured as contributors."

Readers of our papers who visit the Old Country at any time are reminded that our offices at 88 Fleet Street, London, Eng., are at their disposal. It

is convenient to have an address to which letters, etc., can be forwarded and our English staff will be only too pleased to co-operate in the manner suggested with readers who visit Europe.

That Hardware and Metal want ads. pay has been proven again and again. The "want ad." department in conjunction with our "Letter Box" department on the reading pages provides a convenient means for retail dealers to get anything they want.

For instance, a man dropped into our office last week and said he wanted to buy a business. We immediately referred him to a good location on the market, but advised him that for a few cents he could insert an advertisement on our "want" page. He did so, and on Wednesday of this week called again and got about a dozen letters from dealers who offer their businesses for sale.

On Thursday of this week an Ontario dealer who has the western fever wrote asking how he could best get in touch with some firms in the Edmonton district with whom he could hire as a bookkeeper or manager with the possible chance of investing later on. We advised him to use our "want" page. For 50 cents he can probably get in touch with the men he wants to do business with.

An interesting contribution to this talk on "want ads." is the following letter from a member of the executive of the Ontario Retail Hardware Association, received by Secretary Wrigley this week:

"Dear Mr. Wrigley:

"I have yours of the 26th, re executive meeting on May 3rd, but will not be able to attend. We are decidedly short of help here and are having a very busy season, in fact the writer has been very seriously thinking of sending an ad. to Hardware and Metal to try and secure more hardware help.

"In the tinshop we are hopelessly in the soup, with very little prospect of being relieved. Some agent of a western hardware firm has made a thorough canvass of every town between here and Toronto offering from thirty to forty cents per hour for any rough and tumble tinsmiths that would go out west and take situations, promising them steady employment etc., so you can readily see that in this locality we are seriously handicapped for the lack of men. We are to-day turning away very much more work than our tinshop and heating department can do. This is only one of the many privileges which a retail merchant in this province is passing through."

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B. Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clemens, Sedgewick; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; C. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—W. G. Scott, Mount Forest.
1st Vice-President—J. R. Hambly, Barrie.
2nd Vice-President—J. Walton Peart, St. Marys.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and H. Becker, Hamburg; G. A. Binns, Newmarket; D. Brocklebank, Arthur; A. W. Humphries, Parkhill; W. A. Mitchell, Kingston, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

Officers British Columbia Retail Hardware Association.

President—L. B. Lusby, New Westminster.
Vice-President—C. Snell, Vancouver.
Secretary-Treasurer—John Burns, Vancouver.
Executive Committee—W. Stearnman, Vancouver; H. T. Kirk, New Westminster; E. A. Ogilvie, Victoria.

ORGANIZATION IN B. C.

L. B. Lusby, president of the British Columbia Retail Hardware Association, writes endorsing the idea of a Dominion Retail Hardware Association, and says he hopes to see the Dominion organization in full working shape very shortly. Mr. Lusby adds:

"Our organization dates back to 1901 and has been working very successfully ever since, although its scope has practically been confined to Victoria, Vancouver and New Westminster. We also include a number of dealers on Vancouver Island and in the Fraser River valley and an application has been received as far east as Revelstoke.

"An association to include the entire province is hardly feasible, owing to the great distance it covers. Possibly an interior association could be formed that would include the Kootenays and what is known as the Boundary country. This could also include the Okanagan district and Kamloops, but perhaps these should be separated."

CASH SYSTEM ADOPTED.

Another Ontario retail hardwareman has announced the adoption of the cash system. A fortnight ago E. P. Paulin and C. C. Lee, of Goderich, announced that in future they would refuse to give credit, and now another of last year's executive of the Ontario Retail Hardware Association, F. W. Jeffery, of Midland, has taken a similar stand. The following announcements published over his signature in last week's Midland papers will be read with interest by the trade in general and by Mr. Jeffery's association friends in particular.

We have decided to adopt the cash system of doing business on and after 1st of May next.

We are making this change for several excellent reasons and only after carefully considering all sides of the question. We believe it will be in every way a distinct gain to our customers even more than to ourselves.

In a cash business all losses and bad accounts from whatever cause are avoided; bookkeeping and collection expenses are done away with; the merchant always has ready money to buy goods at the lowest spot cash prices and to profit by all discounts for cash.

To make up for those losses and various expenses we have been forced to charge enough for our goods to cover

ability or willingness to pay what he honestly owes—it simply gives us the means to serve all customers better.

The generous patronage you have given us we fully appreciate. We want you to continue it and shall make it richly worth your while by the much closer prices cash business will enable us to quote.

We want everyone to get acquainted with our store and know just what our stock is—feel perfectly free about it and come often.

Yours most respectfully,
F. W. JEFFERY.

ASSOCIATION IN MONTREAL.

The hardware section of the Retail Merchants' Association of Montreal, was organized five or six years ago, for the same purpose that other organizations of this class are started, namely, for protection, and also for the purpose of drawing the members together, so that they might take up ways and means of bettering trade conditions generally. Evidently the members must have been extremely busy for the next few years selling hardware, as the association seemed to sink into oblivion. Last year there was a sort of revival and a fairly good meeting, but things again dropped off until the meeting last month, at which the old officers handed in their resignations and in their places the following gentlemen were chosen for the ensuing year: President, Arthur Leger; vice-president, E. Belanger; second vice-president, Chas. Fortin; secretary, J. Versailles; treasurer, H. Charette; directors, W. Granger, W. Chouinard, L. P. Venne, V. Dufault, J. N. Lamarre.

The new officers are all young, progressive business men, and from present indications, they intend to make things hum this year. The president, on being asked by our representative what the plans were for the coming year, replied: "One of the points we intend to take up very strongly is to try and stop the wholesalers selling retail, and next endeavor to arrive at some standard scale of prices and stop cutting our own throats. This last state of affairs comes from our lacking confidence in one another. It's all very well to talk about not cutting prices, but suppose a customer goes into a store for a certain article and, when she finds out the price, says it is too much, and swears that she can buy it cheaper at some other store. It takes a very strong minded man to tell her to go to the other store and get it. Now, with a standard price for everything, this would be impossible, and that is what we intend to work for this year. We also want to make this association so strong that a merchant will know that any cause he has to complain against either wholesaler or retailer will be taken up and made right, if possible. And the stronger the association is, the better chance there will be of doing so."



ARTHUR LEGER, MONTREAL

Of Lacroix & Leger, President of the Hardware Section of the Retail Merchants' Association.

them by the profits. Every store doing business on the credit basis must do this or quit.

The people of this community want low prices, they want us to meet outside competition to which they must pay cash. We can do it on a cash basis. In fact can guarantee you a good percentage of saving on your purchases.

You will not have to dickering—you, your child, your neighbor and our customers from out of town, all pay just the same. No more; no less. One price to all.

In adopting the cash system special deals or contracts can be arranged for at the office on special terms on a cash basis.

This change of system implies no question of, or reflection on, anyone's

SOUTH BRUCE DISTRICT ASSOCIATION.

A meeting of the hardware dealers of Lucknow, Ripley, and Kincardine was arranged by Mr. Howell, organizer for the Ontario Retail Hardware and Stove Dealers' Association, and was held in the Morgan House, Kincardine, on Friday, April 18th, for the purpose of discussing different subjects in connection with the trade.

Mr. Howell called the meeting together and the following dealers were present: Peter Shields, Andrew Shields and Mr. McAllister, of Kincardine; W. H. Goodhue and Fred Solomon, of Ripley; W. Murdie and T. E. Lawrence, of Lucknow.

On motion of Mr. Murdie, seconded by P. Shields, Mr. McAllister, of Kincardine, was appointed chairman, and on motion of Andrew Shields, seconded by F. Solomon, T. E. Lawrence was appointed secretary.

Moved by Mr. Murdie seconded by Mr. McAllister, that we form a local association to be known as the South Bruce Retail Hardware Association, its purpose being to overlook existing differences, and to arrive at some decision to co-operate more freely in future.

It was moved by Mr. McAllister and seconded by Mr. Murdie, that Mr. Goodhue, of Ripley, be chairman of the association, and moved in amendment by Mr. Goodhue, seconded by P. Shields, that Mr. McAllister be chairman, the amendment being carried. Moved by Mr. Solomon, seconded by Mr. Goodhue, that T. E. Lawrence be appointed secretary. This was also carried.

The different dealers present gave their views as to the advisability of affiliating with the Ontario Retail Hardware and Stove Dealers' Association, and, after some discussion as to the benefits to be derived from being members of the association, it was decided, on motion by Mr. Goodhue, seconded by Mr. McAllister, that all members join the said association.

The adoption of the cash system brought forth many opinions, and, though all seemed in favor of it being the only good system, it was thought they could not as a body adopt it at once and it was decided to leave it over for subject of discussion at next meeting.

A discussion on prices of different staples was participated in and the meeting adjourned to meet again at the call of the chairman.

A pawned opportunity is seldom deemed.

Stock should be as varied as your capital will permit. Purchase anything that will sell and yield you a good profit. Push lines that make profit and let staple goods take care of themselves. Occasionally change goods about the room, and don't allow a line to remain in one place till customers know its position as well as yourself.

TAKING EARNINGS INTO PARTNERSHIP.

If the head of a prosperous firm having an income exciting the envy of the commonality were to spend the surplus of his income (the residue after paying his weekly expenses) on some petty hobby or in gratifying a sensuous taste, with no desire whatever to lay up some treasure, some of his employees at least would be apt to regard him with disgust. They presume that a man getting a good income will be saving a large portion of it; that he will have a bank account, and his deposits earning money. Curious to say, they do not think that they should be expected to practice such economy. Because they may not be getting a large salary they think it impossible to make deposits.

The fact that money can earn money should be an inspiration to all who hold any position in a firm to save money and deposit it, even if it involves the practice of rigid economy. The best and only way to save money is to get into the habit of doing so, by saving some every week.

A writer in an exchange says:

"Taking what you earn into partnership with you means, usually, saving a portion of the earnings and putting the money out at interest. Then the money is earning the same as you are. It has become your partner, your slave, if you will. It works when you sleep, on holidays and Sundays, and while it doesn't earn so very much, when it is as big as your annual salary, it will be earning at, say 4 per cent. per annum, how much? And what per cent. is this of your monthly salary? It would help out in fine shape along about Christmas time."

THE SALESMAN.

"Harmony and balancing of interests is one of the most important factors in successfully carrying on a business, and pleasant business relations can only exist where on all sides there is an inclination to meet an issue half way." These are the words of a recent writer in an exchange, on the subject of "The Prospects of a Salesman." The best way to secure perpetuity for any system, organic or inorganic, is to prevent friction by keeping the axles of action well lubricated with the oil of harmony and goodwill.

Salesmen belonging to the successful class are born and not made. By this we mean that those qualities which go to constitute the successful salesman, if not hereditarily possessed, cannot, with all the practice and development that can be put upon them, be made influential. A thorough knowledge of human nature is essential. When the salesman can read the temperamental peculiarities, the whims and caprices of his customers, it is almost certain he will make sales.

Thorough acquaintance with the trade is another requisite to successful salesmanship. The man who has an imperfect knowledge of the goods he is endeavoring to sell will find it next to impossible to convince the customer of the superiority of that particular class of goods and will all through his commercial career have a long hill to travel.

AMONGST THE SALESMEN

A much debated question is the advisability of rewarding a clerk for his ability and success with an interest in the business. This subject is conceded to be a vital one and not to be lightly considered. Broad-minded and liberal firms believe that a salesman is the propelling power of a business and that to a great extent their success is due to his endeavors. There is no action better calculated to advance the interests of a firm than the giving to a salesman an interest in the business as a reward for his success and devotion to the interests of his employers.

One of the vital questions that arises in connection with giving a salesman an interest in a business is: What influence will it necessarily have on the business itself? If wise discrimination is practised in selecting the subjects of such a privilege, the influence will invariably be beneficial, and it is the only way to put the business on a perfectly satisfactory basis.

INTERIOR DISPLAY.

One thing essential to an effective interior display is freshness and newness. More things are wrought by change than many window-dressers dream of. The average shopper likes to see "something new" each time he or she goes in. Nothing is more repulsive to the shopper's eye than a month-old display with the usual accumulation of dust, and nothing is more pleasing and attractive to the shopper's eye than a bright and clean display new every week. Freshness and newness are not only effective in themselves, but they signify enterprise, industry and ambition on the part of the clerks—qualities not altogether common.

Frequent changes in the shelf and counter arrangement aid in showing up all the lines in stock. In every hardware store there is something that will appeal to the ordinary man and woman. By frequent changes the merchant will be able to find out what that something is and the probability is that a sale will be effected. There is a possibility of going to the extreme in the matter of changing the display, as in everything else. An over-dressed interior arrangement is just as awkward and ineffective as an over-dressed man. Too complicated an exhibit may also be easily made; confusion should above all other things be avoided. The appearance of continual housecleaning is also a detractor. The display should be altered frequently, but not too often to obliterate its familiarity or identity from the eye of the shopper.

SANITARY HOTEL LAW.

Senator W. H. Barker, of Sparta, Wis., and a prominent member of the United Commercial Travelers of that State, has introduced a bill into the Legislature of his State imposing strict sanitary regulations upon hotels. His bill provides for clean bedding, and for bedding of regulation size to prevent its adjustment in such a way as to come into contact with the breath or saliva of guests. The individual towel is provided for and required to be kept clean, and there are the usual accepted requirements as to the sanitary condition of closets and sinks. Fine and imprisonment are either or both imposed for violations.

Advantages of the Cash System

Experiences of Merchants in Various Parts of Canada—Difficulties to Overcome, and How to Meet Them.

Every merchant would like to adopt the strictly cash system or, at least, place his business on such a basis that he would know all accounts on his books to be perfectly safe. The question always before the merchant when he is considering the adoption of such a system is: "Will it be immediately successful?" Great advantages are to be derived from conducting strictly cash transactions, but some merchants are short-sighted enough to allow the consideration of a possible diminution in the volume of business at the first to prevent him from adopting such a system. He might not hesitate in utilizing a semi-credit system, that is, if he were reasonably sure that where he gave credit the money would be forthcoming inside of thirty days, he would enter the customer's name on a credit book. In the prosecution of this system he might get larger returns than if it were a strictly cash system, but such cases are exceptional.

It is impossible to lay down a general rule, and even if it were possible to do so the different points of view of different people would reveal to many of them very good reasons why they should observe it. Such wide disparities of fortune exist amongst the buying public that it makes it hard for the merchant to carry out his credit system thoroughly.

Failure Sometimes Met With.

It is obvious that there are places in which a merchant cannot sell for cash only and be successful. In a town having a population almost entirely of day laborers one merchant attempted the cash plan some time ago, but was forced to drop it, although he tries hard to keep credits down as low as possible with the aid of the monthly account system. In emphasizing the influence of circumstances he told of a business, which he conducted in a village of less than four hundred people, with a turnover of \$28,000 annually and less than \$50 on his books at the end of two years. This village was the centre of a prosperous farming district, and, he believes, would almost have supported a cash store. Where he is now he has to carry customers for fairly long periods and loses a great deal through bad debts. The application, as rigid as possible, of the monthly account system would in all probability considerably improve the present condition of affairs.

B. C. Merchant's Experience.

Here is an account from a retailer in a thriving town in British Columbia of how he put the cash system successfully into effect:

"I started a cash store because I could not do otherwise and do the business justice. I was a stranger in the

country and had not the money to finance my own business and that of my customers, so I decided that a small profit and quick turn-over for cash was the best course I could follow. The people fell in with the method very readily. I could scarcely call it a new plan, as the majority of my customers were in a condition to pay cash. There is a small percentage in every community who buy on credit at home and send their cash away to the departmental stores and larger places, but will come to the new store until they get their names on the books and receive the first bill. Then they have no more use for you, and find fault with your method

essential principle must be ever kept in mind. Under no circumstances must he make any discrimination amongst those whom he sells to. Everyone must be accorded the same treatment and no credit given to anyone. He will invariably receive requests from people whom, previously, he would not have refused and whose accounts he would have been glad to carry for almost any amount. If he is wise he will courteously decline to make any exception in their case, and it is quite probable that they will respect him all the more for his firmness. Said one merchant, regarding the benefit of rigid and indiscriminating observance of the cash system: "My refusal to sell on any but spot cash terms to the best people in the city was one of the best advertisements I ever had. They were very much surprised, and perhaps a little indignant, at first, but they talked about it, and both they and their friends buy a good deal from me now. They have confidence in me and in my goods. If I had given them credit and refused others it would have become generally known and I would have been forced into the old system of doing business." He was very wise in making the change and in sticking to it.

Another enterprising and intelligent retailer looks farther than his own material interests in operating a cash business. He holds that a strict cash system tends to make better men and better women out of his customers, and that the general adoption of such a system would be a strong factor in moulding a higher and nobler Canadian citizenship. There are thousands of people who, if they knew they had to pay cash for everything they bought, would be more provident and more systematic in the prosecution of their domestic affairs.

A Cash Guarantee Helpful.

Oak Point, Man., merchants are determined to wipe out the pernicious credit system, and to adopt the more remunerative, the less complicated, and the more satisfactory cash system. They have signed a hard and fast agreement to sell only for cash for one year from March 1, 1907. Each one has paid in \$300 as a guarantee of good faith, and for the first breach of the agreement the fine is \$50, for the second \$100, and for the third \$150. Fines are to be devoted to charitable purposes. We would strongly urge the merchants of every town in Canada where it is in the least degree practicable to imitate such admirable action.

We would say to all merchants who are laboring under the worry and complications of a credit system that if their circumstances are not in such a position as to warrant the adoption of a strictly cash system, make them so.

"WILL BE APPRECIATED."

The following letter from a leading hardware retailer in New Westminster, B.C., sent in reply to a request that he subscribe for our new paper, *The Plumber and Steamfitter*, contains about as neat a commendation of *Hardware and Metal* as we have received for some time. The letter follows:

Messrs. MacLean Pub. Co.

Toronto, Ont.

Gentlemen,—Replying to yours of the 13th inst., may say that we do not do any plumbing or steam-fitting, and feel that your valuable journal would be of little use to us, but we have handed your letter and card to the Messrs. Archibald Bros. of this city and we are sure that if the journal is anything like *Hardware and Metal* it will be appreciated by all concerned. I remain

Yours faithfully,

H. T. KIRK.

New Westminster, B.C.,

April 26, 1907.

of doing business. To these it is better to turn a deaf ear. The conditions vary in different places. Where a business is depending upon one class of industry for existence it has to be governed very much by the time the money is in circulation. In places such as this, where people are engaged in various employment, such as farming, mining, logging and lumbering, and have pay days at intervals throughout the month, there is no necessity for other than a cash business."

In taking up the cash system, if the merchant desires permanence for it, one

HARDWARE TRADE GOSSIP

Quebec.

The assets of N. J. R. Delorme, St. Felix de Valois, have been sold.

C. O. Gervais, St. Johns, Que., called on some of the Montreal jobbers this week.

C. Labelle, of C. Labelle & Co., Three Rivers, was in Montreal this week purchasing supplies.

The premises of the J. A. Dawson Street Railway and Electrical Supply Co., Montreal, were damaged this week by fire, to the extent of about \$20,000.

S. J. LeClair, who is at present with the Kingan Hardware Co., of Peterborough, Ont., will shortly join the traveling staff of Lewis Bros., Montreal. W. O. Labelle, whose place he is taking, has accepted an interest in the above-named firm.

The buildings were of recent construction, built to replace those destroyed some time ago, but a more modern plant is now being constructed into which the company expect to move about May 15th, when work in the buildings destroyed last night was to be discontinued, and it is not likely that the old buildings will be rebuilt.

The old buildings of the Crescent Cement Works at Longue Point, Montreal, were destroyed this week by a fire which broke out in the engine room. The engine room, boiler room, machine and blacksmith shops are all badly gutted and the tools and machinery are a complete loss. The origin of the fire is a mystery and the company are as yet unable to make an estimate of the loss.

Ontario.

M. J. Munroe, Rockwood, has sold to W. E. Buckingham.

Fred Seagram, of Durham, is on a business trip to New Ontario.

Kingston is to have a zinc smelter, according to a dispatch from that city.

A. Cain, of Cain Bros., Grand Valley, is visiting at his former home in Hanover.

The firm of Baird & Lynch, Cayuga, has been changed to Baird Bros. & Jack, Mr. Lynch retiring.

Chas. Beirl, Markham, and Mr. Bailes, Jr., of John Bailes & Son, Oshawa, were in Toronto this week.

The new home of Edward Gurney, of the Gurney Foundry Co., Toronto, costing \$100,000, is nearing completion.

Carter Bros., Picton, have the contract for the steam heating and plumbing of the new Carnegie Library now in course of erection in that town.

E. Fielding, of the Dominion Linseed Oil Co., Toronto, is paying a visit to Savannah, Ga. He writes to Hardware & Metal stating that turpentine is firm.

Lee McGlashan, general manager of the McGlashan Clarke Co., cutlery manufacturers, Niagara Falls, called at the office of Hardware & Metal this week.

The Belleville city council, at its last meeting, ratified the special bill passed by the Ontario Legislature, giving the city power to grant the new Hotel

Quinte a fixed rate of assessment of \$10,000 for fifteen years, and city water at \$100 a year for the same length of time.

Carter Bros., Picton, have installed in their store a 9-drawer National Cash Register, to be operated by electricity as soon as day power is supplied in that town.

The Carriage Mountings Co., of Toronto, has commenced operations on new factory buildings at Niagara Falls, Ont. The buildings will be of the saw-tooth type, and will be ready in July.

F. R. J. MacPherson, of Peterboro, has been awarded the contract for steam heating and ventilating the Separate School in his city. He will use the Pease combination steam and hot air system.

Johnson & Co., 1008 Dundas Street, Toronto, have opened a hardware store in charge of Harry Johnson, son of Thomas Johnson, for a quarter of a century connected with the Jas. Robertson Co.'s paint works.

Amongst the hardware dealers in Toronto last week were: Geo. Barlett, of Barlett Bros., Newcastle; W. J. Macdonald, of Macdonald & Hay, North Bay; Mr. Hooley, of Hooley & Ryan, Charlton; J. Akitt, Creemore.

Western Canada.

The Kelley Hardware Co., Brandon, have opened for business again in their old quarters which were seriously damaged by fire a short time ago.

AIM AT WORKMANSHIP, NOT AT MONEY VALUE.

In California, in Washington, D.C., in New Jersey and in many other parts of America there are men working to-day in a fashion to set the best of examples for the thousands of other men who are toiling in other parts. Burbank, the wizard of fruits, vegetables and flowers; Edison, the wizard of electricity; Wiley, the wizard of the food supply; and many more are preferring the job to wages. They are doing better work than any of their rivals who incline to the wages rather than to the work. They are setting an example not only in industry but in the best feeling to the hundreds of thousands of other workers who are continually under the temptation to work for the clock or for the boss or for any of the many side attractions that are not the job itself.

The real worker who gets ahead to-day, says Jean S. Jaeger, in the Chicago Tribune, is the worker who gives all his time, attention, and energy to the job, not because of what he expects to find in the pay envelope but because of what he hopes to bring out of the job.

There is no job, however lowly and seemingly thankless, that cannot be immeasurably improved if the improver gets at it in the right way. He cannot improve it a great deal by working at it with the idea only of getting pay in mind. He cannot improve either the job or himself by gauging the value of the job by the amount of attention he can attract by holding it.

If he is wise he will not let the job get better than he is, but he will grow

up with it and make it grow with him, and he and the job will both improve so much that more money and better treatment will both come to him.

But he sometimes must be wise enough to sacrifice the immediate for the remote. Burbank not many years ago was offered a yearly salary commensurate with his needs, but the acceptance of that salary would have necessarily have debarred him from making many scientific experiments upon which he had set his heart. He sent back the offer. The spirit that animated him in doing this was the same that moved a famous scientist once to declare that he had no time in which to make money.

There are to be found many examples of workers who have cherished their ideals so faithfully that they have not permitted the lust for money or for power to interfere with them. Such a man is Bishop Spalding, of Peoria, to whom Abbe Klein paid such high tribute in his book, "The Land of the Strenuous Life." He declared that in the United States he had met President Roosevelt, Bishop Spalding, and other thinkers whose ideas are working in the mass of latter day thought and are luring men away from the sordid idea that the only thing worth striving for is money.

The visitors from France and many other travelers who have come to this country and have studied it intelligently, say the worker of to-day in America is the most fortunate worker in the world. He has to pay a great deal to live, but the means of living is easier to get, and as soon as he finds that he cannot live by bread alone he puts forward much faster. The ideal should be part of each worker's equipment. It should lead him away from the temptation to place the dollar above everything else. It is difficult to make men see this, unless they see at the same time concrete examples of the good that men have been able to achieve while ignoring the demand of the dollar to listen to the demand of good workmanship.

CATALOGUE MAN GOES WEST.

Theodore Korb, who compiled the Lewis Bros. (Montreal) 1,000-page catalogue, and who has been for some time engaged in preparing a general catalogue for the Miller-Morse Hardware Co. (Winnipeg), has been engaged as chief compiler of the E. G. Prior Co. (Victoria), catalogue, and he assumes his new duties early this month.

Mr. Korb is one of the best known hardware catalogue men in Canada and he has made a good reputation for himself in that line of advertising work. For a number of years he directed the catalogue and advertising department of the Belknap Hardware & Mfg. Co., the big Louisville, Kentucky, establishment and gained very valuable experience there. He carries with him to Victoria the best wishes of his Montreal and Winnipeg business associates.

Some men outlive their usefulness and some others are born without any.

Many a man leaves the latch string out after barring the door from the inside.

Ability to endure in silence is one of the best evidences that you will finally win.

HARDWARE AND METAL

Established - - - - - 1868

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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THE SITUATION IN THE WEST.

The business man who takes for gospel truth the alarmist reports with reference to business conditions in the west that are now appearing in the eastern daily papers is making a very grave mistake. Unfortunately newspaper correspondents have a peculiar and not unnatural fondness for sending out "front page stories" that make interesting reading, and it not infrequently happens that these stories contain gross exaggerations which do the western provinces no little harm. But the business men of Canada should know their own country sufficiently well to understand the situation for themselves.

True, the Canadian west came through the worst winter in twenty years, and the same can be said of the western states across the line. It is also true that the hard winter demoralized the two western railways and that the junior road is still in trouble. But it is also true that the prosperity of western Canada rests upon a sound basis and that, while the country must suffer as a consequence of the adverse conditions of the last few months, temporary troubles can have no permanent effect. The C.P.R. have given a service in the west of which, considering the tremendous difficulties which they had to face, they have reason to be proud. Business men freely admit this, even while complaining bitterly of the delays in their shipments, for they realize the difficulty of

the task which confronted that railway during the winter. The C.N.R. has not done so well and is receiving general censure for the poor showing made.

The winter tie-up is, however, only temporary, and the traffic congestion is now being relieved. When the millions of bushels of wheat still in the country are moved money will circulate freely again and the difficulties of the winter will soon be forgotten. The newspapers did not indulge in hysterics when the railways of Ontario, Quebec and the Maritime Provinces were tied up with snow blockades in recent winters and there is no more reason for hysterics in newspaper despatches and editorials relating to business conditions in the western provinces.

ON THE GROUND FLOOR.

Canada has reached a stage in her development when opportunities are most favorable for the establishment of industries, which will in years to come be regarded as of foremost importance. In metaphorical language, the national structure has risen above the foundation and basement stages to the ground floor. The door of opportunity stands open, affording an easy entrance to all who seek admission.

If we may consider the development of Canada to be in any degree analogous to that of the United States, it is apparent that the firms, which make a good start in the years of early development, will be the strong ones when the country comes to maturity. In the case of Canada, her growth will be even more rapid than that of the United States, for the reason that we, in this country, are able to benefit from the experience of the Republic. In knowledge, if not in experience, we stand to-day her equal.

The importance of getting in on the ground floor must not be minimized. In coming years, certain work must be done. The firms which will do this work will undoubtedly be those that have shown by past accomplishment their ability to perform it. New industrial concerns may be called into being as the years go by and as the exigencies of the situation demand, but none the less is it true that the old-established firms, when properly managed, will enjoy a favor not accorded to less experienced competitors.

Industrial concerns outside Canada can share in Canadian business as well. For many years to come it will be impossible for this country to supply its own needs, and we would reiterate our advice that it is important to get in on

the ground floor. By watching this market carefully, by constant advertising in the best mediums and by personal canvass on occasion, this purpose can well be accomplished.

EDUCATION AND BUSINESS.

Young men about to enter upon a business career are too prone to undervalue the advantages to be derived from being well posted in even the more rudimentary elements of education. It is just here that the defects of the elective system of education, more especially in the lower schools, are suggested. Too many young men and boys have been allowed to choose their own course in the matter of primary education. Because they disliked such subjects as mathematics they were allowed to drop them and the consequence was that when they contemplated entering a business institution and commenced to take up book-keeping and expert penmanship they found themselves totally incapable of prosecuting their studies because they were lacking in the fundamentals. They could not add quickly or correctly, could not multiply, divide or subtract, without making serious mistakes, and worse than all, were unable to write a tolerably legible hand.

A little later, when the necessity of keeping their bread buttered presented itself they were forced to commence at the lowest rung of the commercial ladder and make up in experience what they lacked in knowledge of the theoretical side of the business.

Of late years to obviate the necessity of subjecting the more sensible of beginners to an insignificant beginning, trade schools have been established, at which the ambitious young man wishing to make his rise in the business as rapid as possible may attend at night and improve his opportunity at the hour when the thriftless and ambitionless are frittering away invaluable time at the theatre or some other centre of amusement. When we see young men making their way to the night school after, perhaps, a laborious day, in the earnest endeavor to improve their present circumstances so ruthlessly but undeliberately disfigured in their public school days, we can, with positive certainty, predict success for them in the future. The fact is that a large majority of the merchant princes of our time have not been the subject of destiny's partiality, but have had to lay with care and labor their own foundations for future success. They are the self-made men.

REMEDY THE BONUS EVIL.

Not a few prosperous and enterprising civic and municipal corporations have felt severely the evils accruing from the location of an industry to which they had offered a large bonus as an inducement to locate within their limits. When the advance agent of the prospective industry came to town and arranged to meet the town council, the local papers were full of talk on the wonderful impetus the town would enjoy and strongly advised the municipal authorities to offer every conceivable inducement to the advance agent that he may recommend to his firm location in that town. It was a lapse of reason that prompted the town authorities to act upon this advice. That was the way they looked at it afterwards, when the industry had come to town and was wringing from the citizens every year a fat appropriation large enough to aid very materially in financing the company's operations.

Bonusing industries is maleficent to municipal corporations for more reasons than one. If they were so unfortunate in offering an effective inducement in the form of a bonus to an industry which subsequently proved a failure, their folly was aggravated, because the town taxes were increased unnecessarily and to no avail. The money flowed straight into the coffers of a worthless company, which gave nothing in return either in bounties or in a considerable increase in the population. The money thrown away in such a bonus could have been more profitably invested in granolithic walks or in municipal buildings.

If the inducement had been effectively offered to an enterprising industry, the situation would not have been so absurd, but even that absurdity could easily have been averted. The company most likely to be successful will have capital of its own and be really independent of outside financing. In a number of cases, if the industry proposing to locate knew that the corporation was strongly opposed to granting bonuses, it would not think of asking for them, but for the simple reason that they know the corporation can be imposed upon and that they can get almost anything they demand, so eager are the citizens for its location, they continue to impose upon the people's eagerness and near-sightedness.

Aid can be given to industries in a way more reasonable and satisfactory to the interests of all concerned. Towns and cities, instead of bonusing an industry, should take stock in the concern after thorough investigation and making sure that it would have successful management, and in this way take interest in and control to some extent the operations of the concern. Several towns in Canada have done this and not only

have the industries been successful, but they have also built up the town and made its citizens more enterprising and self-reliant. This, after a little consideration, will be found to be a very feasible plan, and is well worthy of a trial by every municipality now crippled with the burden of a large bonus, in some cases being paid to unsuccessful concerns.

PRIZES FOR IDEAS.

The editor has been planning to announce a series of competitions in which prizes would be offered for the best letters on subjects of interest to the hardware trade. The idea is to encourage Canadian hardware merchants, travelers and clerks, to take advantage of the facilities offered by Hardware and Metal as a forum in which discussions can take place which will be educational to everyone in the trade.

It is really not necessary to offer prizes, but as mankind loves competitions of a friendly nature and it is necessary to have rules, judges and referees in every contest, it is felt that more interest will be taken if nominal prizes are held up to be striven for. The first subject on which we invite discussion, therefore, is the following:

What is the best plan a hardware merchant can adopt to increase the sale of stoves and kitchen furnishings in the fall and winter season? What methods of display and what system of advertising can be used to the best advantage? Should the dealer canvass his district for business? How can old stoves be disposed of to best advantage and what plan of selling on easy payments brings the best results?

For the best letter answering the above questions received before June 1st, 1907, a prize of \$10 will be awarded, and the best letters will be published in order to be of value to the trade in outlining their fall campaign for stove business.

If the number of replies received warrant it this will be followed by other discussions for which prizes will also be awarded. There is no reason why any merchant, traveler or clerk should fail to express their ideas on the question asked.

SURFACE SOIL RESERVOIRS.

In connection with the plans of the new Catskill reservoirs by the New York Board of Water Supply, the question arose as to whether it would be advisable to strip the surface of the ground which will form the bed of the big Ashokan reservoir of all vegetation and surface soil, with a view to secur-

ing a better quality of water. The practice of stripping is advocated by the hydraulic engineers of Massachusetts, and the most notable instance of carrying out this costly method of securing pure water is to be found at the Watchusets reservoir, which impounds over 60 billion gallons of water and forms the main source of the Boston water supply. The new Ashokan reservoir will have a capacity of 140 billion gallons; and the New York Board of Water Supply, having in view the great expenditure which would be necessary to strip the bed of the reservoir, referred the whole question to a board of two engineers, who, according to the Scientific American, have lately presented an exhaustive report, in which it is shown that while there are undoubted advantages in the practice of stripping, a more effective method of purification is to be found in the construction of filtration plants, through which all the water must pass in its course from the reservoirs to the city's faucets. Moreover, in spite of the most careful safeguards, it has proved to be impossible to absolutely prevent infection of the watersheds from which reservoirs are filled, and it has come to be recognized that the only effective way to attack the problem is by interposing a filtration plant between the open-air reservoirs and the city to be served, which will not only remove all bacteriological impurities, but also those which are due to submerged and decaying vegetation.

BUNCO AGENT.

Success has its annoyances no less aggravating than failure. This has been brought home to us by an individual passing under the name of Raymond—but a thief by any other name might cheat as well. He has been dodging about Ontario for some time past, taking subscriptions for MacLean trade papers and diverting the entire proceeds to his personal profit. It's easy enough to ask "Why don't you catch him?" but he has the habit of turning up in most unexpected places like a flea and hopping off again before we can get the heavy hand of the law upon him. Besides being a thief he's a mean thief. He may need the money and that might be offered as an excuse for collecting it, but what rhyme or reason is there in collecting half-tone engravings of a man's place of business, ostensibly for a "write-up" in the paper, only to chuck them into the first vacant lot he came to? Look out for him, and should he happen along give him reason to think the way of retribution is both hard and leathery.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

IRON PIPE—Advanced 2 per cent.
LINSEED OIL—Advanced 1 cent per gal.
TURPENTINE—Declined 3 cents per gal.
COIL CHAIN—Advanced 10 cents.
RIFLES—Advance on Winchester's.

TORONTO.

IRON PIPE—Some houses have made a 2 per cent. advance.
BOILER TUBES—Advanced owing to British raise.
BLACK SHEETS—Prices revised by some dealers.
PIG IRON—Prices very firm.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 3, 1907.

There is little improvement in the hardware trade over last week, owing to the continued severe weather conditions. Although the severity of the weather has not affected building operations, yet gardening and housecleaning have not gotten under full swing. The trade is only waiting for mild weather, when all spring operations will get under way.

Another deterrent to the trade at present is the pending strike of the plumbers. Although a strike is not imminent, yet settlement is uncertain, and as many contractors have refused to commence building operations until a settlement is secured, the business in builders' hardware and mechanics' tools is not yet as brisk as it will be. However, outside of Toronto business, the trade in almost every line is brisk and in some cases such a heavy demand has grown up that the supplies have become limited. Manufacturers are experiencing considerable difficulty in filling orders on wire, and its various by-products. No advances have been made in Toronto prices this week.

No change has come in the screw situation. Prices are firm and unchanged, with limited supplies.

The price on wire nails is firm and unchanged, \$2.45 base. The supply houses have been repleting their stocks during the past ten days and are now in good position to meet the demand, which is steadily increasing. Large orders arrive also for fence wire. Heavy orders for builders' hardware and mechanics' tools are coming in from Northern Ontario and the Northwest.

Poultry netting and green wire cloth are becoming very scarce, some houses finding it absolutely impossible to procure the latter. Prices are firm and unchanged, the discounts being 50 and 5 off list price.

Lawn mowers, wheelbarrows, grass-cutters, garden rakes and shovels are in good demand, especially in the country. An improvement in the weather will make a large increase in the trade in these.

There is still a scarcity of bolts, nuts, rivets and burrs. The demand continues strong with firm and unchanged prices.

As the sporting season has opened a good business will be done in sporting goods, especially baseball and cricket goods and fishing tackle. With an increase in the number of tourists coming to Canada, this branch of the hardware trade should this year be brisk and profitable.

Orders for binder twine continue to arrive. No change in prices has occurred and with the exception of a few late orders the business in this has practically closed. June shipments this year will be much in advance over last year.

No advance has been made in the prices on horseshoes and horse nails. A good demand for them continues.

Carpet sweepers, washing machines, wringers, and all other housecleaning utensils, along with farmers' goods, such as plough-lines, whiffletree hooks, forks and tackle blocks are in the lead as far as business is concerned.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 2, 1907.

On the 1st of May navigation opened at Montreal, and starting with that day wholesalers began to prepare for the rush that comes with the above event. Those who use only their own teams are lucky just at present, as with the arrival of the first steamers there is a rush of all available teams to the wharf, and this state of affairs coming on top of the present shortage is likely to cause serious delays in many shipments.

Almost all lines of hardware are moving freely at present, but spring goods such as ice cream freezers, refrigerators, screen doors and windows, farm and garden tools, etc., are particularly worthy of mention.

Builders' hardware is also on record, and ammunition is beginning to go quite freely, and the same may be said of most lines of sporting goods.

The heavy demand for green wire cloth some weeks ago created a shortage which manufacturers have been unable to catch up with, but in spite of the fact that this line is still in good requisition prices remain unchanged.

Coil chain has been advancing lately, and at present our prices are: $\frac{1}{4}$ -in., \$6; 5-16-in., \$4.85; $\frac{3}{8}$ -in., \$4.25; 7-16-in., \$4; $\frac{1}{2}$ -in., \$3.75; 9-16-in., \$3.70; $\frac{5}{8}$ -in., \$3.65; $\frac{3}{4}$ -in., \$3.60; $\frac{7}{8}$ -in., \$3.45; 1-in., \$3.40.

Owing to the high cost of raw material, Winchester rifles have been advanced, and we quote as follows: Models 1892, 1894, and 1907, 22 $\frac{1}{2}$ per cent. discount; models 1886 and 1895, 10 per cent. discount; single shot rifles, 10 per cent. discount; model 1902, \$3.75 net; model 1904, \$5.30 net; Winchester cannons, \$7 each net.

All other lines remain unchanged and prices will be found in our current market quotations at the back of the book.

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 3, 1907.

Copper, tin, lead, and in fact almost all metals, have shown an upward tendency during the week, and are very much firmer in tone, but so far, dealers here have not raised their prices. Contrary to the wishes of buyers, prices are not likely to go down for some time to come, and in fact from the present outlook, it seems certain that high figures will prevail for the balance of the year.

The Wall Street Journal, in a recent issue, reports that the leading American manufacturers have secured enough copper to carry them through June and that before committing themselves to heavy purchases beyond that date, they are closely watching the market. As a result, it is predicted that while a dull period in the stock market is extremely likely, the price of copper will not be shaded appreciably. Most of the producing copper properties are in a strong position and are likely to maintain prices close to their present level.

In order to give some idea of the increasing demand for copper at the present time, we give herewith a statement of English copper figures from a recent issue of The London Financial Times. This paper goes on to say that the estimated production of copper of the world in 1906 was 730,000 tons, as against 708,000 tons in 1905 (presumably long tons of 2,240 lbs.) The output of the United States increased from 391,400 to 413,000 tons, and there were exported 211,100 tons, as against 247,100 tons in 1905. (American official figures, however, show that the exports of copper in 1905 were 238,798 long tons, and in 1906, 203,014 tons, a decrease in exports of 35,784 tons.) The total imports into Europe increased 20,500 tons, of which no less than 12,700 tons came from Japan. Australia sent 8,100 tons and Mexico 1,000 tons more than the previous year. On the other hand consignments from Chile decreased 2,300 tons, from Peru 2,100 tons, and from Cape Colony, 1,000 tons.

The principal countries consuming copper were: United States, 300,300 tons, as against 273,792 tons in 1905; United Kingdom, 80,451 tons, as against 60,491 tons, and France, 56,328 tons, as against 48,619 tons.

There is a report to the effect that there will shortly be put into operation at the plant of the Dominion Copper Co., near Greenwood, B.C., what is said to be the largest furnace in the Dominion. It measures 255 by 46 inches, and will have a daily capacity of 700 tons. The most improved modern methods of smelting will be installed in connection with the furnace.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,

Toronto, May 3, 1907

The past fortnight has seen a marked strengthening in all branches of the metal market, all metals being held firmer and some prices having been revised owing to advances in the Old Country. Boiler tubes, for instance, are quoted at an advance by some firms owing to this condition.

Pig iron, which has advanced greatly in British markets, is being marked up by local dealers. During April buying is usually light, and this year was no exception. Business is now being placed, however, by some buyers of small lots who wish their orders to be cabled over for immediate shipment. Chances of securing space on the ocean boats are none too bright, however, as summer freight and early orders for iron will have first call on the limited tonnage available.

M. & L. Samuel, Benjamin & Co., Toronto, have adopted a new plan, having taken a large tonnage totalling several thousand tons, on the new Canadian Lake Line steamers which have sailed from England and will come direct to Toronto without transshipping at Montreal. This establishes a precedent, and virtually makes Toronto an ocean port. With deepened canals a regular service to Toronto could be established. We leave last week's iron quotations unchanged and quote Glengarnock, No. 1, at \$27.

Black sheets are quoted higher by some jobbers and shafting is now firm at the 30 per cent. discount referred to last week. Until a few weeks ago 40 per cent. was freely given but jobbers changed to 35 a month ago as there was nothing in it at that price. Manufacturers were cutting prices but they have now got together and the dealers have advanced their discount to 30 per cent. Iron pipe is another finished product which is subject to higher prices, several houses having marked up prices two per cent. owing to the scarcity and increasing cost of materials.

Tin mining has been stimulated by the high prices which have prevailed for the past year or so and the production of Banca tin is increasing. Speculation in foreign markets has died out and prices are very firm.

Copper continues exceedingly firm with a demand which shows no signs of falling off. Deliveries are as hard to procure as ever.

Lead, zinc and spelter are all in the same strong position which they have enjoyed for some time.

United States Metal Markets

From the Iron Age, May 2, 1907.

There has been increased activity in foundry iron in nearly all sections of the country covering all deliveries, and the market is distinctly firmer. Some of the leading southern companies report having sold considerable quantities for second half delivery, without entering in-

to details. They report that they are sold up for the balance of the year and have withdrawn quotations.

In the east the situation is somewhat different. There have been some fair sales of basic iron for second half delivery on the basis of \$23 to \$23.25 delivered, and up to \$24 for prompt delivery. The Chinese basic has all been placed, a part of it going to a Canadian steel plant. But the majority of buyers are holding off on the ground that the volume of orders and the prices for steel billets and finished material do not permit them to pay current prices, and they aver that they will take their chances from month to month, until the situation is clearer. One important factor is the announcement that after July 1 the Pencoed plant of the Steel Corporation, which uses about 12,000 tons of basic pig iron a month, will be supplied from the Neville Island plant in the Pittsburg district, so that the eastern basic furnaces lose that outlet. Against that there has been placed some tonnage of steel billets for prompt delivery with eastern steel works to go to the Pittsburg district.

It is estimated that the total tonnage of structural material placed during April has aggregated about 115,000 tons and that now 100,000 tons is pending. Among the contracts closed are 8,500 tons for new buildings for the Carnegie Steel Company, 5,600 tons for two buildings in Chicago, 1,800 for a building in Philadelphia and 2,000 for three structures in San Francisco.

Foreign pig iron markets have advanced almost continuously, Middlesbrough reaching 58s. 6d. This is attributed chiefly to buying in England for Germany, where the suspense over the renewal of the Stahlverband is over and a rush of business held back pending developments is expected.

Pipe makers have secured the material for a 20-mile line of 16-in. pipe and a 17-mile line of 10-in. pipe, the pressure upon the mills being exceedingly heavy. A leading interest has purchased a pretty large tonnage of iron skelp at 2.25c to 2.27½c per pound, Pittsburgh.

Wire products are moving at an unprecedented rate and bar mills are very busy; large orders coming to the tin plate mills are asking premiums for early delivery.

From the Iron Trade Review, May 2 1907.

There is considerable excitement in the pig iron market. Prices are advancing rapidly and the available supply for the rest of the year is limited.

The unsold tonnage of steel making pig iron in the valleys is known to be small; in fact, smaller than the active inquiries now in the market and smaller than many of the large furnace companies will admit at this time. The element of danger always accompanying a runaway market is being discussed on every side and an effort is being made to stem the tide, but nothing potent has as yet been suggested or done. Prices of finished material have not advanced.

The supply of semi-finished material is almost as alarmingly short of requirements as pig iron.

New buying, while it is steady in most lines, has been comparatively light, and every effort is being made to secure deliveries on existing contracts. The mills are practically swamped with specifications, and it is very much the exception if delivery promises are made short of three months, and extending from that to six months. The American Bridge Co. promises are now September, the National Tube Co. about the same, and this filled-up condition is in no way confined to United States Steel Corporation interests, although on account of the volume of business their delivery promises are further into the future than those of other interests.

London, Eng., Metal Markets

From Metal Market Report, April 30, 1907.

PIG IRON—Cleveland warrants are quoted at 58s. 9d., and Glasgow standards at 58s. 6d., making prices as compared with last week on Cleveland warrants, 1s. 6d. higher and on Glasgow standards 1s. 6d. higher.

TIN—Spot tin opened firm at £195 15s., futures at £194, and after sales of 450 tons spot, and 250 tons futures, closed easy at £195 10s. for spot, £193 10s. for futures, making price as compared with last week, £4 15s. higher on spot and £5 higher on futures.

COPPER—Spot copper opened excited at £108, futures of £105 10s., and after sales of 600 tons of spot and 900 tons of futures, closed easy at £106 15s. for spot and £104 15s. for futures, making price as compared with last week, £5 15s. higher on spot and £4 higher on futures.

LEAD—The market closed at £20 5s., making price as compared with last week, £1 2s. 6d. higher.

SPELTER—The market closed at £26, making price as compared with last week, 2s. 6d. higher.

Nova Scotia News

Halifax, N.S., April 29, 1907.

Now that the gardening season is opening up there is a good demand for garden tools and the trade finds business quite brisk. Spades, hoes and shovels are selling quite freely, in fact there is a good demand for all garden tools and agricultural implements. Strong efforts are being made to boom agriculture in this province and the farmers themselves are beginning to realize that with the prevailing high prices for produce, there is money in farming. Greater efforts than ever before will be made this year to increase the product of the farm and in consequence there is a better demand for implements of all kinds. Poultry netting and wire fencing is in good demand, and some fishing supplies are still being sent forward. Ice along many of the coast ports has restricted trade to some extent, as the vessels cannot get out. As soon as the ports are clear, business will receive even a greater boom. There is a good demand for paint, oils and

brushes, also felt and tarred papers. Cement is selling freely, as concrete is being used in building here very largely. Prices are very steady in all lines and collections are fully up to the average.

The indications are that the coming summer will be a busy one in and around the plant of the Dominion Mining and Smelting Company at Pictou, N.S. For the past week or more officials of the company have been going over the plant, noting necessary repairs and additions, and thirty men are employed in putting the machinery and furnaces in readiness for operation. This work is being done under the guidance of Mr. Davis, a practical operator of smelters, a man of wide experience. The general control of the enterprise has been entrusted to Louis N. Fuller. They expect to have one furnace in operation in a week's time. The smelter has been idle for some years, and the experts say that the valuable plant has depreciated to some extent through lack of use and neglect. The electric dynamo has already been in operation and the valuable Corliss engine will soon be running again. Mr. Davis is well pleased with the equipment of the plant and is hopeful that once it is put in proper shape it will be possible to keep it in continuous operation. The need of a smelter has long been felt in this province and it will give employment to a large number of men in Pictou.

Rhodes, Curry & Company's extensive rolling mills, which have been opened at Amherst, are now in full operation. Thomas McKay, formerly of the Nova Scotia Steel Company, is superintendent of the new industry. Already from seventy-five to one hundred men are employed in the workshops connected with the rolling mills and more will be engaged later on. The bulk of the machinery was bought in Pittsburgh and is of the most modern kind. The opening of the mills marks another forward step in the industrial development of the hustling town of Amherst.

The rail mill of the Dominion Iron and Steel Co. at Sydney is working on an order of the Montreal Street Railway which calls for a contract of 2,500 of steel rails. The rails are being sent away as fast as they can be manufactured and Mr. Griffiths, representing the company, is inspecting them.

The Nova Scotia Legislature put itself on record last week in a resolution urging the Dominion Government to grant a tonnage bonus of six dollars to encourage the establishment of steel shipbuilding. The resolution, which was passed unanimously, is as follows:

"Whereas the decline of the shipbuilding industry has seriously checked the growth and prosperity of the Maritime Provinces; and

"Whereas the price of labor and materials in Canada has so increased as to render it impossible for Canadian shipbuilders to compete with British and foreign shipyards; and

"Whereas a proposition to bonus the building of steel vessels to the extent of six dollars per ton has been presented to the Dominion Government, supported by resolutions from many leading commercial bodies, which bonus would offer shipbuilders some compensation for the disabilities under which they now suffer, and stimulate a revival of the industry; and

"Whereas the Local Government of Nova Scotia has already shown its interest in this question by voting a bonus

of \$100,000 to the first steel shipbuilding plant erected in the province;

"Resolved, that this Legislature endorses the efforts now being made to revive an industry which is of such vital importance not only to Nova Scotia, but to the whole country, and respectfully asks the Dominion Government to grant the necessary financial assistance."

The Halifax City Council has agreed to donate a free site to the Government for the technical education building which it proposes to erect in this province, and for which purpose the Government has granted \$100,000. The site in Halifax which the council offers, is valued at \$30,000.

During the past week an average of eleven box cars a day for the Grand Trunk Pacific Railway were turned out by the Rhodes, Curry Co., of Amherst. Of an order of two hundred hoppers for the I.C.R., ninety-five have been completed, fourteen being constructed at the works during the week.

N.B. Hardware Trade News

St. John, N.B., April 30, 1907.

The opening of the river has caused a marked demand for mill supplies. Logs are coming down now and the mills are all in full operation. Trade in all lines is reported brisk. Orders are coming in and are being filled as rapidly as possible. The housecleaning season has created a good demand for brushes, stepladders, wringers, mops, pails, paints, etc., and these lines are prominently displayed in the various windows. The continued cold weather has kept the trade in garden tools, lawn mowers and such spring goods, somewhat back, but there is some demand for them now. Sporting goods are being put to the front, guns, ammunition and fishing tackle being asked for.

The demand for builders' hardware is very good and as several new contracts have recently been awarded and the spring building boom is about commencing, the outlook is very promising.

* * *

The new Royal Bank of Canada building, which is being erected at the corner of King and Canterbury Streets, by the Canadian White Company, is now going ahead rapidly. There was a delay for a time on account of the difficulty of getting delivery of stone. The building will be a very handsome one, that will be a credit to St. John's principal business street.

* * *

A big summer house and restaurant will be constructed at Rockwood Park at once. Fred L. Tufts has been appointed manager of the park interests.

* * *

The C.P.R. steamer Montreal, from London and Antwerp, due to arrive to-day, will be the last of the winter port steamers for this season. The baats will hereafter sail to Montreal. The season just closing has been a most successful one, except in the volume of the export trade, which is somewhat behind last year, owing to the congested state of the railways in the west during the winter. The import business shows a large increase over previous years.

The I.C.R. has placed with the Westinghouse Manufacturing Company an order for a 1,000 horsepower motor, which is to be installed in the new I. C. R. shops at Moncton, to supply power and heat for all the shops.

* * *

Contracts have been awarded for a new operating room for the General Public Hospital. The contractors are: Adams & Clark, masonry; A. Dodge, carpentry; James McDode, metal work; B. A. Dennison, painting; G. & E. Blake, plumbing, and F. E. Jones, electrical wiring. The entire top floor of the eastern wing of the building will be utilized.

* * *

A big lumber deal is being put through on the north shore, by which A. C. Dutton & Co., of Springfield, Mass., and John Fenderson & Co., of Springfield, Mass. and Sayabec, Que., will secure the properties at Jacquet River and Louison, owned by N. C. McNair, Mr. Dutch and W. B. Calhoun. The total value of the properties is about \$105,000.

* * *

It is reported that Stetson, Cutler & Co., of this city, have about closed a deal for the purchase of Donald Fraser & Sons' lumbering and milling interests on the Tobique. Donald Fraser & Sons are making preparations to rebuild their Aberdeen mills at Fredericton, this summer. The contracts for the new machinery have already been signed.

The river started breaking up last week, and the lumbermen have been kept busy gathering in the drift logs that escaped the booms at Fredericton.

The tenders for the new Salvation Army hall on Charlotte Street are still in the hands of the officials at the head office in Toronto. It is expected that a decision will be arrived at very soon and building operations will commence as soon as possible.

* * *

George Blake, of the firm of G. & E. Blake, plumbers, left on Saturday for Los Angeles, California, to attend the annual session of the Mystic Shriners.

Western Ontario News

London, Ont., May 1, 1907.

London's claim to the dignity of a hardware and metal centre is based on the fact that every line of goods, from a needle to an anchor—without, as it happens, including either of those very useful articles—is covered, and, in which an immense amount of capital is invested and a large number of hands are employed. The firms handling metals in this city number close upon 300, and include the following: Acetylene gas machine manufacturers, 1; agricultural implement dealers, 12; art glass, 1; automobile dealers and manufacturers, 3; awning manufacturers, 2; babbitt metal manufacturers, 3; bicycle dealers, 9; bicycle supplies, 4; blacksmiths, 22; block tin type, 1; boiler manufacturers, 4; bolt, nut and hinge manufacturers, 2; brass finishers, 2; brass founders, 7; carriage hardware manufacturers, 1; carriage and waggon manufacturers, 25; carriage hardware

(wholesale), 2; carriage woodwork, 2; coopers, 4; concrete machinery manufacturers, 2; electrical supplies and machinery, 5; electricians, 5; engine builders, 3; fence (wire) manufacturers, 5; fire engine manufacturers, 1; founders and machinists, 19; furnace dealers, 16; gas meter manufacturers, 1; glass dealers, 5; grate manufacturers, 1; gunsmiths, 3; hardware (wholesale), 8; hardware (retail), 8; laundry machinery, 1; locksmiths, 4; metal building material, 1; plate glass, 4; plumbers, steam and gas fitters, 23; plumbers' supplies, 5; pump manufacturers, 3; rolling mills, 1; roofing metals, 2; saddlery hardware, 2; scale manufacturers, 1; sewing machines, 5; show case manufacturers, 1; silver plates, 2; smelters and refiners, 1; spring bed manufacturers, 1; stove manufacturers, 1; stove and tinware dealers, 15; threshing machine manufacturers, 1; tinsmiths, 15; tinware manufacturers, 1; typewriter dealers and supplies, 5; wire fence manufacturers, 5; wire fence supplies, 1; wire nail manufacturers, 1; wrought iron works, 1.

The threatened strike of local plumbers was inaugurated to-day, some twelve or fifteen men quitting work. The best of the workmen have been receiving 30 cents per hour, inferior hands getting as low as 20c. Their present demand is for 40c. and 45c. per hour. The plumbing firms of London number 23, but only some half dozen are seriously affected by the strike, the majority being small concerns where the bosses do their own work. One firm, the F. C. Hunt Co., has made satisfactory arrangements with the men; the others express their intention of holding out so long as the members thereof are able to work twenty-four hours a day. The strike is too small an affair to lead to any apprehension of disorder.

Col. Gartshore, vice-president and manager of the McClary Mfg. Co., who is now on a visit to the company's St. John, N.B., branch, is an enthusiastic patron of amateur sport. On Good Friday a road race open to employees of the company only, was run, and on Monday last the prizes were presented to the winners, as follows: First prize, a handsome silver panel with a figure of an athlete in the centre, Robt. Kingsmill; second and third, a metal maltese cross, J. S. Moore and John McKellar, respectively. The race was run under the supervision of Col. Gartshore, who donated and presented the prizes, making a neat speech on the latter occasion.

Fred Delaney, who has had charge of the shipping department of the McClary Manufacturing Company's Calgary branch, has been transferred to London, where he will be superintendent of the shipping and storehouse department of the foundry.

Geo. Clark, manager of the Hamilton branch of the McClary Company, spent Monday at the head office here.

British Columbia News

Vancouver, B.C., April 25, 1907.

This is apparently the year of strikes in the west. Vancouver is fairly correctly described as the storm centre of strikes in this province, usually having one on in some line of industry. This year, while no exception in this city in the matter of strikes, is marked by the strike germ, or whatever is the cause, being apparently epidemic. The place of importance is easily held by the strike of the coal miners in the Crow's Nest Pass, because of its far-reaching influence. Great disappointment is felt over the temporary breakdown of negotiations, even after the arrival of Deputy Minister of Labor Mackenzie King. In Calgary and other Albertan cities the condition is such that many industries relying upon a coal supply for steam generation will have to shut down if the matter is not settled. The city water power and lighting plant, both owned by the city of Calgary, are, fortunately, well supplied with fuel. With many industries closing down, there will be hundreds of wage-earners thrown out of employment. Add this to the result in British Columbia, as attempted to be outlined last week, and the doubtful benefits of a strike, even if it is a win for the strikers, are seen.

Trade throughout the west is being very markedly depressed by reason of this strike, and many enterprises are being withheld which would otherwise be under way. The retail merchants in the upper country are already noting the falling off in their receipts, due to shutting down of enterprises.

On the coast, the mills have been greatly handicapped all season by shortage of cars. The present situation is much worse, and indications are that the railway company will soon stop receiving freight for eastbound delivery.

Local building trades in Vancouver are very badly tied up over the local carpenters' strike, which is still holding, having been on since the first of April. All efforts at reconciliation or arbitration seem to fall through. It was suggested through W. J. McMillan, president of the Board of Trade, that the men return to work at \$4 per day, leaving the extra 50c. per day demanded, to an arbitration board. The men acceded to Mr. McMillan's proposition, but the builders promptly refused, alleging that some of their members opposed it on account of the prosecutions instituted under the Alien Labor Act, at the instigation of the men. The worst feature of the situation is the rumor that the other building trades threaten to go out in sympathy, because the builders at the present moment are putting on all the non-union men they can. The builders have been making it very emphatically known that they will soon have all the carpenters they need. Naturally, this is not being left to lie for want of repeating, and the striking carpenters are receiving from their union comrades in the other trades, a great deal of sympathy. This may lead to the general strike now being foreshadowed. Some of the trades say that they might as well be out on strike, as they are practically tied up now, owing to the carpenters being out.

Contrary to expectation, the Government at Victoria has decided not to press for the proposed amendment to the timber regulations increasing the stumpage to 75c. per thousand from 50c., the present rate. The amendments to the act were withdrawn in the last days of the session which is now over. Keen opposition also developed against a proposed amendment making it compulsory on all loggers to burn the waste from timber cutting. As such a regulation would have made an increased cost of at least \$50 per acre, it was not pressed when the views of practical timber men were laid before the Government. An amendment which was put in force, however, was the adoption of the Doyle scale for log measurement. Previously this scale has been generally used east of the Cascades, but not in the coast district.

Bids are being called by the C. P. R., to be in by May 15th, for the construction of a branch line of railway down the north bank of the north arm of the Fraser River, from New Westminster to Eburne, where it will connect with the present Vancouver-Lulu Island branch. As soon as the new branch is completed it is to be turned over under a working arrangement to the B. C. Electric Railway Co., which now operates the Lulu Island line to Steveston. The new line will also be electrified and operated in conjunction with the other lines of the electric system. The new line will bring into close touch with the market of New Westminster and Vancouver a district heretofore without transportation facilities and which has been but little settled. It will likely develop into another district of small holdings of 5 and 10 acres, and less.

Construction on the Great Northern's V. W. & Y. line to the deep water harbor on Burrard Inlet has not yet begun, though the principal line has been authorized by the Railway Commission. It is asserted that because the other desired branch was not granted the railway company is holding back all operations until a favorable decision is given on that point. A grain of salt is advised with this assertion, as the railway company has already invested a large sum in securing land and frontage on the harbor, as well as right of way from their present line to the harbor.

The B. C. Electric Railway Co.'s subsidiary company, the Vancouver Power Co., is preparing to install another tunnel, diverting the water to a second power house at its Lake Beautiful plant. The installation, power house and all, is a duplicate of the present plant, which is now developing 30,000 horse power. This year but one unit of 10,000 h.p. is to be installed at the new plant, but the other two similar units will be added possibly next year. When this stage of development is reached, the maximum power available from the Lake Coquitlam-Lake Buntzen water-power will have been reached.

In local hardware circles dealers report a very serious falling off in trade, as builders' hardware is almost uncalled for, owing to the tie-up of building in

(Continued on page 42.)

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephens' Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand. Will you supply it in your territory?

Write for our special pan, tells how "We help you sell."

G. F. Stephens & Co.

Limited

PAINT AND COLOR DEALERS

WINNIPEG, - CANADA

MANITOBA HARDWARE AND METAL MARKETS

Market quotations corrected by telegraph up to 12 a.m. Friday May 3. Room 511, Union Bank Bldg, Winnipeg, Man.

Navigation is open at Fort William and it is hoped and expected that during the next month a large amount of money will be put in circulation as a result of the movement of the wheat crop that will now begin in earnest. Money is undeniably "tight" at present and business men are waiting impatiently for the expected relief to follow the opening of navigation. Throughout the country the C.P.R. are giving good service at present, but business men in towns served only by the C.N.R. are seriously "up against it." Deliveries over the C.N.R. are very uncertain.

An advance in cut nails is the feature of the market changes this week. Discounts on Winchester rifles are now 22½ per cent. on some lines and 10 per cent. on others.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.96; 11, \$3.02; 12, \$3.10; 13, \$3.20; 14, \$3.30; 15, \$3.45; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILS—Capewell brand, quotations on application. No. 10, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M" brand and other brands, 55 to 60 p.c. Add 15c. per box.

WIRE NAILS — \$2.95 f.o.b. Winnipeg, and \$2.50 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES — ½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS — Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS — Bolts, carriage, ¾ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS — Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45¼c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—¼-in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, 4.50; 1, \$4.25; 9-16, \$4.20; ¾, \$4.25; 1, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hick-

roy, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS — Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS — Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE — Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE — Rope sisal, 7-16 and larger, basis, \$11.25; Manilla, 7-16 and larger, basis, \$16.25; Lath yarn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS — Royal Canadian, \$35; B.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC. — Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12



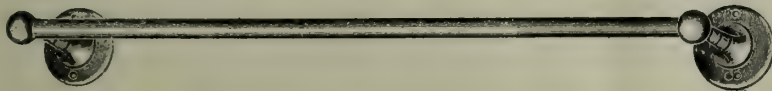
- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

SAMPLE SHINGLES SENT ON APPLICATION

Winnipeg Paint and Glass Co. Limited

CALGARY WINNIPEG

HIGH-GRADE BATHROOM FIXTURES



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto

ARE YOU HANDLING

"Lennox Torrid Zone" Steel Furnaces, "Monarch" Malleable Ranges, "Jewel" Stoves and Ranges, "Treasure" Stoves and Ranges, Eldridge "B" Sewing Machines, Granite Ware, Galvanized Iron, Wire, Nails, Elephant Paints, Building Paper, Prepared Roofing, Binder Twine, Bags for Milling Purposes ???

If so, we want your further orders. If not, we want your initial order.

Advantages you obtain through dealing with us:
HIGH QUALITY and PROMPT SHIPMENT.

MERRICK-ANDERSON COMPANY
WINNIPEG, MAN.

gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, $\frac{1}{2}$ -in., \$2.65; $\frac{3}{4}$, \$2.80; $1\frac{1}{2}$, \$3.50; $2\frac{1}{2}$, \$4.40; 1, \$6.35; $1\frac{1}{2}$, \$8.65; $1\frac{3}{4}$, \$10.40; 2, \$13.85; $2\frac{1}{2}$, \$19; 3, \$25. Galvanized iron pipe, $\frac{3}{4}$ -in., \$3.75; $1\frac{1}{2}$, \$4.35; $2\frac{1}{2}$, \$5.65; 1, \$8.10; $1\frac{1}{2}$, \$11; $1\frac{3}{4}$, \$13.25; 2-inch, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and

EMPIRE STOVES AND RANGES



MAJESTIC EMPIRE

This is the largest Oak Stove made in the world. You may say: "Why did you make it?" Because Canada is as cold as any country in the world. Did you ever sell a large heater where you ought to have sold a larger, but could not get it? You have! Needn't any more, we have it.

W.J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES

Fort William, Ontario.

24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10 $\frac{1}{2}$ -oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES — 18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c.; Sun-light, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases \$2.75.

PAINTS AND OILS—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c.; in kegs, 3½c.; turpentine, barrel lots, Winnipeg, \$1.01; Calgary, \$1.08; Lethbridge, \$1.08; Edmonton, \$1.09. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.30.

DEATH OF GEORGE D. WOOD.

Death removed, on May 1st, one of western Canada's most successful and energetic business men in the person of George D. Wood, head of the wholesale hardware firm of George D. Wood & Co., Winnipeg, after a protracted illness from spinal trouble, which had invalidated him since last September.

The late Mr. Wood was born in Hamilton July 26, 1858, being a son of the late Senator A. T. Wood, of the firm of Wood-Vallance & Co. He was educated at Hamilton and Galt, and in 1874 entered the warehouse of the firm, which was then known as Wood & Leggatt, in order to learn the hardware business from the bottom. When the tide of immigration set in toward the northwest in 1880 Mr. Wood was selected to open a branch for the firm in Winnipeg, under the name of George D. Wood & Co., thus being one of the first representative young business men of Ontario who played such a prominent part in laying the foundation and developing the commercial and industrial enterprises of the Canadian west. The success which attended the firm's operations in this province and the west is a striking tribute to his ability.

The funeral held Friday afternoon, was a large one, friends of the deceased gentleman attending in large numbers to do the last sad honors at the grave. Hardware and Metal joins in expressing sympathy with the family in Mr. Wood's early demise.

BRITISH COLUMBIA NEWS.

(Continued from page 39.)

the city. Previously a good trade has been done. Spring farming and gardening supplies have moved off well. Garden hose, lawn mowers, wire netting, wire screens and paints have been particularly good selling lines. Northern shipments are not yet active, awaiting the

opening of navigation on the Yukon. In most lines of manufacture good trade is reported, mills and other woodworking factories being well supplied with orders. These all find the great difficulty is the getting of cars and the forwarding of shipments.

Prices in staple lines have not shown any variations for some time. Stocks in most lines are well up to requirements. The winter shortage of coal oil has been corrected, good stocks now being in hand. Gasoline is a line very much in demand, owing to the very large number of gasoline launches and auxiliary cruisers in these waters. The automobile, too, is becoming a factor in the gasoline supply line.

* * *

As indicating the development of the mining industry in the province the figures of the March pay-roll at the Boundary smelters and mines have been published. A total of over \$200,000 was paid out for the month, made up approximately as follows:

	Men	Pay-roll
Granby Co.—		
Mines	525	\$52,500
Smelter	350	35,000
B. C. Copper Co.—		
Mines	300	30,000
Smelter	125	12,500
Dominion Copper Co.—		
Mines	625	62,500
Smelter	150	15,000

Total 2,075 \$207,500

When this total is added to that for the other districts of the interior, and the pay-rolls for coast mining, the grand total will be found to be a very large one, easily placing the mining industry in line as one which ranks with the greatest in the province.

* * *

Fine weather has been signalized by the arrival in port of nearly the whole tug-boat fleet of the Pacific Province, each bringing its quota of logs from up-coast lumber camps. Not less than 10,000,000 feet of logs is estimated to have been delivered within the past week or so. Owing to bad weather until recently, the tugs were tied up in northern shelter harbors, none caring to take chances on the loss of a boom of logs as the price is now so high. Heavy receipts have not, however, been any factor in reducing prices, which still remain on the open market from \$10 to \$14 per thousand.

* * *

Preparations are going ahead rapidly for the building of the Great Northern's terminals on Burrard Inlet. Hitherto, the trains of this line have come in to a depot in the down-town section of the city away from the harbor. Now that the railway commission has granted the crossing of the streets, the C.P.R. and B.C. Electric tracks, the Great Northern will be able to utilize the waterfront property acquired a year ago from the Vancouver Engineering Works, and Jim Hill's ships will soon be able to dock at his own wharf in Vancouver harbor. The Vancouver Engineering Works has removed to a new

location across False Creek, in the southern portion of the city.

* * *

Both up and down the Fraser Valley from New Westminster, the building of electric railways is to proceed this season. The B.C. Electric Co. has its line on the south side of the river to Chilliwack well under way. On the north side, from New Westminster to Eburne, along the North Arm, it is the intention of the C.P.R. to proceed with construction of a branch for which they have a charter.

* * *

VICTORIA, B.C.

April 22nd, 1907.

There is considerable interest being taken here in the Wednesday half-holiday question, and many merchants and clerks are anxiously waiting the outcome. The movement was originated by the grocery clerks, who circulated a petition among their employers, and met with very little opposition to their request, but, little as the opposition was, it was sufficient to put a damper on the matter, and now the clerks are organizing and by this means expect to meet with better success.

The clerks are working hard, and an effort will be made to organize all the retail clerks of the city, and if they are successful it is probable that the holiday will be extended to all classes of the retail trade. Other matters are also under discussion, such as 6 o'clock closing for the grocers—who now close at 6.30, Saturdays excepted—practically all other classes of the trade close at 6 o'clock.

The majority of the merchants appear to be in favor of the holiday, but some want a certain day and others object, and suggest some other scheme. The difficulty seems to be in arriving at a solution of the matter that will be satisfactory to the greatest number. Doubtless some concessions will have to be made, and it is hoped that an amicable settlement will be reached in the near future.

Probably the most interesting item in the grocery trade at present is butter, which is a very scarce commodity. At this season of the year such a shortage is unusual. Fresh creamery butter in 1-pound prints is retailing at 40c., and even at that price all grocers report a great shortage.

California new grass butter has just reached this market, and that, no doubt, will relieve the situation a little. Here are a few retail prices:

Fresh eggs are still very firm at 30c. dozen.

Local asparagus, 20c. and 25c. a lb.

Local rhubarb, 8c and 10c. a lb.

Local hot house lettuce, 5c. per head.

Local hot house cucumbers, 35c each.

Local hot house tomatoes, 35c. per lb.

California new potatoes, 10c. per lb.

California green potatoes, 15c. per lb.

California tomatoes, 25c. per lb.

Oranges and lemons rather higher.

Bananas are more plentiful and of better quality.

LETTER BOX.

A. R. Hart, Calgary, Alta, writes: "Kindly let we know the names of mantel manufacturers, either Canadian or American, or both"

Ans.—A few manufacturers of mantels are: The James Stewart Manufacturing Co., Woodstock, Ont.; The Iron-ton Wood Mantel Co., Ironton, Ohio, U.S.A.; The Whittaker Stove Works, Windsor, Ont.—Editor.

TORONTO AN OCEAN PORT.

The two new steamers, "Corunna" and "Morena," of the Canadian Lake Line, have just left England for Toronto with full cargoes of iron consigned to M. and L. Samuel, Benjamin & Co., metal merchants, Toronto. Steamers will not break bulk in Montreal as is customary, as the entire cargo is for the firm above mentioned. While this is not an established service, it is an indication of what can be done, and in the future with deepened canals a regular service might be established, making Toronto practically an ocean port.

AIKENHEAD'S WINNIPEG BRANCH.

Thos. E. Aikenhead, president and general manager of Aikenhead Hardware, and A. L. Young, vice-president, have returned from Winnipeg, where the company are opening a branch of their extensive builders' hardware and contractors' supply business. For some years the western trade in these lines has been growing very rapidly and the company have felt that the time has come when it is not only advisable, but absolutely necessary, that they should carry stock in Winnipeg.

Commodious and central warehouse facilities have been secured, corner of Market and Louise streets, with railway siding where cars come up to the shipping door, thus saving cartage charges. W. G. Marston, present buyer for the company, will have charge of the Winnipeg business, and associated with him will be Morgan Smith, well known among architects and contractors as a competent and well-posted hardware man. Aikenhead's do a very large builders' hardware business, extending from Halifax to British Columbia, and it is not a matter of surprise that they have found it advisable to open a branch house in Winnipeg.

NEW TYPE OF FILE.

An English firm has brought out a new type of file, in which the teeth are cut as segments of circles. It is claimed that this method of tooth formation enables the file to cut without slipping or running to the side, and insures superior cutting qualities to those possessed by the ordinary file, besides enabling the tool to retain the cutting edge for a longer period. Furthermore, owing to the shape of the teeth, which tends to urge the chips toward the outer edge, the file is said to possess

QUALITY HIGH
PRICE RIGHT

ON ALL OUR

“Metallic”
Goods

“EASTLAKE” SHINGLES
MANITOBA SIDING
ROCK-FACED SIDING (4 in 1)
SKYLIGHTS
“HALITUS” VENTILATORS
FIREPROOF DOORS AND WINDOWS
GALVANIZED CORNICES
SHEET METAL FRONTS
CORRUGATED IRON

It is a pleasure to give information and prices on any of these goods
“OUR DEALERS ALWAYS PROTECTED”

THE METALLIC ROOFING CO.
OF CANADA, LIMITED

Manufacturers

Established 22 Years

TORONTO and WINNIPEG

self-cleaning properties, and can be used on all metals, including brass and aluminum or even marble. The file can be re-cut four times at a very little cost, whereby an economy of 36 per cent. is claimed over the ordinary file.

PEWTER AND BRITANNIA METAL.

The disappearance of "pewter" as a metal for the manufacture of cooking utensils, as explained by metal men, is owing to the fact that vessels containing any great amount of lead in their alloy cannot be trusted over a fire. As a result, the most of the "pewter ware" on the market, is pure Britannia metal, which contains no lead at all. After the gloss of newness has worn off, the two metals have exactly the same appearance, to the eyes of the majority of people. The pewter of our forefathers was composed about as follows: Tin, 84; lead, 10; antimony, 5; copper, 1.

Activity is the best amen to any prayer.

Time flies, but money can beat it for any distance.

Too many men talk an hour for every minute they work.

A woman may be afraid of the cook, but a man isn't—unless she's his wife.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.

HAMILTON ONT.

FOUNDRY AND METAL INDUSTRIES

As a result of trouble having arisen between the Wm. Buck Stove Co., Brantford, and the stove-mounters, twenty six of the latter have gone on strike. The company will not negotiate with them.

The Ontario Steel Tubular Axle Co., Belleville, has been incorporated with a capital of \$20,000 to manufacture and deal in steel tubular axles, and to carry on a foundry machine shop. The provisional directors are: H. P. Thomas, R. E. Colling, J. S. McKeown, W. J. Thomson, J. W. Boyd and J. C. Pant-er.

It is announced that a Scotch company is about to manufacture, by a new process known as the Inshaw, seamless iron and steel tubes for boilers. These tubes, it is claimed, will not corrode. It is said that they will be placed on the market at under £7 (\$34.07) per ton, or less than the price of iron strips at present used.

Black nickel deposits should never be heavy, as they are then apt to scale. It should be noted that such deposits are not pure metal, but a combination of nickel with non-metallic substances. They are, therefore, brittle, and do not possess the flexibility of pure nickel. A good black nickel deposit is of sufficient thickness when the requisite color has been obtained.

ROLLING THIN SHEET METAL.

A new method of rolling thin sheet metal has recently been patented (U.S. Pat. 848,438, Mar. 26, 1907) by W. H. Brown, of Pittsburg, Pa., which, although intended for rolling steel, is, nevertheless, of interest to brass mills. It may serve to suggest something. When thin sheet steel is rolled it is customary to roll in packs. If a single sheet is rolled it cannot be made of sufficient thinness. The method which is followed in this invention for rolling, allows one single sheet to be rolled to a thin gauge without the need for pack rolling.

The way in which it is accomplished is to cut away a small portion of the top roll very slightly so that the roll is a trifle flat in one spot. The rolls are now revolved so that the flat spot comes in contact with the lower roll. The rolls are then screwed down. If a sheet is now rolled it is obvious that the rolls will come close together when they pass the flat portion of the top roll. The sheet is thus rolled much thinner than otherwise. It is obvious, however, that only short lengths of sheet can be rolled upon rolls of this nature as they are limited to the circumference of the roll. In an 18 in. mill, therefore, the sheet that is rolled cannot be longer than about 4 feet.

ALUMINUM ALLOYS.

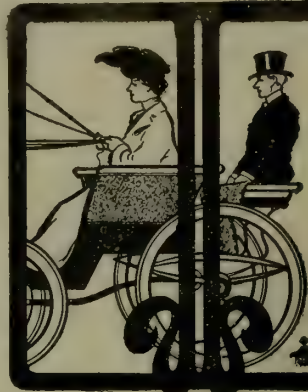
When alloyed with copper, aluminum acts similarly to zinc, but much more strongly, so that an addition of 1 per cent. aluminum produces as much effect as 3.5 per cent. of zinc. Aluminum bronzes are much stronger than ordinary bronzes, but those containing 10 per cent. or more of aluminum are so hard that they cannot be worked.

SHERWIN-WILLIAMS BUGGY PAINT.

A varnish gloss paint of great durability. Made to withstand outside exposure—and does it.



Have you a stock of this splendid specialty? There is a good profit in it for you.



There is a good demand at this time of the year for a paint of this nature. It is unequalled for painting and varnishing at one operation buggies, carriages, carts, sleds, farm implements, etc. It can be washed without injury and has splendid wearing qualities. The dealer who stocks this high quality product can compete with the many goods of like nature on the market and win out every time. S-W. Buggy Paint will give the kind of service that pleases a customer and brings him back when he wants good paints for any purpose. Attractive shades in the line and convenient size packages. Write for further particulars today.



THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.

Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.

"BRANTFORD ROOFING"

was awarded a special diploma at the Canadian National Exhibition, Toronto, 1906, as well as Lord Strathcona Medal, for excellence of quality and general display.

Hardware Dealers and Others

handling these goods should write and get our special prices and terms before buying elsewhere.

Samples, prices, information free



Brantford Roofing Co., Limited
BRANTFORD . . CANADA

**"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON**

Prompt Shipments.
Finest Quality.

A.C. LESLIE & CO.
Limited
MONTREAL

No. 7 Hand Drill

Cut gearing, change of speed for light or heavy work. Ball bearings, Rack and pinion feed, either hand or automatic. Treadle feed to lower the spindle to the work. A weighted lever raises the spindle instantly as soon as the feed is disengaged. Incomparably the best hand drill in the market, and also a first-class wood boring machine. Fitted for power if desired without extra charge. Weight 375 lbs. Send for circular.

It pays to use the best tools.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

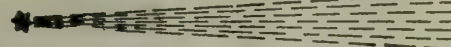
The Orford Copper Co.

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Brand

GALVANIZED FLAT SHEETS

for any purpose where the best is needed. Wide-awake jobbers handle this brand. They are well galvanized, true to gauge and especially soft for working up purposes. Every sheet bears the name "Gilbertson." That is a guarantee

MAKERS:

W. GILBERTSON & CO., Limited,
PORTLAND, SOUTH WALES
Agent, Alex. Gibb, 13 St. John St., Montreal.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as fuel, "Midland" will rival in quality and grading the very best of the imported brands.

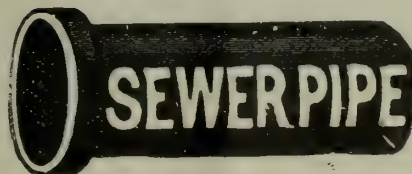
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Drummond, McCall & Co.
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Canada Iron Furnace Co.
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... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
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Oakey's

The original and only Genuine
Preparation for Cleaning Cutlery, 6d. and 1s. Cansisters

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KNIFE POLISH**

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
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**NOVA SCOTIA STEEL
& COAL Co., Limited**

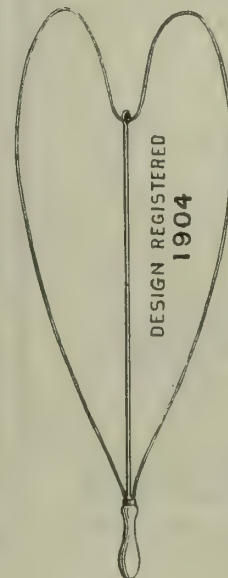
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Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL



THE
**ANTON
CARPET
BEATER**

Has double the beating
surface of any carpet
beater on the market.

LIGHT, yet STRONG and
DURABLE; STIFF, yet PLI-
ABLE and EASY TO HANDLE

Centre rod made of heavy
spring steel wire. Outside
wires so thick the
handle and are clinched
at bottom end, making it
impossible for handle to
come off; handle filled
with lead thereby mak-
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article.

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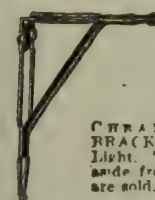


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Means Something**

It is the distinctive brand of genuine Armstrong
Stocks and Die and Pipe Fitters' Tools.

No "Armstrong pattern" or "just as good as
Armstrong" have this stamp. Don't buy anything
in this line that hasn't this brand as it is the mark
of genuineness.

THE ARMSTRONG MANUFACTURING CO.,
292 Knowton Street, Bridgeport, Conn.



Will Hold up a Shelf

That's what a shelf bracket is for.
For this purpose there can be
NOTHING BETTER NOTHING
CHEAPER than the BRADLEY STEEL
BRACKET. It is well japanned, strong and
light. The sawtooth on front is a good point
made from the lower part of which the goods
are sold. Order direct or through your jobbers

ATLAS MFG. CO., NEW KALON.

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

BUILDING NOTES.

Berlin's new market building will cost \$15,000.

A large sawmill will be erected at New Westminster.

A new two-storey box factory will be erected in Toronto.

Oddfellows of Saskatoon will build a hall to cost \$15,000.

The Toronto Engraving Co. will erect a new five-storey building.

A new \$12,000 Catholic church will be built at Fort William.

Head & Co., bakers, will erect a \$10,000 plant at Fort William.

The W. H. Malkin Co., Vancouver, will erect a new warehouse.

Extensions will be made to the Barker House, at Fredericton, N.B.

A new Masonic Temple costing \$30,000 will be erected in Vancouver.

D. Fraser & Sons, Fredericton, N.B., will rebuild the Aberdeen mill.

A new technical college will be erected at Halifax, to cost \$100,000.

A three-storey brick hotel will be erected at Fort William, costing \$27,000.

It is proposed to build a geological museum building for Toronto University.

A branch of the Bank of British North America will be built at Cainsville, Ont.

The Great Northern Railway will build a depot in Brandon, to cost \$30,000.

The Krug Furniture Co., Berlin, will make a \$10,000 extension to their factory.

East end Presbyterians of Toronto are discussing the erection of a \$50,000 church.

The Breadner Mfg. Co., Ottawa, will erect a three-storey factory this summer.

The new St. Andrew's Presbyterian Church being erected in Berlin, will cost \$30,000.

The aggregate value of the permits granted in Montreal during April was \$643,621.

A \$5,000 business block will be erected by Piper, Hogarth & Piper, at Fort William.

The Bell Telephone Co. will build a branch exchange in Winnipeg, to cost \$40,000, and a stores building, to cost \$36,000.

Victoria Hall, Toronto, will be extended and remodelled, the work to cost \$40,000.

The estimated value of building permits issued in Toronto during April is \$2,044,870.

The United Zionist Societies of Toronto will spend \$30,000 in the erection of club rooms.

Building permits issued in Toronto for the week ending April 27 totalled nearly \$450,000.

Plans for a new \$40,000 hospital have been submitted to the Fort William Hospital Board.

J. King, Fort William, will erect a

\$12,500 business block, and also a \$6,000 warehouse.

An addition costing several thousand dollars will be made to Christ Church, Cathedral, Fredericton, N.B.

The British Columbian Permanent Loan & Savings Co. will erect a \$35,000 office building in Vancouver.

H. Disston & Son, Toronto, have been granted a permit to erect a saw factory on Adelaide Street, to cost \$10,000.

COMPANIES NEWLY INCORPORATED.

The International Portland Cement Co., of Hull, Que., has increased its capital from \$1,000,000 to \$1,250,000, and its capacity to 3,000 barrels per day.

Frames and Hay Fence Co., Stratford; to manufacture and deal in wire fences, gates, and other fencing materials; capital, \$100,000; incorporators: R. S. Frame, D. D. Hay, R. B. Murray.

Crown Canister Co., Dundas; to manufacture and deal in canisters, dies, wire and paper goods and metal ware; capital, \$40,000; incorporators: R. R. Gamey, S. Metcalfe, W. B. Bentley, Jas. Watt, Jr.

Port Hope Telephone Co., Port Hope; to carry on a telephone business in County of Northumberland; capital, \$10,000; incorporators: G. W. Jones, G. Payne, W. H. Burley, A. P. Pollard, W. H. B. Dickinson.

H. V. Mooers Co., Woodstock, to carry on wholesale and retail business in harness and harness fittings; capital, \$3,000; incorporators: H. V. Mooers, H. A. Mooers, G. W. Jackson, J. T. A. Dibblee, all of Woodstock.

Concrete Engineering and Construction Co., Toronto; to manufacture and trade in reinforced concrete, corrugated work, steel or iron work and trussed steel; capital, \$40,000; incorporators: J. V. Grey, A. F. Wells, R. D. Moorhead.

Imperial Supply Co., Montreal; to manufacture railway, marine and contractors' supplies, either in metal or wood; capital, \$100,000; incorporators: Herbert H. Bradfield, Harry H. Bradfield, W. R. Duckworth, H. G. Myers, C. A. Myers.

All copper and tin mixtures are improved by remelting.

An immense shipment of railway construction work is now in transit to the northwest for the Grand Trunk Pacific. The shipment consists of 25 locomotives, 500 ballast cars, 1,000 flat cars and ten steam shovels.

Lead which contains a small quantity of tin and antimony does not corrode as readily as pure lead. When exposed to a damp atmosphere the surface will not turn white as rapidly.

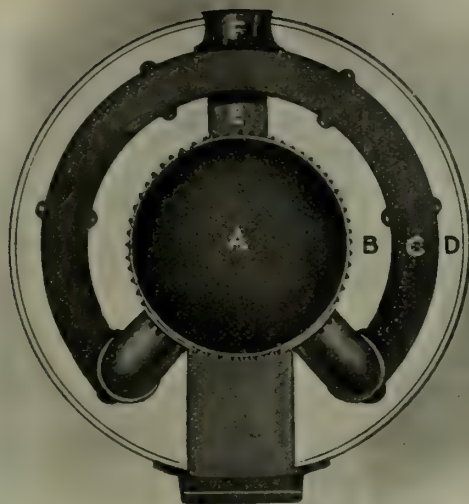
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Plate
Glass
Company
of Canada
Limited**

**Glazing
Glass
of all kinds**

**LOWEST PRICES
ASK FOR THEM**

Write Nearest Office

**TORONTO
MONTREAL
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STEEL DOME FURNACES

We hear a lot about steel dome furnaces these days
because they

HAVE MADE GOOD

We were their originators and
first manufacturers, so our

"Economy" "300 Series" Furnaces

**REPRESENT THE BEST RESULTS
OF FIFTY YEARS' EXPERIENCE**

Our Dome-Top is Pressed Into Shape

so that its sides are one piece with the top, and is rivetted
on to the sides of the combustion chamber, just like the
head of a high-pressure boiler, so that it

SIMPLY CANNOT LEAK GAS, DUST OR SMOKE

"Economy" Furnaces Mean

WARM HOMES,
SMALL FUEL BILLS,
CONTENTED CUSTOMERS,
INCREASE IN BUSINESS.

Pease Foundry Co., Ltd., Toronto
Pease-Waldon Co., Ltd., Winnipeg



BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

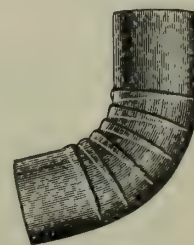
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1,225 Varieties.



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samples to

FERDINAND DIECKMANN

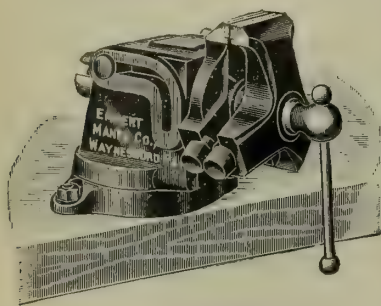
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

EMMERT UNIVERSAL VISES.

There is scarcely a known industry which does not have use for one or more vises. Little interest is generally manifested in the common parallel screw vise, however, because, as a rule, its general features of construction are very similar in all patterns and types.

The Canadian Fairbanks Co., of Montreal, Toronto, Winnipeg and Vancouver, have secured the Canadian sales agency for a new type of vise which is quite out of the ordinary, known as the Emmert Universal, which is such a departure from the ordinary that anyone who uses tools of this sort is at once interested in studying its characteristics.

These vises have every possible adjustment for the convenience of the workman and are universal in every sense of the word. No single parallel vise, though provided with adjustable jaw and swivel bottom, can adjust to the various positions for rapid work in shaping, finishing and fitting as can the Emmert Universal. When actually in service the vise may be swung into any desired position without releasing its hold on the article gripped within its jaws. The vertical position gives the advantage of a full circle swing, as does also the horizontal position, and like-



Emmert Universal Vise.

wise any intermediate angle or position; hence, in the use of this vise, time is saved, labor economized, skill manifested and profitable results obtained.

Few metal workers, pattern makers and woodworkers are to be found who do not know the advantages that may be obtained from such a vise as the Emmert. The Nos. 1 and 2 pattern makers' vises have 7 and 6 pairs of jaws respectively, and the metal workers' 5 pairs. These cover a very wide range of work.

During the past few years the Emmert Universal vises have found their way all over the American continent and British provinces and have also been sent out in large lots to various foreign countries; and their adaptability to every line of work is unquestioned.

CASEY PROVED IT.

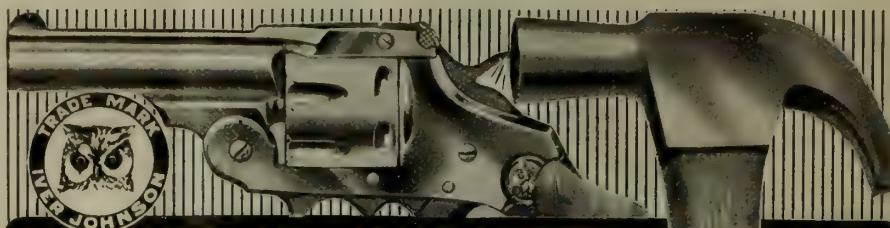
Lady (in party viewing the foundry)—And which is the foreman?

Casey (proudly)—Oi am.

Lady—Really?

Casey—Oi can prove it. (Calls to molder): "Kelly, Kelly; yer foired."—Judge.

Your cup of joy will never run over if the bartender is allowed to handle the bottle.



"HAMMER THE HAMMER"

That phrase has hammered into universal popularity the

IVER JOHNSON Safety Automatic Revolver

which is a Dealer's Proposition, straight and simple.

Never permitted as a premium. Never sold by mail where dealers can supply. One the dealer can safely recommend, and we will stand behind him.

IVER JOHNSON'S ARMS AND CYCLE WORKS,
330 River St., Fitchburg, Mass.

Makers of Iver Johnson Truss Bridge Bicycles and Single Barrel Shotguns

Send for Iver Johnson Catalogues for Dealers, or ask your jobber --he knows.

**HORSE SHOES**

We challenge anyone to produce a Horse Shoe that comes nearer the farrier's idea of perfection than does the "M.R.M."

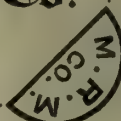
These Shoes are the best and most favorably known in the Canadian market.

They have given satisfaction wherever used, on account of the high standard of excellence maintained in their manufacture, as they are made to suit the requirements of the better class of the farrier trade.

It will pay you to carry a stock of "M.R.M." Horse Shoes.

MADE BY

The Montreal Rolling Mills Co.



CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES.

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and waterworks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [1f]

HARDWARE business in Saskatchewan; best wheat district in the west; business well established; competition very weak; this is a snap for someone; good reasons for selling. Box 616, HARDWARE AND METAL. [19]

SITUATIONS WANTED.

THE Chief Assistant Electrical Engineer of one of the most successful undertakings in England desires situation in Canada, either electrical or mechanical, as manager of contract work or a similar position of trust; life abstainer and has excellent references from well-known British engineers; 30 years of age; associate member of Institution of Electrical Engineers; 14 years' professional experience. W. F. Stamp, 11 Somerset Place, Devonport, Eng. [18]

WANTED.

HARDWARE business wanted in Ontario town, village or city; good live business; well established; cash transaction. Box 619, HARDWARE AND METAL, Toronto. [18]

FOR SALE.

BICYCLES and Frames under the market price. Union Jack Works, Tillsonburg. [18]

ONE nearly new "Ontario" acetylene gas machine; reason for selling, we have natural gas now. Dobbys Bros., Wheatley. [21]

I HAVE two cases Gordon Crown galvanized iron; will sell at \$4.20, Toronto freight. Address Box 617, HARDWARE AND METAL. [18]

SITUATIONS VACANT.

TINSMITH WANTED—One who understands furnace work. State wages required, age and reference. Steady work to good man. The Guelph Stove Co., Ltd., Guelph, Ont. [18]

WANTED at once—A tinsmith for general work; three years' experience; wages no object to right man; yearly engagement. Apply H. F. Chappell, care of Manitoba Hardware and Lumber Co., Minnola, Man. [18]

WANTED—Ambitious hardware clerk for retail in Hamilton, Ont., with 4 years' experience; Address stating age, experience, also salary expected. Box 618, HARDWARE AND METAL. [18]

HARDWARE clerk wanted at once; apply stating age, experience and salary expected. George Taylor Hardware Co., Cobalt. [19]

WANTED—Young man with three or four years' experience as hardware clerk, to take position as junior clerk. Apply at once stating experience and giving references to Gilpin Bros., Orillia, Ont. [1f]

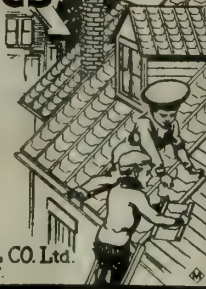
WANTED — Experienced salesman, thoroughly posted in the equipment of large hotel kitchens. Gurney Foundry Co., Ltd., Toronto. [18]

TRAVELER WANTED.

WANTED—Travelling representative, by one of the oldest manufacturing companies in Canada, for hardware trade dealing in blacksmith's and horseshoer's supplies; one article and most favorably known in the trade (no sample trunks to carry); applicants must have favorable experience and references, no others need apply; salary, about \$50 per month; applications treated confidentially and returned after perusal. Address with particulars to "Manufacturer," care of HARDWARE AND METAL, Montreal. 18

Galt Sure Grip Shingles

make the HAND-SOMEST and most DURABLE roof. Are the EASIEST and QUICKEST to either SELL or put on. See them and get acquainted.



GALT ART METAL CO. Ltd.
GALT, ONT.

Get in Shape

To give your customers intelligent information and trade-winning prices on the most up-to-the-minute and best-selling line of Sheet Metal Building Goods. This is an important matter to the Hardware and Tinsmith Trades. There will be an enormous demand for these goods this year. Builders and Owners from your very locality are now enquiring about this line. Speak up—And let them know "you're in the game."

Galt Steel Siding



is made in original designs. Sharp, bold patterns. Close-fitting and invisible joints make them great sellers. People won't have the ordinary kinds once they see ours.

GALT ART METAL CO., Ltd.
GALT, ONT.

Get Our Catalogs

and Price Lists. That's the surest way to be "in the game." Your Opposition will have to "step fast" if he beats you and Our Line. We are using our every endeavor to make Our Line interesting to "the trade." We want good representation in every locality. Write us about it to-day.

Western Distributing Agents:

THE McCLARY MFG. CO.
Winnipeg and Calgary



"QUALITY UNSURPASSED" BELLEVILLE BRAND



HORSE SHOES

The quality of our shoes places them in a class by themselves.

THEY HAVE NO EQUALS

Toronto and Belleville Rolling Mills

BELLEVILLE, ONT.

LIMITED



Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

Paint, Oil and Brush Trades

TURPENTINE REMAINS LOW.

According to the New York Commercial, turpentine dealers in the New York market are concerned over the late spring and the resultant light demand from nearly all consumers. Business during the past two months has not extended beyond jobbing. Only in a few instances have sales of 50 barrels been made, whereas, under ordinary conditions transactions seldom amounted to lots smaller than 100 barrels.

Several weeks ago, when high prices ruled, and when it was thought spirits would be quoted at 80c., buyers manifested considerable interest, and were anxious to secure their supplies against a continued advance in price. Stocks, both in New York and in the south, were low, and the new crop was held up, because of heavy rains. The forests were flooded, and work stopped.

With the return of dry weather in the turpentine forests, tapping commenced, and the new crop began to come in. The market then eased off, but consumers evidently were well enough supplied, and little buying interest was manifested. With heavier arrivals and increasing supplies, the market declined steadily, until the price was nearly 10 cents below the figure quoted at the beginning of the active season.

Another factor with a strong influence in retarding the demand was the strike among the union painters. Unsettled conditions in the painting trade have prevailed for several weeks. The men are still out. The bad weather has kept work back, but under ordinary conditions the strike would not be felt so keenly.

Of principal interest to the trade is the lack of demand that probably will not be in evidence until next season from out-of-town consumers, farmers and others. In the city, consumers are awaiting a lower market, and are taking on only enough turpentine to meet current engagements. Next month much lower prices are expected. But only a slight drop will be noticed, while better weather conditions will stimulate the demand, and put the market upon a firm basis.

CRACKING OF VARNISH.

There are various causes for the cracking of varnish. Adding terebine to a varnish to harden it will often cause it to crack, especially when it is exposed to the direct sunlight. At first these cracks give the varnish a silky appearance, owing to their hair-like fineness and great number. Subsequently these cracks widen and deepen under atmospheric variations.

The application of any hard, quick-drying coat of paint or varnish on a soft undercoat is liable to cause cracking, says the Paint and Oil Review, and would affect any super-coat likewise. This may sometimes be traceable to a glaze coating prior to varnishing, to a gold-size and turps flattening coat on an oily ground, or to a hard-drying varnish on a soft groundwork. Gold-size

cracks are distinguishable by their usually lying in the direct line of the brush work, and having soft round edges, turning inwards.

Cracking sometimes occurs only where knots exist in the woodwork. This is generally due to the previous use of too much shellac or patent knotting.

Another frequent cause of cracking is the application of a coat of size upon a hard non-porous ground prior to varnishing, such as sometimes occurs when re-varnishing old work in cheap jobs, if the size be fairly strong.

WHY ZINC IS USED IN PAINTS.

A writer in the Paint and Oil Review gives below the reasons why zinc should be used in paints:

"Zinc has great affinity for linseed oil, carrying from 60 to 70 per cent. more oil than white lead. This gives it exceptional spreading capacity. Zinc, unlike lead, is not affected by chemical action when united with oil, nor is it injured by gases and atmospheric elements which so quickly destroy lead. Zinc itself would be an ideal paint pigment were it not that it dries too hard and that it lacks porosity.

Painters have learned from practical

experience that a combination of lead and other more enduring pigments makes a better paint than lead alone, but some of them have yet to learn that it is quite impossible for them, even with the knowledge of proportions, to mix by hand a paint so composed. The very nature of pigments is such that they require a thorough mixing and grinding in their dry state and again in their paste form, and again and again in their semi-liquid forms. This mixing, chasing, grinding and re-grinding is done in expensive mills especially constructed to handle the pigments used by this or that manufacturer. This explains why makers of prepared paints have acquired success and reputation, while painters have found their home-made mixtures of similar pigments to be unsatisfactory.

In the spring the dealer should advertise his line of paints freely in his local papers, and place circulars, printed matter and cards in the hands of every possible customer. If printed matter is included in parcels delivered to customers they will take them home and look them over so that when the time comes for painting they will have had time to study over what they require."

We Have a Heap

of other lines to sell you that are sure to follow if we can once get you started on **Elastilite Varnish.**

It is so good and does so well all we claim it will do, your customers will demand other lines from the same makers.

Elastilite is a MAGNET THAT ATTRACTS TRADE AND HOLDS IT. For outside or inside.

In tins only, $\frac{1}{2}$ pts. to 1 gallon.

See Catalogue No. 10, page 3—
then follow on for other lines.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

Few paints can be nearly as good as most Paints are claimed to be. All manufacturers honestly believe that their particular brands are the best. We've tried to make

NEW ERA PAINT

a little better than the next best, and practical men—Hardware Dealers and Decorators—declare that we have succeeded. One thing certain is that **all Standard Paints and Varnishes** are money-makers. Have you our catalogue?

STANDARD PAINT AND VARNISH WORKS CO., LIMITED
WINDSOR - ONTARIO

Floors to be Proud of

are produced by using

JAMIESON'S FLOOR ENAMELS

We show a fine range of colors, all of which give a finish which cannot be equalled by any **Floor Paint** sold.

They wear well, never stick after drying, and do not rub off by washing. In short, they have none of the defects of the common floor paints.

Try a sample order of these goods and you'll want some more.

MADE ONLY BY

R. C. JAMIESON & CO.
LIMITED
MONTREAL

The majority of Hardware Dealers stock

Pearcy's Pure Prepared Paints

Do you?

OUR SPECIALTY

PROMPT DELIVERIES

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada



A. RUDD & CO., St. Helens, Lancashire, England
Manufacturers of highest grade



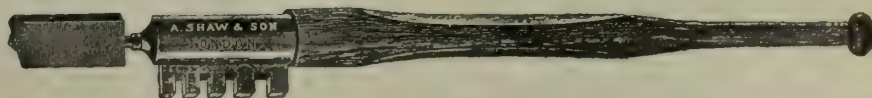
GLAZIERS' DIAMONDS in all patterns. Also Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers, Atmospheric Soldering Irons, etc., etc., etc.

Canadian Agent: J. B. GIBSON, P.O. Box No. 478, MONTREAL
From whom users of Glaziers' Diamonds can obtain the names of wholesale merchants who stock A. Rudd's goods.

McCaskill, Dougall & Co.

Manufacturers
UU

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

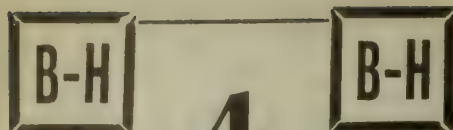
Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal



4



FORCEFUL FOLDERS

The work of our Advertising Department

are just off the press, designed with the sole purpose of co-operating with the seller to enhance the salability of our paints.

No. 1 "Anchor Liquid Marine Paints."

No. 2 "Anchor Shingle Stains."

No. 3 "Frescota Cold Water Finish."

No. 4 "The Evidence in the Case" of English Liquid House Paints.

They will be appreciated by anyone interested in painting.

Let us know how many you can distribute.

BRANDRAM-HENDERSON, LIMITED

Montreal, Halifax, St. John, Winnipeg,

MARSHALL WELLS CO., Winnipeg

Sole Distributors for Western Canada



PAINT AND OIL MARKETS

MONTREAL.

Office of **HARDWARE AND METAL**,
232 McGill Street,
Montreal, May 3, 1907.

Business in paint and oil circles has now got almost beyond the capacity of manufacturers to take care of, but most houses are working overtime to try and keep up with the rush. Orders are having every attention and the delays if any, will be of short duration, and mostly due to scarcity of teams and the slowness of the railways, rather than to any fault of the shippers.

Linseed oil and turpentine are again to the fore and are the only articles this week that have changed in price; linseed oil showing an advance, and turpentine a decline, since last reported.

LINSEED OIL—Last week linseed oil declined 1 cent per gallon, but evidently this could not be maintained, as the price has been advanced one cent during the past few days. We now quote: Raw, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c; boiled, 1 to 4 barrels, 65c; 5 to 9 barrels, 64c.

TURPENTINE—Last week's decline of 4 cents per gallon, has been followed by a further drop this week of 3 cents more. Prices at present are: 93c per gallon; for smaller quantities than barrels, 5c extra is charged. Standard gallon is 8.40 lbs., f.o.b. shipments, net 30 days.

GROUND WHITE LEAD—Demand still good and quotations firm: Best brands, Government standard, 7.25 to 7.50; 6.90 to 7.15; No. 2, 6.55 to 6.90; No. 3, 6.30 to 6.55; all f.o.b. Montreal.

DRY WHITE ZINC—Scarcity still prevails and figures are therefore strongly maintained: V.M. Red Seal, 7½c to 8c; Red Seal, 7c to 8c; French V.M., 6c to 7c; Lehigh, 5c to 6c.

WHITE ZINC GROUND IN OIL—A fair quantity is being shipped at the same prices: Pure, 8½c to 9½c; No. 1, 7c to 8c; No. 2, 5¾c to 6¾c.

PUTTY—Selling well. No change in prices. Pure linseed oil, \$1.75 to \$1.85 1-5; bulk, in barrels, \$1.50 1-5; in 25 lb. irons, \$1.80 1-5; in tins, \$1.90 1-5; bladder putty, in barrels, \$1.75 1-5.

ORANGE MINERAL—No change to note: Casks 8c.; 100-lb kegs 8½c.

RED LEAD—In spite of a shortage, prices remain: Genuine red lead, in casks, \$6; in 1-lb. kegs, \$6.25; in less quantities, at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6; and smaller quantities, \$6.75.

PARIS GREEN—No further advance has as yet taken place, although there is an exceedingly strong demand: In barrels, about 600 lbs., 27½c per lb.; in arsenic kegs, 250 lbs., 27¾c; in 50-lb. drums, 28½c; in 25-lb. drums, 28¾c; in 1-lb. packets, 100 lbs. in case, 29½c; in

1-lb. packets, 50 lbs. in case, 29½c; in ½-lb. packets, 160 lbs. in case, 31½c; in 1-lb. tins, 30½c., f.o.b. Montreal. Terms 2 per cent., 30 days.

SHELLAC GUMS — Business fair, prices are steady: Bleached in bars, or ground, 46c per lb., f.o.b. Eastern Canadian points; bone dry, 57c. per lb., Eastern Canadian points; T. N. orange, etc., 48c. per lb. f.o.b. New York.

SHELLAC VARNISH—Selling well at the following prices: Pure white bleached shellac, \$3 to \$3.25; pure orange, \$2.80 to \$3.06; No. 1 orange, \$2.60 to \$2.80.

PETROLEUM — American prime white coal, 15½c per gallon; American water, 17c per gallon; Pratt's Astral, 19½c per gallon.

WINDOW GLASS—First break, 50 feet, \$1.85; second break, 50 feet, \$1.95; first break, 100 feet, \$3.20; second break, 100 feet, \$3.40; third break, 100 feet, \$3.95; fourth break, 100 feet, \$4.15; fifth break, 100 feet, \$4.40; sixth break, 100 feet, \$4.95. Diamond Star: First break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second break, \$4.80; third break, 100 feet, \$5.75; fourth break, 100 feet, \$6.50; fifth break, 100 feet, \$7.50; sixth break, 100 feet, \$7.50; seventh break, 100 feet, \$8; eighth break, 100 feet, \$9. Double Diamond: First break, 50 feet, \$3.45; second break, 50 feet, \$3.75; first break, 100 feet, \$6.75; second break, 100 feet, \$7.25; third break, 100 feet, \$8.75; fourth break, 100 feet, \$10; fifth break, 100 feet, \$11.50; sixth break, 100 feet, \$12.50; seventh break, 100 feet, \$14; eighth break, 100 feet, \$16.50; ninth break, 100 feet, \$18; tenth break, 100 feet, \$20; eleventh break, 100 feet, \$24; twelfth break, 100 feet, \$28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of **HARDWARE AND METAL**,
10 Front Street East,
Toronto May 3, 1907.

Owing to the prevailing cold weather the paint and oil trade has been somewhat hampered. Retailers have been unable to sell paint to any extent during the past ten days or so, and have, therefore, put a damper on the wholesale trade. The demand for mixed paints is steadily increasing.

The strongest deterrent on the trade at present is the unsatisfactory condition of transportation facilities. If anything would warrant an advance in linseed oil it would be the great delays experienced in receiving shipments. It is not that the manufacturers are behind, but simply because there is a shortage of cars. Although the railroad companies are making strenuous efforts to relieve the freight



RAMSAYS PAINTS

You can buy Paints of every grade, from low to high, from bad to good. But there is one grade only that pays. It is stamped with a genuineness that means business and profits. Be sure of your brand, and not only the brand, but the backing it has, and all it stands for. Get Paint with a reputation for satisfaction to the consumer, and fair profits without the constant worry to the dealer. Get

RAMSAYS PAINTS

for a foundation building paint business.

A. RAMSAY & SON COMPANY

Est. 1842

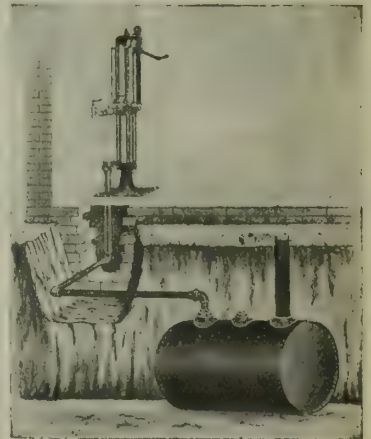
MONTREAL

PAINT MAKERS

Absolute Safety

When you store your gasoline in a Bowser Long Distance Outfit, you are safe. Not comparatively safe, but absolutely safe.

When in a Bowser, the gasoline is not exposed to the air and therefore cannot form dangerous vapors. That is one reason why the Bowser is safe. The others are in catalog V2. Sent to you on request.



CUT 42.
LONG DISTANCE.

S. F. BOWSER & CO., Inc.

66-68 Fraser Ave.

Toronto, Can.

BLANCHITE

We can supply you with the best **paints** and absolutely the finest **enamels** in Canada, also the only washable and practical cold water paint.

Our Three Star (XXX) White in paste form is superior to white lead in oil. It will not change color like white lead, and is cheaper, and has greater covering capacity. All our goods are double ground. These are big statements. Try our goods and be convinced.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, CAN.

No. 1 BOAT VARNISH

For row boats, vessels and marine work generally, the No. 1 Boat Varnish may be safely relied upon. It is a clear, hard gum varnish and is very popular for all lake and sea-going craft.

For yachts, racing skiffs, and expensive boats, we strongly recommend The Canada Paint Company's **AMBERITE** Pale Copal Boat Varnish, which is specially made for high-class work.

All surfaces to be coated should be free from dust. The contents of package, when not in use must be carefully corked or sealed, to prevent evaporation. Brushes should be clean and soft and varnish applied with an even light coat. Marine Paints of every description are made by The Canada Paint Company.

**THE
CANADA
PAINT CO.
LIMITED
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG**

congestion there will be no improvement in the situation until a large number of new cars are available.

There has been no further decline in turpentine and prices are firmer. The probable cause of the decline is the large number of substitutes being put on the market and which have affected the demand for the pure turpentine.

Paris green prices remain stationary at 29½c. base, but there are yet possibilities of advance as arsenic prices are soaring in the clouds.

WHITE LEAD — Trade in this is fair. Prices are unchanged: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; ½c. per lb. will be charged extra for 12½-lb. packages; genuine dry white lead in casks, \$7.

RED LEAD — Prices are firm with little business being done. We continue to quote: Genuine in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

DRY WHITE ZINC — Orders for this are coming in slowly. We continue to quote: In casks, 7½c.; in 100 lbs., 8c.; No. 1, in casks, 6½c.; in 100 lbs., 7c. Ground in oil—In 25-lb. irons, 8c.; in 12½ lbs., 8½c.

SHELLAC VARNISH—The situation is unchanged; prices firm and unchanged with fair demand. We continue to quote: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange) \$2.50; gum shellac, dry bone, 63c. Toronto, T.N. (orange) 51c. net Toronto.

TURPENTINE — We continue to quote Single barrels, 95c., f.o.b. point of shipment, net 30 days; less than barrels, \$1.

LINSEED OIL—Owing to inadequate transportation facilities trade in this is still held back. We continue to quote: Raw, 1 to 3 barrels, 65c.; 4 to 7 barrels, 64c.; 8 barrels and over, 63c. Add 3c. to this price for boiled oil, f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

PETROLEUM — Business in this is brisk with firm and unchanged prices. We continue to quote: Prime white, 13c.; water white, 14½c.; Pratt's astral, 18c.

PARIS GREEN—No further advance has been made over last week. We continue to quote English and Canadian at 29½c. base.

For additional figures see current quotations at back of paper.

There is not in human nature a more odious disposition than a proneness to contempt, which is a mixture of pride and ill-nature. Nor is there any which more certainly denotes a bad mind, for in a good and benign temper there can be no room for this sensation.—Fielding.

Keep your eye on the man who never makes mistakes.

MANUFACTURE OF QUARTZ GLASS

It is announced from the Carnegie Geophysical Laboratory in Washington city, says the Scientific American, that quartz glass can be successfully manufactured, but the authorities of that institution decline to commit themselves as to its feasibility from a commercial view-point. The chief value of quartz glass over ordinary glass is found in the fact that it can be heated to a temperature of about 1,000 degrees C, without softening, and its expansion under ordinary heat is so small as to be almost a negligible quantity. It also can be heated red hot and plunged into cold water without in the least cracking. It has the distinct property of permitting the passage of ultra-violet light rays, making it remarkably valuable in photographic uses.

At the Carnegie laboratory many methods were tried before definite, satisfactory results were obtained. If the quartz was intensely heated, free silicon was deposited on the inside of the air bubbles, and the glass was spoiled. The final solution of the problem was found in heating the quartz to the melting point, about 4,000 degrees F., and then subjecting it to an air pressure of between 400 and 500 pounds. After this it was allowed to gradually cool.

The air pressure squeezed out the air bubbles, and the result was a solid and clear mass of quartz glass. The plates so far made at the laboratory are only about three by five by half an inch in size. The bubbles are few, not over one-half a millimeter in diameter, and are not frequent enough to interfere with the use of the glass for lenses, mirrors and other optical work. With more skill and experience the glass can be made without the flaws which confronted the workers.

RUSSIAN TURPENTINE PRODUCTION.

Consul-General Watts writes from St. Petersburg that the largest quantity of Russian turpentine is produced in Poland, where the peasants are engaged in this industry. The following methods are employed:

Pine stumps are placed in trenches, dug in the ground, these trenches having iron-sheeted bottoms, under which fires are started to distill the turpentine from the stumps by means of the heat. The turpentine so extracted is caught in reservoirs and through a pipe line conducted to the place where it is placed in barrels and shipped to the nearest town to be sold. It is impossible to ascertain the cost of running these plants. The raw turpentine is not sold at the place of production. There are three grades of turpentine sold in the market. The prices of each of the grades are at present quoted as follows: Best quality, 2.80 rubles per pood, or 4 cents per pound; second quality, 2.50 rubles per pood, or 3 6-10 cents per pound; the lowest grade, 1.80 rubles per pood, or 2 6-10 cents per pound, all products in this country being sold by weight.

INCREASE IN CAPITALIZATION.

The Canadian Oil Co., Toronto, have increased their capital stock from \$1,500,000 to \$2,000,000.



Painting Profit for the Dealer

Every stroke of the brush works for the dealer's advantage when Martin-Senour Paint is being put on. The way it covers and flows tickles the painter and he orders more for the next job. Its fine appearance and wearing qualities make it in demand when more painting is needed and herein lies the secret of its

Success as a Trade Builder

It is uniformly excellent in quality—100 per cent pure is the standard of its manufacture. The public knows where it gets the best value for its money. Dealers who handle Martin-Senour Paint are the ones who reap the benefit of future orders from present sales. Martin-Senour Paint is the kind that brings buyers back over and over.

Write to us for our special proposition to dealers.

The MARTIN-SENOUR CO., Ltd.

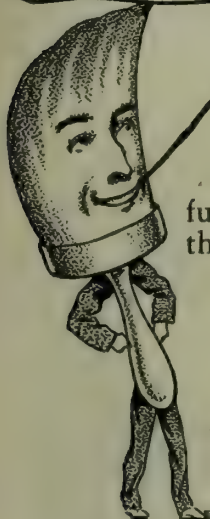
"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878.)

The Winnipeg Paint and Glass Co., Ltd.
Winnipeg.

The Maritime Paint and Varnish Co., Ltd.
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TAKE NO CHANCES

The Paint you stock and recommend to your customers determines—far more exactly than some dealers know—the nature and size of your business. If a Hardwareman has a good Paint trade he has a good, big, all-round trade. A big majority of dealers refuse to take chances. They stock and recommend

ARK BRAND PAINT

100% durability

because they have proven its superiority. Not only has Ark Brand greater covering capacity and far greater durability than any other known Paint, but the beauty and lustre of the fresh-painted surface is lasting when Ark Brand is used. You please your customers, conserve your trade and make money by stocking the favorite Paint—Ark Brand—and

MURESCO--The Best Wall Finish

needs only to be used to render great and permanent satisfaction. The mere fact that you could hardly name a decorator of note in Canada who does not use Muresco exclusively tells its own story. Write for the proofs.

BENJAMIN MOORE & CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICES AND WORKS:

TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N. J.



DURABILITY

IS THE BASIS OF PAINT VALUE

The paint that protects and puts off the longest the necessity for repainting is the cheapest paint to buy.

STERLING PAINTS

are composed of Lead, Zinc, Tinting Colors, Driers and Pure Linseed Oil in right proportions mixed and ground together. They possess clearness and durability, which do not pertain to paints mixed by hand. Practical painters need have no hesitancy in recommending and using these paints. They are absolutely reliable, and will wear much longer than pure white lead. Will not fade, chalk or peel off. If you prefer mixing your own paint, use our

STERLING WHITE LEAD

Ground in pure Refined Linseed Oil.

Nothing better made.

CANADIAN OIL COMPANY, LIMITED
TORONTO, ONT.

“The Best By Any Test”

That's what they all say about our Varnish Turpentine. Those who don't simply have'nt tried it and to dissipate all reasonable doubts we say—test our

VARNISH TURPENTINE

at our expense. It dries as quickly as spirits of Turpentine—works the same way and is infinitely safer—having a fire test 40 degrees higher than benzine.

Test It At Our Expense

The Defiance Mfg. and Supply Co.

TORONTO ONTARIO

The Standard Paint Co. of Canada

Limited

Factory : Near Highlands, MONTREAL, P.Q.

"RUBEROID" Roofing
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"P. & B." Paints **Electrical Insulating Compound**
Varnishes **Insulating Tape**
"P. & B." Building, Sheathing and Insulating Papers
Case Lining Papers

SELLING AGENTS FOR ONTARIO AND QUEBEC

Lockerby & McComb ⁶⁵ Shannon St. **Montreal, P.Q.**

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An extensive assortment, to suit all requirements.
 WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

**White Lead, Oils and Colors,
 Prepared Paints, Window
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For the GENUINE
Imperial French Green
 of JOHN LUCAS & CO.,
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And CELEBRATED
English Varnishes
 of CHAS. TURNER & SON,
 LONDON.

Please mention HARDWARE AND METAL when writing.

This is
PAINT TIME

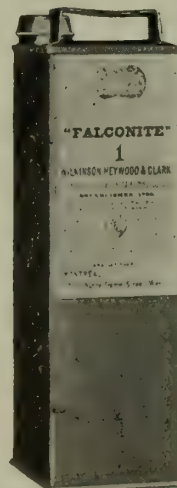
Someone will
Falconite

Falconite

is the oldest NEW
 tried.

We have been

Long enough to know



**LOOK UP
 YOUR STOCKS**

ask you for
 one of these days
 and NO OTHER ENAMEL
 WILL DO.

WHITE ENAMEL you ever

making it for years.

that it pleases.

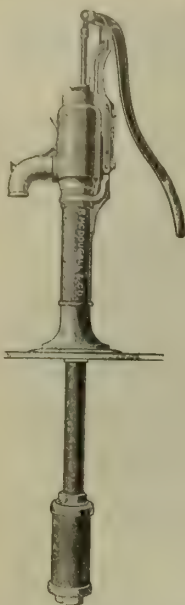
Write us for particulars that will
PUT MONEY IN YOUR POCKET

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.
FRANCIS C. REYNOLDS, Can. Manager.



When a man asks for a pump he means he wants the best, and of course everyone knows that

McDougall Pumps Are Standard Pumps

Do not disappoint your customers, because a second hand Pump on your hands is about as good stock as a last year's bird's nest.

Remember, here it is Quality first, with price to suit.

A lot of reading matter for the asking.

The R. McDougall Co., Limited

GALT, - CANADA

Just try some ordinary green paint on a panel of wood, see how hard it works,—don't cover, lacks body. Then try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it covers,—that's body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK,

PHILADELPHIA,

CHICAGO



J. M. T. VALVES

First in Quality and Utility.

Used Everywhere.

See that trade mark is on every valve.

J. M. T. INJECTORS

They cover all the requirements of an Injector of quality.

*Simple,
Efficient,
Durable.*

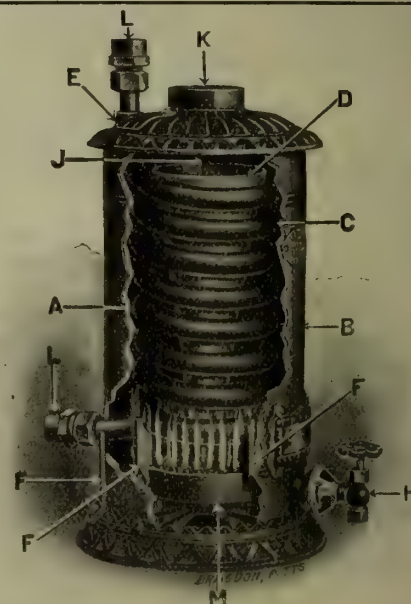
Fully guaranteed.
Of all dealers



The Lawson Heater is constructed of the best seamless copper tube, providing ample heating surface and possessing advantages over cast iron devices, iron pipes, etc.

Readily connected to any Range Boiler. Has conical deflector, compelling the flame and heated air to circulate close to coil, preventing down draft.

Produce most heat, with least gas consumption.



GAS WATER HEATERS

Your season's requirements should include "Lawson" Water Heaters. A modern convenience which has become a household necessity. Get the best.

The **James Morrison Brass Mfg. Co., Limited**

93-97 Adelaide St. West, TORONTO

ENGINEERS' AND PLUMBERS' SUPPLIES

Heating and Housefurnishings

RANGE BOILER CONNECTIONS

By C. E. Oldacre, Toronto.

In these days of the rapid adoption of modern home conveniences, gas water heaters are meeting with great favor wherever a supply of gas is to be had—whether natural or artificial.

They have become, in fact, a necessity, as with them a supply of hot water is on tap almost instantly and with the minimum of expense and trouble. A very short time, and a small amount of gas will give sufficient hot water for the bath. They are at your command day or night, and there is no necessity for starting up a heavy fire in the kitchen coal range. Large or small quantities of water are heated with them most economically. Of course, where a considerable and fairly constant supply of hot water is required, other sources than gas are looked to, and will be for some time yet unless methods are found of producing and distributing gas at a less price per thousand cubic feet.

It is quite usual to find the kitchen circulating range boiler having connections with a gas water heater and the water-back of the coal range, or to an auxiliary domestic water heater placed in the boiler used for the hot water heating of the house, and it is not infrequent to find all three of them connected to one circulating boiler.

Couldn't Get Hot Water.

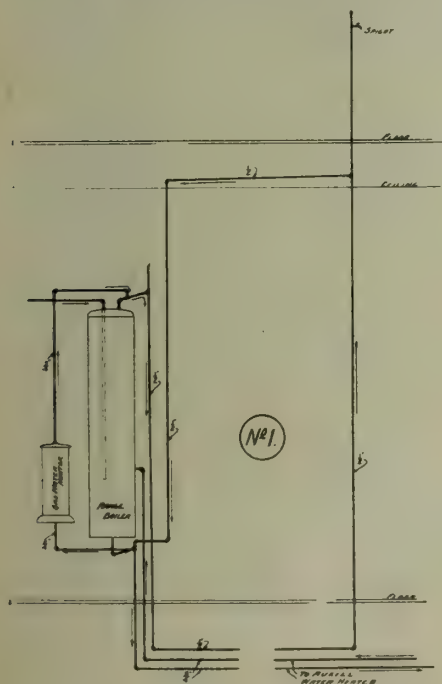
Sometimes these double connections, which are made under varying conditions, lead to complications and uncertain and unsatisfactory results.

Not long since, the writer had occasion to examine into a case where the circulating range boiler was connected to

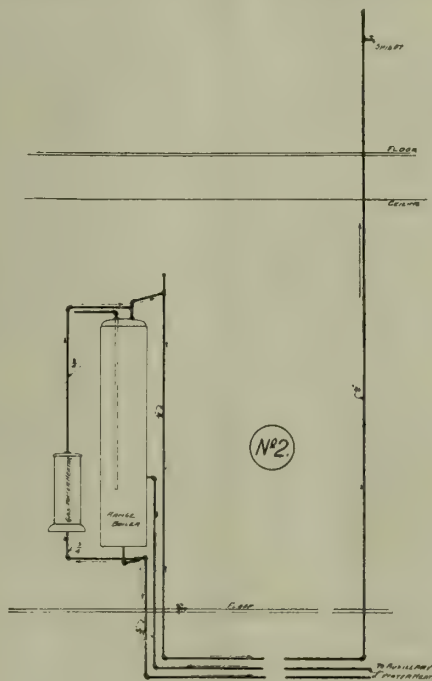
tory water supply of hot water. There are five outlets for hot water on the one-half inch galvanized iron line leading from the circulating boiler. Only one of these outlets are shown—this one being the one at the bath tub in the bathroom on the first floor. Just what was the trouble was quite difficult of discovery, as practically all of the hot water supply line of pipe was concealed and it was hard to see what purpose the line that leads from near the bottom of the boiler and rises up along the side of the boiler and passes between the joist, was intended to serve. Otherwise, the work, with some exceptions, which will be noted later, seemed fairly good, so that without tearing up finished floors or cutting out partitions it looked as though it would be impossible to locate the difficulty.

It was noticed, however, that the circulation in the two pipes leading from

through the course of least resistance—this rising line spoken of—to the outlet, mixed with the warm or hot water coming from the top of the boiler through the regular hot water supply connection. The hot and the cold water being mixed—more of the cold than the hot—only gave a fairly luke-warm water at the bath tub tap. Also it solved to a certain extent the cause of the reversed circulation in the circulating pipes to the auxiliary domestic heater as it will be noticed, if the connections are followed, that the return pipe has a direct connection through the gas water heater to the top of the boiler, to



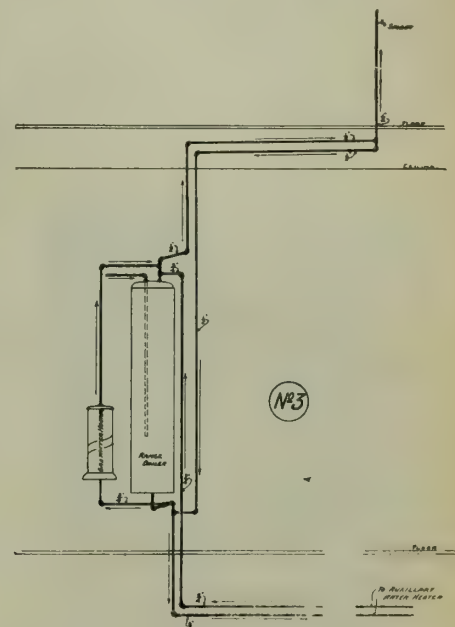
one of these gas water heaters and to a domestic water heater in the house heating boiler. These connections are illustrated in Fig. 1. The parties complained that they could not get a satisfac-



the auxiliary domestic heater to the boiler was reversed, that is, that the one marked in Fig. 1, as the flow pipe was acting as the return, and that the one marked as the return pipe was acting as the flow pipe.

How the Problem Was Solved.

But when the hand was placed on the line leading upward from a connection near the bottom of the boiler and connecting into the main supply pipe for hot water between the joists, that there was a sudden movement of hot water through this pipe, followed by cold water when the tap in the bath-room was opened, and this intermittent action was simultaneous with the opening and closing of the tap keeping in perfect time with this operation. This at once led to the solution of the difficulty, as whenever the tap was opened, cold water from the bottom of the boiler was being forced



which point is the tendency of the warm or hot water to rise, particularly as the flow connection only reaches to the regular flow tapping on the circulating boiler intended for use with the ordinary water-back of the coal range.

What would be the course of the water through the various supply and circulating pipes, as thought evidently by the fitter putting in this work, is shown by the arrows in Fig. 1. And if the course of the water had been so, then it would have worked all right; but it did not do so, as related previously.

The Remedy Applied.

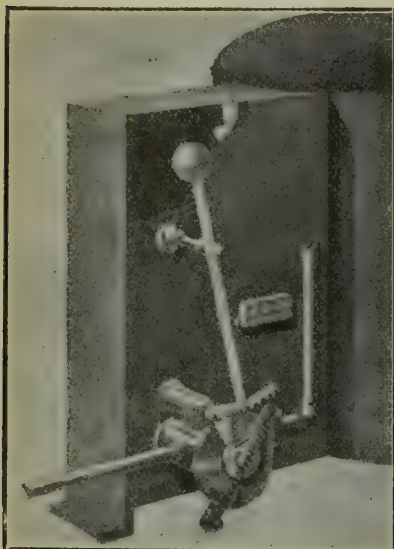
The remedy for the mixing of the cold and hot water is shown in Fig. 2—that is, the dispensing with the pipe connecting near the bottom of the boiler, as also into the main hot water supply pipe, as shown in Fig. 1. Of course, in this case if no hot water is drawn for quite a period of time from any outlet on the main hot water supply pipe the water contained therein will become cooled and it will be necessary to draw off this cold or cool water before hot water is obtained at the hot water tap.

A better connection at the top of the boiler for circulating pipe from the gas water heater than the one shown in Fig. 1, is also shown in Fig. 2. Both of these connections require the same fittings, but the one shown in Fig. 2 gives the best results.

If it is desirable that hot water should

be had practically at once from the tap in the bath-room, as illustrated in the cuts, this is easily accomplished by making the connections as shown in Fig. 3. This is what is known as the "circulating system," and is particularly applicable if the bath-room is located at some distance from the circulating range boiler. It might be pointed out, in connection with the above that it would have been much better to use $\frac{3}{4}$ -inch or 1-inch galvanized iron pipe for the main hot water supply, instead of $\frac{1}{2}$ -inch pipe, as shown—particularly on account of the length of the run and the number of outlets necessary to be supplied, any two or more of which might be in use at one time. This would give a more even flow of water to the different outlets. The cost of the larger pipe would have been but little more and would have given much better satisfaction.

Further illustrations and description of the various methods of heating water for domestic supply and other uses, together with the required connections, will be taken up in later articles, showing how the best results may be obtained, as also the causes for complaints in connection with this work.



Steam Trap with Water Meter Attachment

TRAP WITH METER ATTACHMENT

A steam trap has recently been invented which not only operates in a very efficient manner to discharge the water of condensation from a steam pipe or system, but serves, as well, to measure the quantity of water discharged. The trap comprises a cylindrical tank and a narrow rectangular casing connected thereto. In the tank is a float, which is shown in dotted lines in the engraving. The float rod is secured to a rock-shaft that projects from the casing through a stuffing box. The outer end of the rock-shaft carries an arm provided with a counterweight at its upper end, and having, at its lower end, a toothed segment. Meshing with the latter is a segment gear wheel, mounted to rotate freely on the shank of a valve head. The valve, which is of the three-way type, governs both the inlet and the discharge pipes of the trap. A square stem projecting from the valve-head shank carries a short arm, to the outer end of which a spiral spring is secured. The opposite end of the spring is fastened to

a pin carried by the segment gear wheel. In operation, as the water of condensation accumulates in the tank, the float rises and, by means of the toothed segment, revolves the gear wheel and with it the pin to which the spiral spring is secured. The valve, however, remains at rest, being held by the spiral spring. When a predetermined level of water is reached, the spring is carried by the revolution of the gear wheel past the centre or axis of the valve-head, and it then quickly retracts, turning the valve to close the inlet and open the discharge pipe. As the water pours out of the tank the float falls, and the gear wheel is turned in the opposite direction, carrying the spring past the axis again, but in the opposite direction, and returning the valve quickly to its first position. A counting mechanism is secured to the casing, in position to be struck by the segment arm just before each discharge. As the same measure of water flows out each time, the counter serves as a meter, showing the total quantity of water that has passed through the trap. A patent on this trap has been secured by Alfred L. Riggs, Ebensburg, Pa.

KEWANEE WATER SUPPLY.

The Kewanee Water Supply Co., of Kewanee, Illinois, have issued a beautifully gotten up booklet of 32 pages, containing nicely written descriptions of their various lines of water supply outfits. The booklet throughout is so entertaining that it is much more than a catalogue. At the back of the book are two pages of answered questions regarding water supply systems, with valuable information. The book should prove invaluable to all interested in water supply systems, and may be secured by applying to the company, mentioning this paper.

KINNEAR RADIATORS.

A. Welch & Son, 302 Queen Street West, Toronto, Ontario selling agents for the Kinnear Pressed Radiator Co., Pittsburgh, are making considerable progress with their agency. Purdy & Mansell, Toronto, have been awarded the plumbing and heating contract for H. H. Fudger's new residence, where \$1,450 worth of Kinnear Pressed Radiators will be installed. Many advantages over the cast type are claimed for these. They are smaller and much lighter than the cast radiators, so light that a man can carry 64 feet of it. They have absolute control of the heat, and will not burst with the frost. It is also claimed that they will hold 40 per cent. less water than the cast radiators and consequently effect a great saving of fuel.

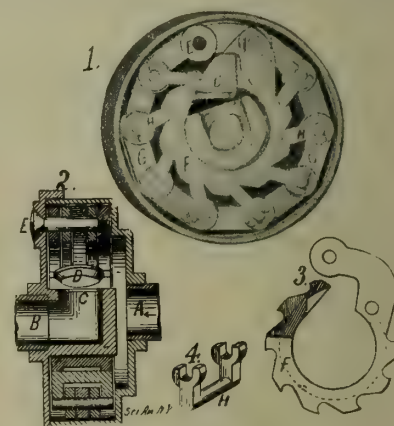
TOILET COMBINATION.

W. J. Minns, New York City, has invented and patented a combination of sink, bath, and wash tub. The purpose of the inventor is to provide a structure especially adapted for use in a small flat, tenement or apartment house, where there is little available room for necessary single plumbing and wherein in a single article will be combined a sink, bath, and wash tub, each adaptation being as perfect and as convenient for use as a series of equivalent independent devices.

A NOVEL STEAM TRAP.

The purpose of a steam trap, as is well known, is to permit the flow of water while arresting the escape of steam. Usually this is accomplished devices, which operate to close a valve when the temperature rises with the presence of steam in the trap. The trap, which is herewith illustrated, belongs to this same general class, but the method of applying the thermostatic principle is decidedly unique.

As shown in the cross section, Fig. 2, the trap is fitted with inlet and outlet pipes, A and B respectively. Communicating with the outlet B is a valve seat C, in which the valve D is adapted to be seated. The valve D is carried by a lever that is fulcrumed to an expansion collar F. This collar, as best shown in (Fig. 3) is split and is formed at the sides with notched flanges. One end of the collar is formed with an arm, which is fastened to the casing of the trap by means of an eccentric pin E. This pin also serves to hold one end of an expansion chain G, the opposite end of which is attached at I to the lever that carries the valve D. Seated loosely in the notches of the ex-



A Novel Steam Trap

pansion collar F are a series of U-shaped rockers H (Fig. 4) whose forked engage the pins that join the links of the expansion chain. Fig 1 shows the normal position of the parts, when the water is free to flow from inlet. A through valve seat C to outlet valve B. After the water has escaped and steam begins to flow into the trap, the collar F and chain G will expand with the increase of temperature; and as they are both secured to the casing at E, the expansion will take place in opposite directions. The rockers will then swing inward, or toward the expansion collar, permitting such elongation of the chain as will seat the valve D. Relative positions of the various parts may be adjusted by turning the eccentric pin 20. The inventor of this novel steam trap is John Langridge, 108 High Street, Ramsgate, England.

There are very few men who are not able to make a shilling, but the making of the shilling is not the most important thing; it is far more important to know how to save it.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 3, 1907

If it's possible for trade conditions to become better in plumbing circles than they have been in the past month or so, the time is coming now. All this year, business has been carried on at a pace that eclipsed the best records of all previous years, and with the opening of navigation, the large wholesalers are likely to have more business than they can handle.

The demand for all lines of goods continues exceedingly strong, and shippers are greatly handicapped owing to the shortage of teams, which is due to a great extent to so many people moving on account of rents being raised, and to the activity in all lines of business, which is creating a demand that the transport companies are having a hard tussle to meet.

RANGE BOILERS—Characterized by an excellent demand and firm prices, which remain as last quoted: Iron clad, 30-gal., \$5; 40-gal., \$6.50, net list; copper, 30-gal., \$33; 35-gal., \$38; 40-gal., \$43.

LEAD PIPE—Prices are firmer than when last reported, but no change has taken place in the discount, which remains, 5 per cent. f.o.b. Montreal.

IRON PIPE FITTINGS—The shortage which has prevailed for some time in certain sizes, has been made up, and ample stocks are now reported on all sides. Discounts on nipples, $\frac{1}{4}$ to 3-inch, 65 per cent.; larger sizes, $6\frac{1}{2}$ per cent.

IRON PIPE—An advance of two per cent. has taken place during the week, and we now quote: 1-inch, \$16.50; discounts on black are now 6 per cent.; galvanized, 58 per cent.

SOIL PIPE AND FITTINGS—No changes to report. Standard soil pipe, 50; standard fittings, 50 and 10; medium and extra heavy soil pipe, 60; fittings, 60 per cent.

SOLDER—Prices are: Bar solder, half-and-half, guaranteed, 25c.; wiping solder, 22c.

ENAMELWARE—Canadian baths, see Jan. 3, 1907, lists. Lavatories, discounts, first quality, 30 per cent.; special, 30 and 10 per cent.; sinks, 18 by 30-inch, flat rim, first quality, \$2.60; special, \$2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 3, 1906.

There is little improvement in plumbing trade conditions over last week. Business is flourishing and is very satisfactory considering the fact of a prospective strike among plumbers, which has been pending for some months. A number of contractors have refused to commence building operations until the plumbing trouble is completely settled and consequently the plumbing supply

trade is not as satisfactory as it might be.

Prices on radiators are still being cut to pieces, as also are the prices on brass goods and enamelware. The discount on enamelware continues to be 30, 10 and 5 off list price. No further decline has yet been made on soil pipe.

One Toronto supply house has advanced its prices on iron pipe from $\frac{3}{4}$ -inch up to 6-inch by about 2 per cent.

The demand for all lines is steady with the supply well up to it.

The situation in iron pipe is very much improved and the supply houses are in a good position to handle the trade.

LEAD PIPE—The situation remains unchanged, orders steady and prices firm: Lead waste, 5 off; caulking lead, $5\frac{3}{4}$ c to $6\frac{3}{4}$ c per lb.; traps and bends, 40 per cent. off.

SOLDER—Bar solder, half-and-half, guaranteed, 27c; wiping, 23c.

IRON PIPE—The supply has been replenished and the trade is in a satisfactory condition. We continue to quote: 1-inch black pipe, \$5.12; 1-inch galvanized, \$6.77.

IRON PIPE FITTINGS—We continue to quote: Cast iron fittings, $57\frac{1}{2}$ per cent.

SOIL PIPE—Prices are firm and unchanged with good demand. We continue to quote: Light pipe, 50 per cent.; light fittings, 50 and 10 per cent.; 7 and 8-inch pipe, 40 and 5 per cent.

RANGE BOILERS—We continue to quote: Galvanized iron, 30-gal., standard, 5; extra heavy, \$7.75, net list; copper range boilers, 30-gal., \$33; 35-gal., \$38; 40-gal., \$43, 15 per cent.

ENAMELWARE—Prices are still being cut to pieces. We quote: Lavatories, first quality, 20 and 5 to 20 and 10 off; special, 20 and 10 to 30 and $2\frac{1}{2}$ per cent. discount. Kitchen sinks, plate, 300, firsts, 60 and 10 off; specials, 65 and 5 per cent. Urinals and range closets, 15 off. Fittings extra.

SEWAGE AND DISEASE.

Epidemics of typhoid fever have increased alarmingly and can in nearly all cases be traced directly to the contamination of either food or water with typhoid germs, and these germs always come from a typhoid patient and are not due, as commonly supposed, to decomposing animal and vegetable matter or stagnant water. Many of the large cities in America secure their water supply from rivers or streams which receive sewerage from towns located above the source of supply. This sewerage of course carries typhoid germs into the stream, and these germs are not destroyed until they reach the water supply of the cities.

The problem of securing pure water for large cities is one which is attracting the attention of the health depart-

ments everywhere. It is surprising that the medical authorities have not pointed out the dangers, to say nothing of the disgusting part, of using sewage-contaminated water for drinking purposes. It is safe to say that it will only be a few years until all this will be changed.

Milk is another source of danger, particularly where the pails are rinsed out with typhoid-contaminated water. Milk is a splendid medium for the growth of the typhoid bacillus and there are on record quite a number of cases where epidemics of this disease can be traced directly to the milk supply, received from a dairyman who had a typhoid patient. Water from the well was used for rinsing the pails. An investigation proved that rats had opened up communication between the well and the water closet. The discovery was made by dumping salt into the water closet. In a short time the well water became so salt as to be unfit for use, and examination of the water proved that contamination came as described.

Several epidemics of typhoid have been traced to contaminated oysters. Oysters grow best in salt water. In fresh water they become sick. In some of the eastern harbors the oysters are brought into water almost fresh for fattening purposes. Sewage from rivers empties into these harbors and the oysters sometimes become contaminated with typhoid. These germs live for a

FURNACE SALESMANSHIP.

A salesman, writing in an American paper, gives his experience in the furnace business. He finds that the great difficulty with hardwaremen is that they are prone to follow the lines of least resistance, sell small and cheap furnaces and preclude the possibility of making any respectable margin of profit. His suggestions are timely and valuable.

He says he follows the common practice of following up advance building news to see owner, architect, builder and dealer to make sales, but as he sells only first-class furnaces, he is forced to point out what makes a first-class job and the provision that must be made in a building for such installation.

This salesman recommends a furnace with a 28-in. grate, a 20 x 30-in. air supply, heavy, bright tin pipes, larger risers than the architects generally provide for, and he often tries to get the risers located where they should be, instead of where the architect had planned. The result of this insistence, the salesman says, is that a man from some competitor, sometimes a member of a firm or an officer of a company, will laugh at what he recommends and, in order to get the favor of the architect, owner or dealer, will agree to use a smaller furnace under any condition, however unsatisfactory, so long as it is cheaper and he gets the order. He says he has spent a good deal of energy in educational work and his firm orders him to keep it up.

Persistent and earnest work, he says, will discover people who are willing to be convinced in regard to what makes a good furnace system and who then know that it cannot be had at a cut rate. He recommends in every case persistence on the part of salesmen in selling the highest and best grades of furnaces.

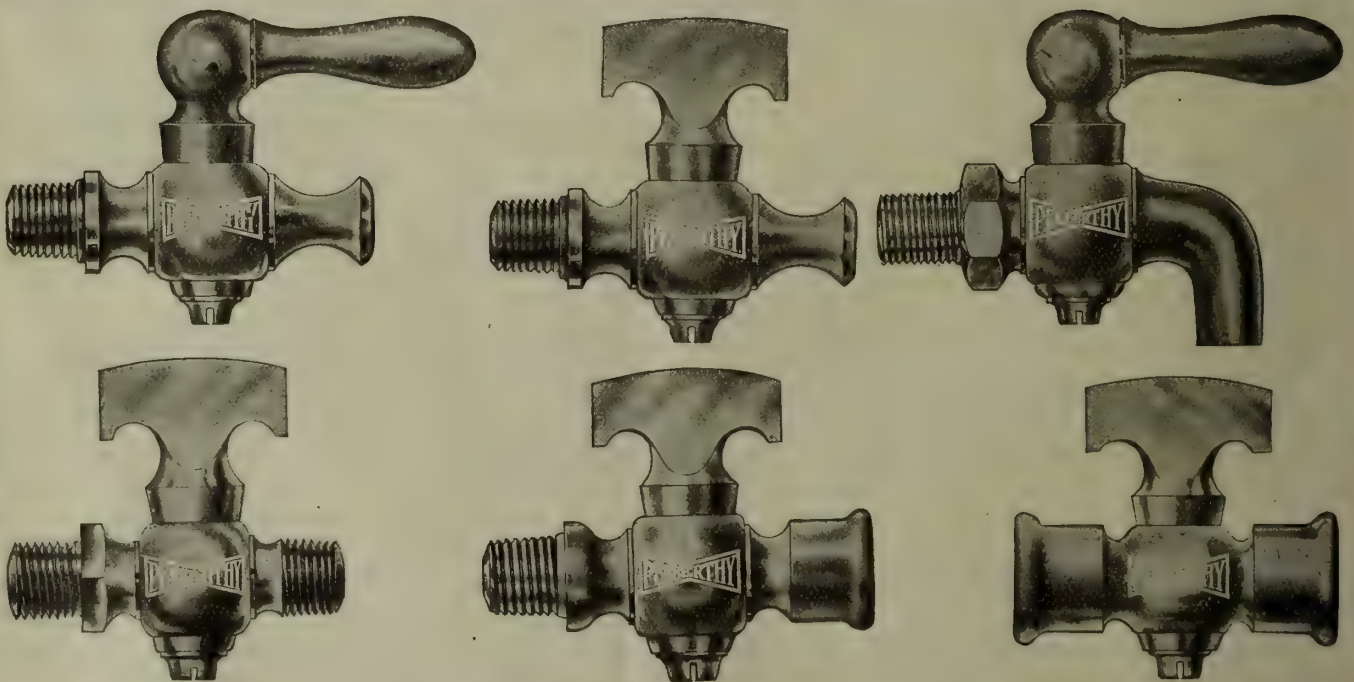
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It costs only \$1 per year, or \$2.50 pays for it along with Hardware and Metal for one year. : : Published twice every month.

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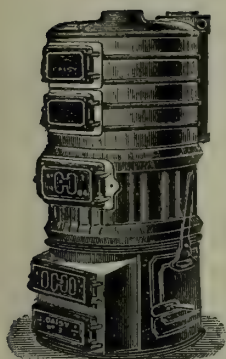


A GOOD AIR COCK

should have weight and finish and should be made of good steam metal. If you specify PENBERTHY you will get the best. Please remember that we do not make cheap or competition goods at all.

PENBERTHY INJECTOR CO., LIMITED, WINDSOR, ONT.

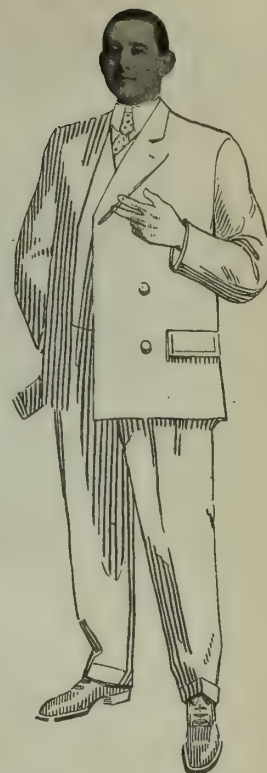
THE DAISY BOILER



You may have heard our competitors say "It" is just as good as the Daisy Boiler, but you never heard them say it was better. We consider it complimentary when we realize other manufacturers admit the Daisy is the Standard to follow.

We claim the Daisy's equal is not made, and the ever increasing demand is sufficient foundation for the claim that the public appreciate the truth of that assertion.

It Pays to Push the Daisy



CLUFF BROTHERS

Lombard Street, TORONTO

Selling Agents for

WARDEN KING & SON, Limited

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

Architects, Builders and Plumbers
freely endorse
**Standard Ideal Porcelain
Enameled Ware**



Dealers handling Standard Ideal Ware are assured of larger sales, better satisfaction and greater profits. Manufactured in Canada, this ware is the equal of any foreign product of a like nature.

Standard Ideal Ware has the strength of iron, together with a beautiful, smooth, china-like surface, which with its one piece construction ensures its freedom from dust, dirt and germs.

We manufacture Bath Tubs, Sitz Baths, Shower Baths, Sinks, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances, Etc.

The Standard Ideal Co., Limited

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO,
128 West Craig Street, MONTREAL, and 24 Telfer Block, WINNIPEG

FIT THEM WITH FITSEMALL



Mueller Fitsemall Supplies fit any bath cock as perfectly as if designed for that particular cock.

Insures an absolutely non-leakable, everlasting joint. The slip nut joint gives a perfect floor connection.

Handsome in appearance. Easy of adjustment. Users of Mueller goods are fully protected.

H. MUELLER MFG. CO.

Works and General Office
DECATUR, ILL.
West Cerro Gordo Street

Eastern Division
NEW YORK CITY
254 Canal St., cor. Laf.

**SCIENTIFIC DRAINAGE
IN CAST IRON**

HYGIENIC SANITATION
CAN BE OBTAINED BY
USING MACFARLANE'S
GLASS ENAMELLED
DRAIN & SOIL PIPES
WHICH ARE RECOMMENDED
AND SPECIFIED BY THE
LEADING SANITARY
AUTHORITIES

WALTER MACFARLANE & CO.
SANITARY ENGINEERS.
CASTINGS SUPPLIED CUT & FITTED
TO REQUIRED MEASUREMENTS
DRAINAGE PLANS ARRANGED
CATALOGUES ON APPLICATION.

**SARACEN FOUNDRY,
GLASGOW.**

AGENTS:

W. PORTEOUS JACK, 1256 Robson, Vancouver.

GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.

BAXTER, PATERSON & CO., 102 St. Antoine St., Montreal.

The Canadian Bronze Powder Works**R. E. THORNE & CO.**

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD.

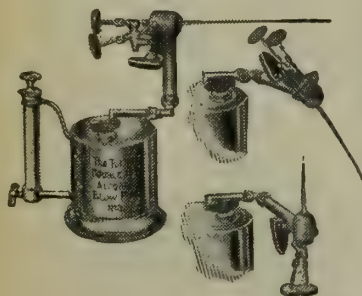
NO ORDER TOO LARGE

HOTTEST ON EARTH

The No. 8 Alcohol Blow Pipe produces nearly 3000 F. Will do lead burning on storage batteries. Produces a needle blue flame pointed. Satisfaction guaranteed or money refunded. Jobbers sell at factory price, \$9.75 net.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, CHICAGO, U.S.A.

**Manufacturers' Agents****CHARLES H. FOX**

Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O. Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

"PAGE FENCES — WEAR BEST"

Made of High Carbon Wire,—we'll prove it to you. COILED—not crimped. This makes it still stronger in service. It stays taut. Painted WHITE over heavy

THE PAGE WIRE FENCE COMPANY, LIMITED.



galvanizing—rust proof. Experienced dealers to erect it. Leads all in sales 200 —as in merit. Get illustrated booklet and 1907 prices before buying

Walkerville, Toronto, Montreal, St. John, Winnipeg

Our prompt attention

to all orders for

"SAUGEEN BRAND" of Portland Cement

pleases shrewd Dealers almost as well as the genuine goodness of the brand itself. Write for particulars.

The Hanover Portland Cement Co., Ltd., Hanover, Ont.

**PROMPT DELIVERIES. ALL QUALITY
PRICE, ALWAYS RIGHT.**

These points are important. Because I attend to them most Dealers tell me about their **Enamelware Wants.**

ORLANDO VICKERY

178-180 Victoria Street TORONTO, CANADA



You do not want to stock other fittings
if you know the goodness of

"Diamond" brand Fittings

Prices Right.

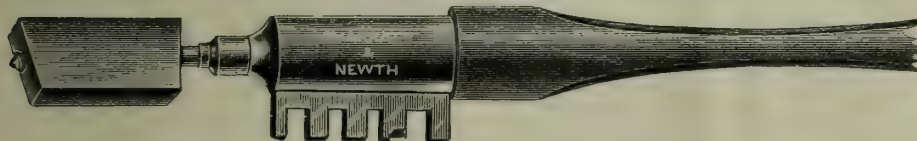
Prompt Deliveries.

Wholesale Only.

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

REGISTERED TRADE MARK



GRANTED 1682

World's Best Cutlery

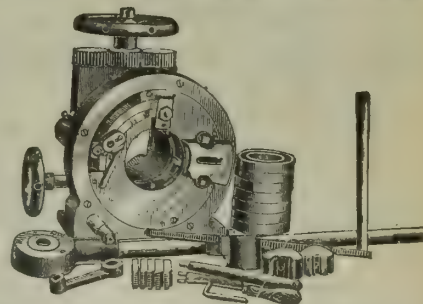
You make no mistake in specifying goods made by
JOSEPH RODGERS & SONS, Limited
when ordering cutlery. A reputation of over 200 years
at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

**Persons addressing advertisers will kindly
mention having seen their advertisement in
Hardware and Metal.**

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

**Catalogue for the asking.
Quick shipments.**

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER



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You
Want
the
Best?

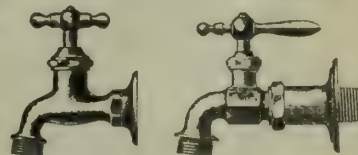
TWO FREE

for every one sent you defective.
Isn't that guarantee enough?

Clauber Brass Mfg. Co.

Expert Makers of
Fine Brass Goods

CLEVELAND - OHIO



Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

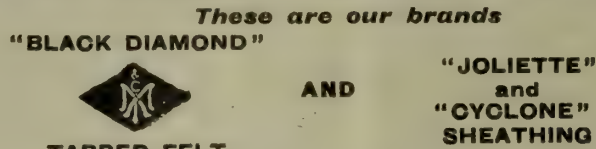
SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

QUIT TAKING CHANCES

You can't carry on any kind of business campaign to a successful issue—unless you are certain about your base of supplies. When you place an order with us you take out an insurance policy guaranteeing success. Quality—trade-building quality is stamped through and through our

READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPERS



ALEX. McARTHUR & CO., Limited, MONTREAL
 F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's	per lb.	0 27	0 27½
Hallett's	per lb.	0 27	0 28½

BOILER PLATES AND TUBES

Plates, ½ to 1 inch, per 100 lb.	2 50
Heads, per 100 lb.	2 75
Tank plates 3-16 inch.	2 65
Tubes per 100 feet, 1½ inch.	8 50
" " " 2 " "	9 10
" " " 2½ " "	12 00
" " " 3 " "	13 50
" " " 3½ " "	16 70
" " " 4 " "	20 80

2 per cent off

BOILER AND T.K. PITTS.

Plain tinned	25 per cent. off list.
Spun	

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass 50c.; Metallic, 55c.; Harris Heavy Pressure, 25c.; Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Aluminum, 12c.; No. 4, 9c. per lb.
 James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c.; No. 1 Monarch, 40c.; King 30c.; Fleur-de-lis, 20c.; Thurbur, 15c.; Philid Iphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No. 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, 25 p.c. advance.	
Sheets, 12 to 14 in.	
Tubing, base, per lb 5-16 to 2 in.	0 31
Tubing 2 to 3-inch, iron pipe size.	0 36
Copper tubing, 6 cents extra.	

COPPER.

	Ingot.	Per 100 lb.
Casting.....		27 00
	Bars.	
Cut lengths, round, ½ to 2 in....		35 00
	Sheet.	
Plain, 16 oz., 14x48 and 14x60....		35 00
Plain, 14 oz.....		00
Tinned copper sheet, base....		38 00
Planished base.....		43 00
Braziers (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base....	0 34	0 35

BLACK SHEETS.

8 to 10 gauge	2 70	2 70
12 gauge	2 70	2 80
14 "	2 70	2 80
16 "	2 50	2 80
17 "	2 50	2 80
20 "	2 50	2 80
22 "	2 50	2 90
24 "	2 55	2 90
26 "	2 65	3 00
28 "	2 70	3 20

CANADA PLATES.

Ordinary, 52 sheets	2 75	2 90
All bright	3 80	3 90
Galvanized—		
18x24x52	4 35	4 35
" 60	4 60	4 60
20x28x60	8 70	8 70
" 94	9 20	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Gorbals Best
16-20	3 95	3 80	3 95	
22-24	4 20	4 05	4 00	3 75
26	4 45	4 31	4 40	4 30
28	4 70	4 55	4 60	4 45

Less than case lots 10 to 25c. extra.

IRON AND STEEL.

	Montreal	Toronto
Middleboro, No. 1 pig iron	19 50	23 00
Middleboro, No. 3 pig iron	19 00	22 00
Summerlee No. 2	13 50	24 50
Londonderry, pig iron	24 10	24 50
Carron	24 50	
" Special	23 10	
No. 1 Cleveland	21 25	23 00
" Clarence	21 25	21 00
Soft	22 75	
Radnor, charcoal iron	32 00	24 00
Common bar, per 100 lb.	2 21	2 30
Forged iron	2 45	
Refined "	2 60	2 70
Horseshoe iron	2 60	2 70
Hoop steel, 1½ to 3 in. base	2 80	2 80
Sleigh shoe steel	2 25	2 30
Tire steel	2 40	2 50
Best sheet cast steel	0 12	0 12
B. K. Morton "Alpha" high speed	0 65	0 70
" annealed	0 70	
" Self-hardening	0 50	
" J" quality, best warranted	0 18	
" T" warranted	0 14	
" B.C." quality	0 09	
Colonial black diamond	0 68	0 09
Sanderson's	0 06	0 45
Josson's	0 12	0 13
Air hardening	0 60	0 65
Conqueror	0 07	0 60
Jonas & Colver's tool steel	0 10	0 20
" " annealed	0 65	
Jowett & Sons B.P.L. tool steel	0 10	0 11

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
1 to 11-16 "	0 05½
17-16 to 3 "	0 05

Montreal 30, Toronto 30 per cent.

INGOT TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	\$45 00 \$45 50

TIN PLATES.

	Per box.
Charcoal Plates—Bright	
I.C. 14 x 20 base	\$6 50
I.X. 14 x 20	8 00
I.X. 14 x 20 base	9 50
Famous, equal to Bradley—	
I.C. 14 x 20 base	6 50
I.X. 14 x 20	8 00
I.X. 14 x 20 base	9 50
Raven and Vulture Grades—	
I.C. 14 x 20 base	5 00
I.X. "	6 00
I.X. X "	7 00
I.X. X X "	8 00
" Dominion Crown Best"—Double Coated, Tisued.	
I.C. 14 x 20 base	5 50
I.X. 14 x 20	6 50
I.X. X 20 "	7 50
" Allaway's Best"—Standard Quality.	
I.C. 14 x 20 base	4 50
I.X. 14 x 20	5 25
I.X. X 14 x 20	6 00
Bright Cokes.	
Bessemer Steel—	
I.C. 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C. 20x28, 112 sheets	7 25
I.X., Terne Tin	9 50
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X.X. 14x56, 50 sheet bxs.	7 50
" 14x60, "	
" 14x65, "	
Tinned Sheets.	
72x30 up to 24 gauge	8 50
" 26 "	9 00

LEAD.

Imported Pig, per 100 lb.	5 50
Bar,	5 75
Sheets, 2½ lb. sq. ft., by roll	6 00
Sheets, 3 to 6 lb.	0 07½
Cut sheets 10. per lb., extra.	0 07

SHEET ZINC.

5-cwt. casks	7 75
Part casks.	8 00

ZINC SPelter.

Foreign, per 100 lb.	7 25
Domestic	6 75

OLD MATERIAL.

Dealers buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 20	0 19½
Light copper	0 17	0 17½
Heavy red brass	0 18	0 17½
Yellow brass	0 15	0 14½
Light brass	0 11½	0 11
Tea lead	0 04½	0 04½
Heavy lead	0 04½	0 04½
Scrap zinc	0 04½	0 04½
No. 1 wrought iron	17 00	13 50
" "	8 00	6 00
Machinery cast scrap	18 00	15 00
Stove plate	14 00	12 00
Malleable and steel	8 51	
Old rubbers	0 09½	0 18
Country mixed rage, 100 lbs.	1 25	1 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 55 per cent.	
Cushion work, discount 40 per cent.	
Fuller work, 55 per cent.	
Playway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.	
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55; Jenkins Bros., 27½ p.c.	
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.	
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.	
Kerr steam radiator valves, 80 p.c., and quick-opening hot-water radiator valves, 60 p.c.	
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B. M., 60.	
J.M.T. Radiator Valves 50; Standard, 60; Patent Quick-Opening Valves, 65 p.c.	
No. 1 compression bath cock	2 00
No. 4	1 90
No. 7 Fuller's	2 25
No. 4½	2 35
Patent Compression Cushion, basin cock, hot and cold, 1er dec.,	\$16.00
Patent Compression Cushion, bath cock, No. 2208.	2 25
Square head brass cocks, 50 per cent.	
iron	60
Thompson Smoke-test Machine	25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon	33 00
15 per cent.	

BOILERS—GALVANIZED IRON RANGE.

Capacity—Standard.	Extra heavy
30-gallons	5.00
2 per cent., 30 days.	7.75

BATH TUBS.

Steel clad copper lined, 15 per cent.	
CASED IRON SINKS.	
16x24, \$1; 18x30, \$1; 18x36, \$1.31.	
ENAMELED BATHS, ETC.	
List issued by the Standard Ideal Company Jan. 3, 1907, shows an advance of 10 per cent. over previous quotations.	
ENAMELED CLOSETS AND URINALS	
Discount 15 per cent.	
HEATING APPARATUS.	
Stoves and Ranges—40 to 70 per cent.	
Furnaces—45 per cent.	
R-registers—70 per cent.	
Hot Water Bilers—50 per cent.	
Hot Water Radiators—50 to 55 p.c.	
Steam Radiators—50 to 55 per cent.	
Wall Radiators and Specials—50 to 55 p.c.	

LEAD PIPE.

Lead Pipe, 7c. per pound, 5 per cent. off.	
Lead waste, 8c. per pound, 5 per cent. off.	
Caulking lead, 6c. per pound.	
Traps and bends, 40 per cent.	

IRON PIPE.

Size (per 100 ft.)	Black	Galvanized
1 inch	2 25	3 08
" "	2 25	3 08
" "	2 72	3 57
" "	3 68	4 33
1 1/2 "	5 23 1	6 93
2 "	7 20 1 1/2	9 45
2 1/2 "	8 64 1 1/2	11 34
3 "	11 52 2	15 12
3 1/2 "	18 41 2 1/2	24 15
4 "	24 15 3	31 70
4 1/2 "	30 40 3 1/2	40 00
5 "	34 55 4	45 35

2 per cent. 30 days.
 Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
 Cast Iron Fittings 57½; Standard bushings 57½; headers, 57½; flanged unions 57½; malleable bushings 55; nipples, 70 and 10; malleable flanged unions, 55 and 5 p.c.

SOIL PIPE AND FITTINGS.

Medium and Extra heavy pipe and fittings, up to 8 in. h., discount 65 per cent.	
7 and 8-in. pipe, discount 40 and 5 per cent.	
Light pipe, 50 p.c.; fittings, 50 and 10 p.c.	

OAKUM.

Plumbers ... per 10 lb.	4 75
-------------------------	------

STOCKS AND DIES.

American discount 25 per cent.	
--------------------------------	--

SOLDERING IRONS.

4-lb. per lb.	0 38
1-lb. or over	0 35

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 25
Wiping	0 22

PAINTS, OILS AND GLASS

BRUSHES.

Paint and household, 70 per cent.	
-----------------------------------	--

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green coprares (green vitrol)	0 04
Sugar of lead	0 08
Lump olive	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 09
Chrome yellow	0 15
Golden ochre	0 11
French	0 08
Marine black	0 04½
Chrome green	0 09
French permanent green	0 13
Signwriters black	0 15

Clauss Dressmakers' Shears

Clauss Brand—Fully Warranted

This Shear is made after the pattern "TAILORS' SHEARS" and is just the thing long wanted by the dressmakers.

Manufactured by our Secret Process. Write for Discounts.

The Clauss Shear Co., - Toronto, Ont.



ENAMELS		
Subway brand	1 90	2 00
Decorative	4 20	4 31
GLUE.		
Domestic sheet	0 10	0 10 1/2
French medal	0 12	0 12 1/2
PARIS GREEN.		
Berger's Canadian	0 27 1/2	0 27 1/2
600-lb. cask	0 27 1/2	0 27 1/2
250 lb. drums	0 27 1/2	0 27 1/2
100-lb. "	0 28 1/2	0 28 1/2
50-lb. "	0 28 1/2	0 28 1/2
1-lb. pkgs, 100 in box	0 24 1/2	0 24 1/2
1/2-lb. "	0 31 1/2	0 31 1/2
1-lb. tins, 100 in box	0 33 1/2	0 33 1/2
1/2-lb. bag	0 32 1/2	0 32 1/2
F.o.b. Toronto.		

PARIS WHITE.		
In bbls	0 91	
PREPARED PAINTS.		
Pure, per gallon, in tin	1 31	
Second qualities per gallon	1 15	
Barn (in bbls)	0 65	0 90
Sherwin-Williams paint	1 55	
Canada Paint Co's pure	1 25	
Standard P. & V. Co's "New Era"	1 30	
Benj. Moor Co's "Ark" Bd	1 25	
British Navy deck	1 50	
Brandram-Tenderoon's "English"	1 45	
Kamsay's paint, Pure, per gal.	1 20	
Thistle	1 00	
Martin-Senour's 100 p.c. pure	1 40	
Senour's Floor Paints	1 20	
Jamieson's "Crown and Anchor"	1 20	
Jamieson's floor enamel	1 50	
Blanchi e preservative and floor	1 15	
Sanderson Percy's pure	1 20	
Robertson's pure paints	1 20	

PUTTY.		
Bulk in bbls	1 60	
Cladders in bbls	1 85	
25-lb. tins	1 90	
Wholes in bulk or tins less than 100 lb	1 95	
Bulk in 100-lb. irons	1 85	

SHINGLE STAINS.		
In 5 gallon lots	0 75	0 81
SHELLAC.		
White	0 65	
Fine orange	0 60	
Medium orange	0 55	
F.o.b. Montreal or Toronto.		

TURPENTINE AND OIL.		
Castor oil	0 08	0 10
Gasoline	0 20	0 22 1/2
Benzine, per gal.	0 17	0 20
Turpentine single barrels	0 95	0 96
Linseed Oil	0 61	0 64
boiled	0 64	0 67

WHITE LEAD GROUND IN OIL. Per 100 lbs		
Canadian pure	7 15	
No. 1 Canadian	6 80	
Munro's Select Flake White	7 40	
Elephant and Decorator's Pure	7 40	
Monarch	7 40	
Standard Decorator's	7 15	
Essex Genuine	6 80	
Brandram's B. B. Genuine	8 40	
"Anchor" pure	7 00	
Ramsay's Pure Lead	7 00	
Ramsay's Exterior	6 65	
"Crown and Anchor" pure	6 50	
Sanderson Percy's	7 40	
Robertson's C.P. lead	7 20	

WHITE AND RED DRY LEAD.		
Genuine, 500 lb. casks, per cwt	5 75	6 00
Genuine, 100 lb. kegs	5 50	5 50
No. 1, 500 lb. casks, per cwt	6 25	5 75
No. 1, 100 lb. kegs, per cwt	7 00	6 25
WINDOW GLASS		
Size United	Star	Double Diamond
Under 26	\$4 25	\$5 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 90	7 00	12 50
91 to 100		15 00
91 to 95		17 50

95 to 100	20 50
101 to 105	24 00
106 to 110	27 50

Discount—16-oz. 25 per cent; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.		
Plain, in bbls	0 70	
Gilders bolted in bands	0 90	

WHITE DRY ZINC.		
Extra Red Seal, V.M.	0 07 1/2	0 08 1/2

WHITE GROUND ZINC.		
Pure, in 25-lb. irons	0 08 1/2	
No. 1	0 07	
No. 2	0 05 1/2	

VARNISHES.		
In 5-gal. lots.	Per gal.	cans.

Carriage, No. 1	1 50	
Pale durable body	1 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 15	
" No. 1	0 90	
" union	0 80	
Light oil finish	1 40	
Gold size Japan	1 80	
Brown Japan	0 95	
No. 1 brown Japan	0 95	
Baking black Japan	1 35	
No. 1 black Japan	0 90	
Benzine black Japan	0 70	
Crystal Damar	2 80	
No. 1	2 50	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lightning dryer	0 70	
Granite varnish, 1 gal. can, each	2 00	
Granite floor varnish, per gal.	2 10	
Maple Leaf coach enamel; size 1	1 20	
Sherwin-Williams' kopal varnish, gal.	2 50	
Canada Paint Co's sun varnish	2 00	
"Kyanize" Interior Finish	2 40	
"Flint-Lac" coach	1 80	
B. H. Co's "Gold Medal," in cases	2 00	
Jamieson's Copalene, per gal.	2 00	

BUILDERS' HARDWARE.

BELLS.		
Brass hand bells, 80 per cent.		
Nickel, 55 per cent.		
Gongs, sergeant's door bells.	5 50	8 00
American, house bells, per lb.	35	40
Peterboro' door bells, discount 37 1/2 and 10 per cent. off new list.		

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.	2 25	
Ready roofing, 2-ply, not under 45 lb. per roll	1 00	
Ready roofing, 3-ply, not under 65 lb. per roll	1 25	

Carpet Felt	per ton	60 00
Heavy Straw Sheathing	per ton	35 00
Dry Surprise	per ton	0 40
Dry Sheathing	per roll, 400 sq. ft.	0 50
Tar	400 "	0 45
Dry Fibre	400 "	0 55
Tarred Fibre	400 "	0 65
O. K. & I. X. L.	400 "	0 70
Resin-sized	400 "	0 45
Oiled Sheathing	400 "	0 70
Oiled	400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages	0 25	
Refined Tar	per barrel	5 00
Coal Tar	400 "	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 80
Slater's felt	per roll	0 70
Heavy Straw Sheathing f.o.b. St. John and Halifax	37 50	

BUTTS.		
Wrought Brass, not revised list.		
Wrought Iron, 70 per cent.		
Cast iron Loose Pin, discount 60 per cent.		
Wrought Steel Fast Joint and Loose Pin, 70 per cent.		

CEMENT AND FIREBRICK.		
Canadian Portland	2 00	2 10
Belgium	1 60	1 80
"White Bros. English	1 80	2 08
"Lafarge" cement in wood	3 40	
"Lehigh" cement, in wood	2 64	

"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 26 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000	
Blue metallic, 9"x4"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4"x3", ex wharf	36 00

DOOR SETS.		
Peterboro, 37 1/2 and 10 per cent.		

DOOR SPRINGS.		
Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in.	"	0 95
English	"	2 00
Chicago and Reliance Coil	25 per cent.	

STORE DOOR HANDLES.		
Per Dozen	1 00	1 50

ESCUTCHEONS.		
Discount 50 and 10 per cent., new list		
Peterboro, 37 1/2 and 10 per cent.		

ESCUTCHEON PINS.		
Iron, discount 40 per cent.		
Brass, 45 per cent.		

HINGES.		
Blind, discount 60 per cent.		
Heavy T and strap, 4-in., per lb. net	0 06	0 07 1/2
" 5-in., "	0 05 1/2	0 05 1/2
" 6-in., "	0 05 1/2	0 05 1/2
" 8-in., "	0 05 1/2	0 05 1/2
" 10-in. and larger	0 05	

Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in., per 100 lb.	4 65	
over 12 in., "	3 65	
Spring, No. 20, per gro. pairs	10 80	
Spring, Woodvatt pattern, per gro. No. 5,		
\$17.50; No. 10, \$18; No. 20, \$10.80; No.		
12, \$20; No. 51, \$10; No. 50, \$27.50.		
Crate hinges and back flaps, 65 and 5 p.c.		
Hinge hasps, 65 per cent.		

SPRING HINGES.		
Chicago Spring Butts and Blanks 12 1/2 percent.		
Triple End Spring Butts 30 and 10 per cent.		
Chicago Floor Hinges, 37 1/2 and 5 off.		
Garden City Fire House Hinges, 12 1/2 p.c.		

CAST IRON HOOKS.		
Bird cage	per doz.	0 50
Clothes line, No. 61	"	0 70
Harness	"	12 00
Hat and coat	per gro.	1 10
Crow	per doz.	10 00
Wrought hooks and staples—		
1 x 5	per gross	2 65
5-16 x 5	"	3 30

Bright steel gate hooks and staples, 40 p.c.		
Hat and coat wire, discount 62 1/2 per cent.		
Screw, bright wire, discount 65 per cent.		

KNOBS.		
Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75
Bronze, Genuine	"	9 00
Shutter, porcelain, F. & L.		
White door knobs	per doz.	2 00
Peterboro knobs, 37 1/2 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.		
Lock, Canadian dis.	40 to 40 and 10 per cent.	
Cabinet trunk and padlock		
American	per gross	0 60

LOCKS.		
Peterboro 37 1/2 and 10 per cent.		
Russell & Kewin, steel rim	\$2.50 per doz	
Eagle cabinet locks, discount 30 per cent.		
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.		

SAND AND EMERY PAPER.		
B. & A. sand, discount, 35 per cent.		
Emery, discount 35 per cent.		
Garnet (Burton's) 5 to 10 per cent. advance		

SASH WEIGHTS.		
Sectional	per 100 lb.	2 00
Solid	"	1 50

SASH COORD.		
Per lb.		0 31

BLIND AND RED STAPLES.		
All sizes, per lb.	0 07 1/2	0 1

WROUGHT STAPLES.		
Galvanized		2 75
Plain		2 50
Coopers, discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
Bright spear point, 75 per cent. discount.		

TOOLS AND HANDLES.

ADZES.		
Discount 22 1/2 per cent.		

AUGERS.		
Gilmour's, discount 60 per cent. off list.		

AXES.		
Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
hunters	5 25	

BITS.		
Irwin's auger, discount 47 1/2 per cent.		
Gilmour's auger, discount 60 per cent.		
Rockford auger, discount 50 and 10 per cent.		
Jennings' Gen. auger, net list.		
Gilmour's car, 4 1/2 per cent.		
Clark's expansive, 40 per cent.		
Clark's gimlet, per doz.	0 65	
Diamond, Shell, per doz.	1 00	
Nail and Spike, per gross	2 25	

BUTCHERS' CLEAVERS.		
German	per doz.	7 00
American	"	12 00

CHISELS.		
Warnock's, discount 70 and 5 per cent.		
P. S. & W. Extra, discount, 70 per cent.		

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11 1/2
S. & D., " 6	"	0 13
Boynton pattern	"	0 20

Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmours car, 4 1/2 per cent.
(Clark's express, 4 per cent.)

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

Skates, discount 37½ per cent.		
Mic Mac hockey sticks, per doz	4 00	5 00
Empire hockey sticks, per doz	3 00	3 50

We make Electric Fixtures, Sockets, and Cut-Outs

Mundertloh & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

CUTLERY AND SILVER-WARE

RAZORS.		per doz.
Elliott's	4 00	18 00
Boker's	7 50	11 00
" King Outter	13 50	18 50
Vade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Cutter"	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00
Clauss Razors and Strops, 50 and 10 per cent		
KNIVES.		
Farriers-Stacey Bros., doz	3 50	
PLATED GOODS		
Hollowware, 40 per cent. discount.		
Flatware, staples, 40 and 10, fancy, 40 and 5.		
SHEARS.		
Clauss, nickel, discount 50 per cent.		
Clauss, Japan, discount 67½ per cent.		
Clauss, tailors, discount 40 per cent.		
Seymour's, discount 50 and 10 per cent.		
Berg's	6 00	12 00

HOUSE FURNISHINGS.

APPLE PARERS.		
Woodyatt Hudson, per doz., net	4 50	
BIRD CAGES.		
Brass and Japanned, 40 and 10 p. c.		
COPPER AND NICKEL WARE.		
Copper boilers, kettles, teapots, etc.	30 p. c.	
Copper pitta, 20 per cent.		
ENAMELED WARE.		
London, White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.		
Canada, Diamond, Premier, 50 and 10 p. c.		
Pearl, Imperial Crescent, 50 and 10 per cent.		
Premier steel ware, 40 per cent.		
Star decorated steel and white, 25 per cent.		
Japanned ware, discount 45 per cent.		
Hollow ware, tinned cast, 35 per cent. off.		
KITCHEN SUNDRIES.		
Can openers, per doz.	0 40	0 75
Mincing knives per doz.	0 50	0 80
Duplex mouse traps, per doz.	0 85	
Potato mashers, wire, per doz.	0 60	0 70
" wood	0 50	0 60
Vegetable slicers, per doz.	2 25	
Universal meat chopper No. 0, \$1; No. 1, 1.15.		
Enterprise chopper, each	1 30	
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 10	1 35	4 10
" 100 to 323	1 35	2 00
Kitchen hooks, bright	0 62½	
LAMP WICKS.		
Discount, 60 per cent.		
LEMON SQUEEZERS.		
Porcelain lined, per doz.	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass	0 50	0 90
METAL POLISH.		
Tandem metal polish paste	6 00	
PICTURE NAILS.		
Porcelain head, per gross	1 35	1 50
Brass head	0 40	1 00
Tin and gilt, picture wire, 76 per cent.		
SAD IRONS.		
Mrs. Potts, No. 55, polished, per set	0 80	
" No. 50, nickel-plated,	0 92	
Common, plain	4 50	
" plated	5 50	
Asbestos, per set	1 25	

TINWARE.

CONDUCTOR PIPE.		
2-in. plain or corrugated, per 100 feet.	\$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.	
FAUCETS.		
Common, cork-lined, discount 35 per cent.		
RAVETROUGHS.		
10-inch	per 100 ft.	3 30
FACTORY MILK CANS.		
Discount off revised list, 35 per cent.		
Milk can trimmings, discount 25 per cent.		
Creamery Cans, 45 per cent		

LANTERNS.

No. 2 or 4 Plain Cold Blast, per doz.	6 50
Lift Tubular and Hinge Plain, " "	4 75
No. 6, safety	4 00
Better quality at higher prices.	
Japanning, 50c. per doz. extra.	
Prism globes, per doz., \$1.20.	

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal. per dozen	10 92
Davidson oilers, discount 40 per cent	
Zinc and tin, discount 50 per cent	
Coppered oilers, 20 per cent. off.	
Brass oilers, 50 per cent. off.	
Malleable, discount 25 per cent	

PAIS (GALVANIZED).

Dufferin pattern pails, 45 per cent.	
Flaring pattern, discount 45 per cent.	
Galvanized washbuds 40 per cent.	

PIECED WARE.

Discount 35 per cent off list, June, 1899.	
10-qt. flaring sap buckets, discount 35 per cent.	
6, 10 and 14-qt. flaring pails dis. 35 per cent.	
Copper bottom tea kettles and boilers, 30 p. c.	
Coal hods, 40 per cent.	

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.	
Retained, 72½ per cent. revised list.	
SAP SPOUTS	
Bronzed iron with hooks	per 1,000 7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch		8 18
Nestable, discount 40 per cent.		
STOVEPIPE ELBOWS		
5 and 6-inch, common	per doz.	1 32
7-inch		1 48
Polished, 15c. per dozen extra.		

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.	
TINNERS' SNIPS.	
Per doz.	3 00 15
Clauss, discount 35 per cent.	

TINNERS' TRIMMINGS.

Discount, 45 per cent.	
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WIRE.

ANNMALED CUT HAY BAILING WIRE.	
No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.	

BRIGHT WIRE GOODS.

Discount 62½ per cent.	
CLOTHES LINE WIRE.	
7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$2.80; No. 19, \$2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.	

COILED SPRING WIRE.

High Carbon, No. 9, \$2.90, No. 11, \$3.45; No. 12, \$3.15.	
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COPPER AND BRASS WIRE.

Discount 37½ per cent.	
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FINE STEEL WIRE.

Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5 — No. 18, \$5.50 — No. 19, \$6 — No. 20, \$6.85 — No. 21, \$7.1 — No. 22, \$7.30 — No. 23, \$7.65 — No. 24, \$8 — No. 25, \$9 — No. 26, \$9.50 — No. 27, \$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 — No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 75c.—oilings, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.	
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FENCE STAPLES.

Bright	2 75	Galvanized	3 15
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HAY WIRE IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85; f.o.b., Montreal.	
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GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, \$3.70 — Nos. 6, 7, 8, \$3.15 — No. 9, \$2.50 — No. 10, \$3.20 — No. 11, \$3.25 — No. 12, \$2.65 — No. 13, \$2.75 — No. 14, \$3.75 — No. 15, \$4.30 — No. 16, \$4.30 from stock. Base sizes, Nos. 6 to 9, \$2.35 f.o.b. Cleveland. In carlots 12½c. less.	
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LIGHT STRAIGHTENED WIRE.

Over 20 in.		
Gauge No.	per 100 lbs.	10 to 20 in. 5 to 10 in.
0 to 5	\$0.50	\$0.75 \$1.25
6 to 9	0.75	1.25 2.00
10 to 11	1.00	1.75 2.50
12 to 14	1.50	2.25 3.50
15 to 16	2.00	3.00 4.50

SMOOTH STEEL WIRE.

No. 9-9 gauge, \$2.30; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.	
Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks \$1., in ½-lb. hanks 75c., in ¼-lb. hanks \$50.	

POULTRY NETTING.

2 in mesh 19 w.g. discount 50 and 5 per cent. All others 50 per cent.	
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WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.62½, per 100 sq. ft.; in 50-ft. rolls, \$1.87½, per 100 sq. ft. Terms, 2 per cent. off 30 days.	
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WIRE FENCING.

Galvanized barb, discount 25 per cent.	2 95
Galvanized plain twist	3 30
Galvanized barb, f.o.b. Cleveland, \$2.70 for small lots and \$2.60 for carlots.	

WOODENWARE.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16. f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.	
Taylor-Forbes, 30 and 30 per cent.	

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.	
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LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c. Waggoner Extension Ladders, dis. 40 per cent.	
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MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS.

Discount, 40 per cent.	
------------------------	--

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style	per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.		9 55

WASHING MACHINES.

Round, re-ating per doz.	80 00
Square	63 00
Eclipse, per doz.	54 00
Dowdell	39 00
New Century, per doz.	75 00
Daisy	54 00

WRINGERS.

Royal Canadian, 11 in., per doz.	34 00
Royal American, 11 in.	34 00
Ese, 10 in., per doz.	3 75
T. rms, 3 per cent, 30 days.	

MISCELLANEOUS.

AXLE GREASE.		
Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 p. c.	
Agricultural, not wider than 4 in., 75 per cent	
Lace leather, per side, 75c.; cut laces, 80c.	

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 00 1 50
Bullard's		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

FINE TAR.

½ pint in tins	per gross	7 90
"		9 60

PULLEYS.

Hothouse	per doz.	0 55 1 00
Axle		0 22 0 33
Screw		0 22 1 00
Awning		0 35 2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 90	3 16
Berg's wing pump, 75 per cent.		

ROPE AND TWINE.

Sisal	0 10½
Pure Manila	0 15½
"British" Manila	0 12
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 35 0 38
Russia Deep Sea	0 16
Jute	0 08
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 45 feet..... per doz.	0 65
" 60 feet.....	0 80
" 72 feet.....	0 96

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Matress twine per lb.	0 33 0 45
Staging	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 10½
550 " manilla	0 10½
600 " "	0 12½
650 " "	0 13½
Car lots, ½c. less; -ten lots, ½c. less.	
Central delivery.	

SCALES.

Gurney Standard, 40 per cent.	
Gurney Champion, 50 per cent.	
Burrow, Stewart & Milne—Imperial Standard, discount 40 per cent.	
Weight Beams, discount 40 per cent.	
Champion Scales, discount 50 per cent.	
Fairbanks standard, discount 35 per cent.	
" Dominion, discount 55 per cent.	
" Richelieu, discount 55 per cent.	
Warren new Standard, discount 40 per cent.	
" " Champion, discount 50 per cent.	
" " Weighbeams, discount 35 per cent.	

STONES—OIL AND SCOTCH.

Washita	per b.	0 25	0 37
Hindustan		0 06	0 10
" alip		0 18	0 30
" Axle			0 19
Deer Creek			0 19
Deerlick			0 35
" Axle			0 16
Lilly white			0 43
Arkansas			1 50
Water-of-Ayr			0 18
Scythe	per gross	5 50	5 50
Grind, 40 to 200 lb.	per ton	30 00	33 00
under 40 lb.			34 00
200 lb. and over			28 00

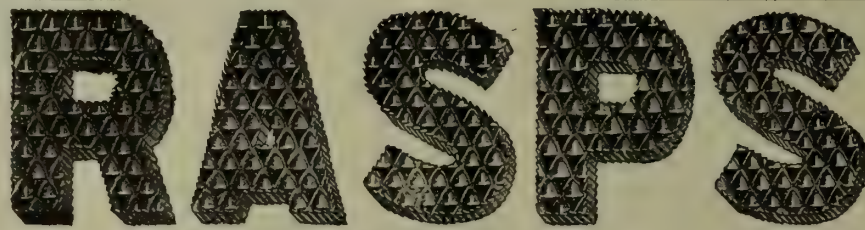
Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Spring rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

KEARNEY & FOOT

The
Best
Rasp
Made



The
Rasp
that
sells

MADE BY
Dominion
Wks.

Nicholson File Co., Port Hope, Ont.

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Canada Bronze Powder Works	64	Gibson, J. B.	51	M		Sherwin-Williams Co.	44
Canadian Copper Co.	45	Gilbertson, W. & Co.	45	Macfarlane, Walter	64	Shirreff Mfg. Co.	25
Canadian Fairbanks Co.	9	Glauber Brass Co.	65	Majestic Polishes	72	Shurly & Deitrich	8
Canadian Heating & Ventilating Co.	10	Greening, B. Wire Co.	25	Martin-Senour Co.	55	Silica Barytic Stone Co.	50
Canada Horse Nail Co.	24	Greenway, Wm. O.	23	Merrick-Anderson Co.	41	Sma t James Mfg. Co.	41
Canadian Oil Co.	56	Guelph Spring & Axle Co.	18	Metal Shingle and Siding Co.	16	Spear & Jackson	14
Canadian Rubber Co.	45	Gurney Foundry Co.	10	Metallie Roofing Co.	43	Stairs, Son & Morrow	70
Canadian Sewer Pipe Co.	45	Gutta Percha & Rubber Mfg. Co.		Mitchell, H. W.	64	Standard Ideal Co.	57
Capewell Horse Nail Co.	11			Montreal Rolling Mills Co.	48	Standard Paint Co.	57
Caverhill, Learmont & Co.	7			Moore, Benjamin, & Co.	55	Standard Paint and Varnish Works	51
Cavers B'os.	18	H		Morrison, James, Brass Mfg. Co.	58	Standard Sanitary Co.	63
Chicago Spring Butt Co.	1	Hamilton Cotton Co.	23	Morrow, John, Machine Screw Co.	20	Stevens, G. F., & Co.	41
Clausen Shear Co.	67	Hamilton Rifle Co.	15	Mueller, H. Mfg. Co.	64	Still, J. H., Mfg.	13
Cluff Bros.	63	Hanover Portland Cement Co.	65	Munderloh & Co.	69		
Consolidated Plate Glass Co.	46	Harrington & Richardson Arms Co.	17	N		T	
Consumers' Cordage Co.	4	Harris, J. W., Co.	16	Newman, W., & Sons	12	Taylor-Forbes Co.	59
Copp, W. J.	41	Hart & Cookey	16	Nicholson File Co.	70	Thompson, B. & S. H., Co.	9
Covert Mfg. Co.	20	Heinisch, R., Sons Co.	20	Nickel Plate Stove Polish Co.	23	Toronto and Bellefonte Rolling Mills	49
Crain, Rolla L.	1	Hobbs Mfg. Co.	21	Nova Scotia Steel and Coal Co.	45	Turner Brass Works	64
D		Hopkins & Allan Arms Co.	17				
Dana Mfg. Co.	9	Howland, H. S., Sons & Co.	5	O		V	
Davenport, Pickup & Co.	21	Hutton, Jas., & Co.	65	Oakey, John, & Sons	51	Vickery O.	65
Davidson, Thos., Mfg. Co.	4	Hutton, Wm., & Sons, Ltd.	21	Ontario Lantern & Lamp Co.	45		
		Hyde, F. & Co.	19	Ontario Metal Novelty Co.	28	W	
				Ontario Steel Ware Co.	11	Waggoner Ladder Co.	16
				Ontario Tack Co.	43	Western Wire Nail Co.	9
				Ontario Wind Engine and Pump Co.	12	Wilkinson, Heywood & Clark	57
						Winnipeg Paint and Glass Co.	41
						Wright, E. T., & Co.	45

CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.

Alabastine Co., Limited, Paris, Ont.

Auditors

Davenport, Pickup & Co., Winnipeg.

Awning.

Tobin Tent and Awning Co., Ottawa

Habbitt Metal.

Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co., Montreal.

Bath Room Fittings

Forsyth Efg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto

Belt, Hose, etc.

Gutta Percha and Rubber Mfg.
Toronto.
Sadler & Haworth Toronto.

Bicycles and Accessories.

Johnson's, Iver, Arms and Cycle Works
Fitchburg, Mass

Binder Twine

Consumers Cordage Co., Montreal.

Bolts.

Toro to & Belleville Rolling Mills,
Belleville.

Box Strap.

J. N. Warrington, Montreal.

Brass Goods.

Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.

Canadian Bronze Powder Works, Mon-
treal.

Brushes.

Ramsay, A., & Son Co., Montreal.
United Factories, Toronto.

Cans.

Acme Can Works, Montreal.

Builders' Tools and Supplies.

Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lookerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.

Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.

Guelph Spring and Axle Co., Guelph.

Carpet Beatas.

Ontario Metal Novelty Co., Toronto.

Cartridges.

Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.

Greening, B., Wire Co., Hamilton.

Churns.

Dowdell Mfg. Co., Hamilton.

Clippers—All Kinds.

American Shearer Mfg. Co., Nashua, N.H.

Clothes Reels and Lines.

Hamilton Cotton Co., Hamilton, Ont.

Clutch Nails.

J. N. Warrington, Montreal.

Cordage.

Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.

Erie Specialty Co., Erie, Pa.

Cow Ties

Greening, B., Wire Co., Hamilton

Cut Glass.

Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.

Birkett, Thos., & Son Co., Ottawa.
Clausen Shear Co., Toronto.
Dorfen Bros. & Co., Montreal.
Frothingham & Workman Montreal.
Heinrich's, R. S. Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London,
Eng.

Electric Fixtures.

Canadian General Electric Co., Toronto.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.

Cameron & Campbell Toronto.

Bamaled Ware

Kemp Mfg. Co., Toronto.

Engines, Supplies, etc.

Kerr Engine Co., Walkerville, Ont.

Eavetroughs

Wheeler & Bain, Toronto

Fencing—Woven Wire

Dominion Wire Mfg. Co., Montreal.
Owen Sound Wire Fence Co., Owen
Sound.
Banwell Hoxie Wire Fence Co.,
Hamilton.

Files and Rasps.

Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition

Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co.,
Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works
Fitchburg, Mass.

Food Choppers

Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville, Ont.

Furnaces.

Pease Foundry Co., Toronto.

Galvanizing.

Canada Metal Co., Toronto.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co.,
Toronto.

Glass Ornamental

Hobbs Mfg. Co., London
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds.

Gibson, J. B., Montreal.
Felton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Handles.

Still, J. H., Mfg. Co.

Harvest Tools.

Maple Leaf Harvest Tool Co., Tillson-
burg, Ont.

Hockey Sticks

Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.

Frothingham & Workman, Montreal.
Montreal Rolling Mills Co., Montreal.
J. N. Warrington, Montreal.

Horse Blankets.

Heney, E. N., & Co., Montreal.

Horseshoes and Nails

Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capwell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills,
Belleville.

**Hot Water Boilers and Radi-
ators.**

Cluff, R. J., & Co., Toronto.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.

Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.

Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.

Montreal Rolling Mills, Montreal.

Iron Pumps.

Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Lanterns.

Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.

Birkett, Thos., & Son Co., Ottawa.
Frothingham & Workman, Montreal.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Mower Grinders

Root Bros. & Co., Plymouth, Ohio.

Ledgers—Loose Leaf.

Business Systems Toronto.
Copeland-Chatterton Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Lithographing.

London Printing & Lithographing Co.,
London, Ont.

Locks, Knobs, Escutcheons, etc.

Peterborough Lock Mfg. Co., Peter-
borough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.

Pink, Thos., & Co., Pembroke Ont.

Lye

Gillett, E. W., & Co., Toronto

Manufacturers' Agents.

Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.

Metals.

Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Eadie, H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New
Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co., Montreal.

Metal Lath.

Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston,
Ont.

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Nails Wire

Dominion Wire Mfg. Co., Montreal.

Oil Tanks

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Dods, P. D., & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
Lucas, John & Co., New York
McArthur, Cornelle & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co., Toronto.
Ottawa Paint Works, Ottawa
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson & earcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal
Standard Paint and Varnish Works
Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint & Glass Co., Winnipeg

Perforated Sheet Metals.

Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.

Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Glauber Brass Co., Cleveland, Ohio.
Jardine, A. B., & Co., Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Merrill Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshaw Steam & Gas Fitting Co., Oshaw
Robertson Jas., Co., Montreal.
Robertson, Jas., Co., Limited, Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope.
Standard Sanitary Co., Pittsburgh.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Polishes.

Majestic Polishes, Toronto

Portland Cement.

International Portland Cement Co.,
Ottawa, Ont.
Hanover Portland Cement Co., Han-
over, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.

Printing.

London Printing & Lithographing Co.,
London, Ont.

Razors.

Clausen Shear Co., Toronto.

Refrigerators.

Fabien, O. P., Montreal.

Registers

Pease Foundry Co., Toronto.

Roofing Supplies

Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Wheeler and Bain, Toronto

Saws.

Atkins, E. C., & Co., Indianapolis, Ind
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.

Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.

Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.

Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co.,
Ingersoll, Ont.

Soil Pipe

McFarlane, Walter, Glasgow

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shelf Boxes.

Cameron & Campbell, Toronto.

Shears, Scissors.

Clausen Shear Co., Toronto.

Shovels and Spades.

Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.

Hutton, Wm., & Sons, Ltd., London,
Eng.
McGlashan, Clarke & Co., Niagara Fal.,
Ont.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Skates.

Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers

Cavers Bros., Galt

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glas-
gow, N.S.

Stove Pipe.

Chown, Edwin and Son, Kingston

Stoves, Tinware, Furnaces

Canadian Heating & Ventilating Co.,
Owen Sound.

Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal
Down Draft Furnace Co., Galt
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard, Wm., Toronto
Kemp Mfg. Co., Toronto.
McLary Mfg. Co., London.
Merrick Anderson, Winnipeg
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co., Brockville
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.

Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tents.

Tobin Tent and Awning Co., Ottawa

Turpentine

DeFrance Mfg. Co., Toronto.

Ventilators.

Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper

Staunton Limited, Toronto.

Wall Paper Cleaner.

Gilbert, Frank U. S., Cleveland

Washing Machines, etc

Dowdell Mfg. Co., Hamilton, Ont.
The Shultz Bros. Co., Brantford.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows

London Foundry Co., London, Ont.
Schultz Bros. Co., Ltd., The Brantford.

Wholesale Hardware.

Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.

Hobbs Mfg. Co., London, Ont.

Wire, Wire Rope, Cow Ties,

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory, if the chimney does not draw well.

But the

"ZEPHYR VENTILATOR"

will give a good draft to any chimney

It will even allow the burning of soft coal in the stove, with good results.

WE WANT YOU TO SELL THE "ZEPHYR VENTILATOR" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. THE ZEPHYR cannot be excelled for ventilating the rooms of CLUBS, STEAM LAUNDRIES, etc.

"THE ZEPHYR" MAKES HIGH CHIMNEYS UNNECESSARY.

Lachine, June 5, 1903.
The J. W. HARRIS Co., LIMITED, MONTREAL

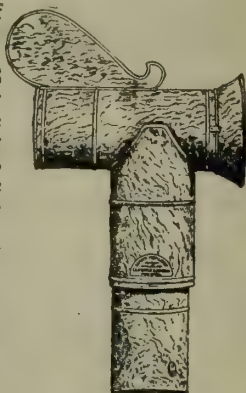
Dear Sirs,—Your system of ventilation installed in our Convent has given us a absolute satisfaction.
Yours respectfully,
Sister MARIE PACIFIQUE, GEN. ECO.
Sisters of St. Anne.

—MADE BY—

THE J. W. HARRIS CO. LIMITED

CONTRACTORS

MONTREAL



It will pay you

We give herewith the experience of one of our subscribers. There is no reason why you cannot obtain just as good results.

THE PEOPLE'S HARDWARE STORE.

HARDWARE AND METAL Essex, Jan. 27, 1906
Toronto, Ont.

Dear Sirs—Within one month I have "bought and sold" with the best of satisfaction—the result of \$1.68 worth of condensed ads. in HARDWARE AND METAL.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly, IVESON L. COOKE.

Remember your ad. will be read by Hardware Dealers in all parts of Canada.

2 cents per word for first insertion

1 cent " " subsequent insertions

Send cash with advertisement, 5c. additional for Box number

HARDWARE AND METAL

MONTREAL

TORONTO

WINNIPEG

SUPPORT CANADIAN INDUSTRIES

FREE TO HARDWARE DEALERS



We are supplying electros of the cut in this ad. for use in your local advertising, besides offering special terms for immediate orders for

"LION" Brand

PUTZ TRIPLE EXTRACT

METAL POLISH

IN LIQUID OR PASTE

The most reliable metal polish in the market. Once tried always used.

Support Canadian Industries

Manufactured by

English Embrocation Co., Montreal

Money For You

There's dollars for the shrewd dealer in polishes—but they must be A1 and easy priced. Better make sure. Stock

"Majestic"

brand and you are assured of giving satisfaction. These Polishes are guaranteed to be superior

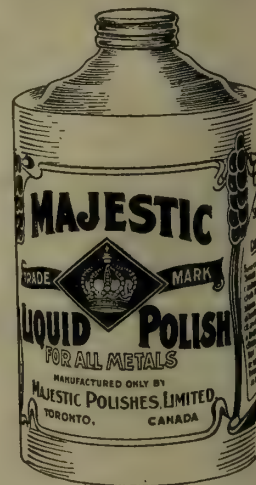
to any other line marketed in Canada.

Send for a test order to-day.

Majestic Polishes, Limited

575 Yonge St.

TORONTO, - CANADA



HARDWARE BABBITTS

No. 1, No. 2, No. 3

The wearing quality of our
HARDWARE BABBITTS

is the secret of the large orders the
HARDWARE MERCHANTS

are sending us. If not on our list

GET IN LINE

LIBERAL DISCOUNTS. TERMS RIGHT

The **James Robertson Co., Limited**

144 William St., MONTREAL, QUE.

PFLUEGER'S Fishing Tackle

Hooks, Flies,
Trolls, Spin-
ners, Phan-
toms, Reels,
Furnished
Lines.

Everything
in Fishing
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods,
Sent Express Prepaid, 170-Page Illustrated Cata-
logue No. F25, and Metal Fish Sign in 8-Color
Lithograph.

The Enterprise Mfg. Co.
AKRON, Ohio, U.S.A.

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn.

New York City Branch—200 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1893.  Inc. 1896.

Black Diamond File Works

G. & H. Barnett Company
PHILADELPHIA

Twelve  Medals

Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application. 

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

REMOVAL NOTICE

We have removed our
Office and Warehouse from
53 St. Sulpice Street to
381 and 383 St. Paul Street.
Please note new address.

B. & S. H. THOMPSON & Co.

LIMITED

Metals, Hardware, Chemicals, etc., etc.

381 and 383 St. Paul St., Montreal

"CANADIAN"

SPIRAL PACKING

(Highest Quality)

"Made in Canada"

We've manufactured 90 per cent.
of all Spiral Packing sold in Can-
ada during the past twenty years.

Our Packing is Different—and Better

THE
CANADIAN RUBBER CO.
OF MONTREAL LIMITED



Mark of Quality

155 Granville Street, - Halifax, N.S.
Imperial Bank Bldg., } Montreal,
St James Street } Que.
Front & Yonge Sts., - Toronto, Ont.
89 Princess St., - Winnipeg, Man.
403 Cordova St., - Vancouver, B.C.
Dewdney St., - Regina, Sask.
First St. W., - Calgary, Alta.
Wharf St., - Victoria, B.C.

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, MAY 11, 1907

NO. 19.

POCKET **H. BOKER & CO'S** KNIVES
IMPROVED
TREE BRAND
TRADE MARK
CUTLERY RAZORS SCISSORS

For Sale by leading Wholesale Hardware Houses

**"QUEEN'S HEAD" and
"SOUTHERN CROSS"**

BLACK SHEETS

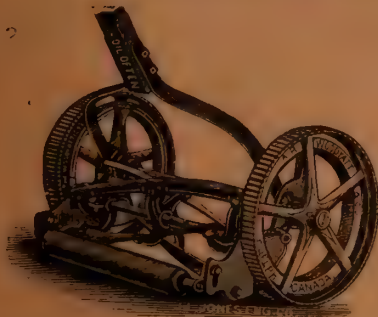
Will stand any work.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL
Managers, Canadian Branch.

First Quality Lawn Mowers Rivet the Paying Trade

MR. DEALER! Since you must stock Lawn Mowers, is it worth while to stock an inferior grade when the profit on our machines is just as large? Our



Lawn Mowers

not only assure a reasonable profit but they also enhance the Dealer's reputation, because they are built to uphold the Taylor-Forbes fame. A post-card brings our Lawn Mower Catalogue. You ought to have it.

TAYLOR - FORBES COMPANY, Limited
Head Office and Works: **GUELPH, ONT.**

TORONTO—1088 King St. West.

MONTREAL—122 Craig St. West.

WINNIPEG—The Vulcan Iron Works, Limited

See Classified List of Advertisements on Page 67.

Lawn Goods

LAWN

MOWERS

The best makes, all sizes
The Matchless (Ball Bearings)
The Spider (Ball Bearings)

Pennsylvania,
Woodyatt
and Star



Garden Hose (all sizes)

IRON

LAWN VASES

all sizes and shapes, just the
articles needed to make the
lawns look well in the summer.

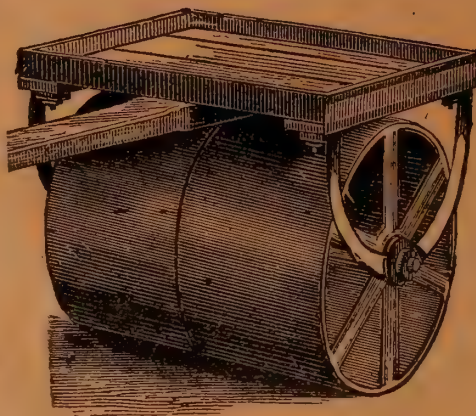


Hose Nozzles

GRASS

CATCHERS

Suitable for all sizes and makes
of mowers with canvas or
galvanized bottoms.



No. 2. Lawn Roller

24 inches wide. Made in two sections, 20 inch
diameter, weight 265 lbs.

LAWN SEATS

All kinds of Lawn Seats in
Iron or Wood, painted or var-
nished, suitable for public or
private lawns.

GARDEN

BARROWS

All Sizes,

with loose or fast sides and
Iron Wheels.

HAMMOCKS

Good serviceable sizes with
Pillow and Vallance, all colors.

WRITE FOR PRICES.

RICE LEWIS & SON

LIMITED

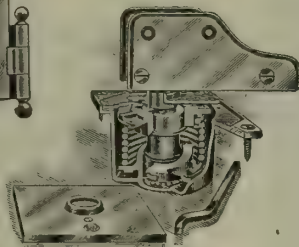
TORONTO.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING
FLOOR HINGE



Chicago Spring Butt Company

CHICAGO NEW YORK
CATALOGUE ON REQUEST

Carpenters' Tools

Builders' Hardware

**Stanley's, Union Hardware Co. and Sar-
jent's Iron and Wood Bottom Planes**

**Disston's, Atkins' and Shurly & Dietrich
High-Grade Hand, Rip and Panel Saws**

**Sarjent's Front, Store Door and Inside
Locks**

**Stanley's Butt Hinges — all kinds, all
finishes**

**Also headquarters for Wood Sash Pegs,
sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags**

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,

Wholesale Hardware

LIMITED

OTTAWA, ONT.

Other Tools are very
Good Tools, but
SCREW DRIVERS

“YANKEE TOOLS”

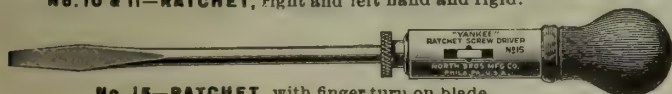
ARE
BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS
of the KIND.

DRILLS



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and lefthand and rigid.
No. 31—“ “ “ (heavy pattern)
No. 20—“ “ “ right hand only.



No. 12—RATCHET,
with stub blade

Chuck and 8 Drill Points
for spiral ratchet
screw driver.



Countersink,
for spiral ratchet
screw driver.



No. 60—POCKET
SCREW DRIVER.



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



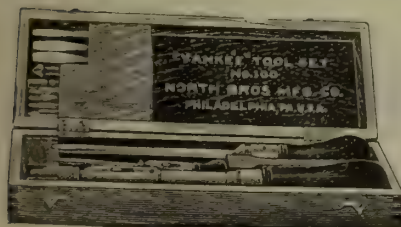
No. 43—AUTOMATIC DRILL, for light drills only.



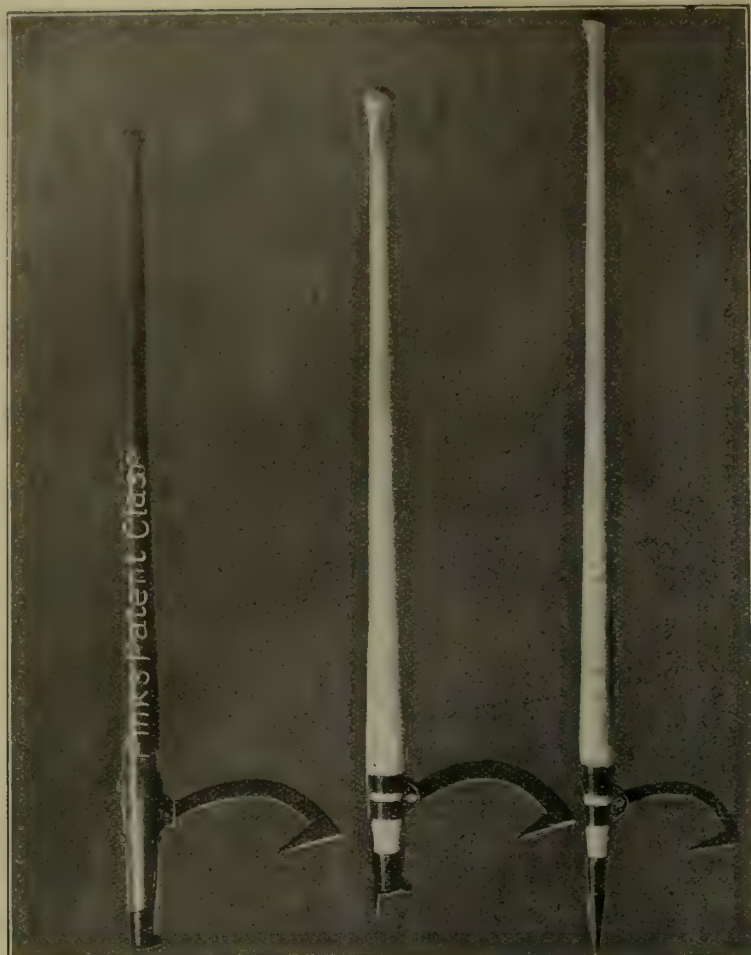
No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.



SOLD BY LEADING JOBBERS
SEND FOR OUR NEW “YANKEE” TOOL BOOK
NORTH BROS. MFG. CO.
PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO



SHIP TO-DAY

THAT is a pretty tough proposition to carry out sometimes, if we want the business (and we do), but it's the kind of shipping instructions that usually go with a telegram or mail order.

We make prompt shipment of all orders, whether sent by mail or given to our representatives, but when a customer wires or writes for his goods we know that he wants them in a hurry, otherwise he would wait until our representative called. When our mail order business reached fair proportions, some years ago, we found it necessary to organize a special

Mail Order Department

which has proved very successful.

When erecting our new warehouse we had in mind the quick filling and shipping of orders, and we made provision for it, so that we can now fill an order in about half the time that it took when in the overcrowded, poorly arranged warehouse on St. Sulpice street.

If the article you want is in our catalogue we recommend that you use numbers exclusively, but if it is not, then give us as good a description as possible, working on the principle that you cannot make it too plain.

Montreal is a good railroad centre, with rapid freight and express accommodation, so that long distance shipments invariably reach destination as soon as shipments made at the same time from a nearer point.

*Send your next mail order to us
and see how quickly we will fill it.*

LEWIS BROS., Limited

TORONTO
OTTAWA

MONTREAL
WINNIPEG

CALGARY
VANCOUVER

Consumers Cordage Co.,

LIMITED

Manufacture every variety of

CORDAGE

PACKING

BINDER TWINE

LATHYARN

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The Standard Wickless Blue Flame Oil and Gasoline Stoves



Absolutely the cleanest, safest and most easily operated Stoves on the market to-day.

Lights like gas—simply turn on the **oil and apply the match.**

Catalogue shows full line of these stoves. Mailed on application.

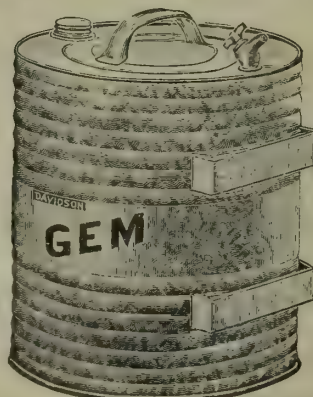
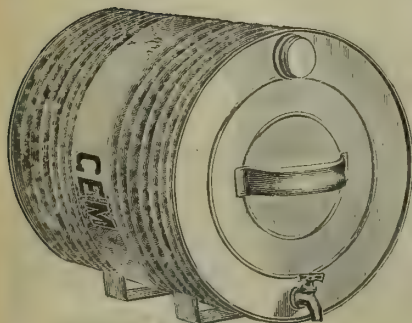
THE GEM OIL TANK

(IMPROVED STYLE)

HOLDS 5 GALLONS

The advantage of this Tank is that it can be carried upright in a waggon, and the tap being then on the top is not in the way. There is therefore no risk of the tap being accidentally opened or knocked off and the oil spilt.

Placed on its Side (as illustrated), on table or shelf at convenient height, it is always ready for use and makes the filling of lamps an easy task.



(Body galvanized after being made up.)

Fitted with Special Dripless Kerosene Tap.

The THOMAS DAVIDSON MFG. CO., Ltd.

MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

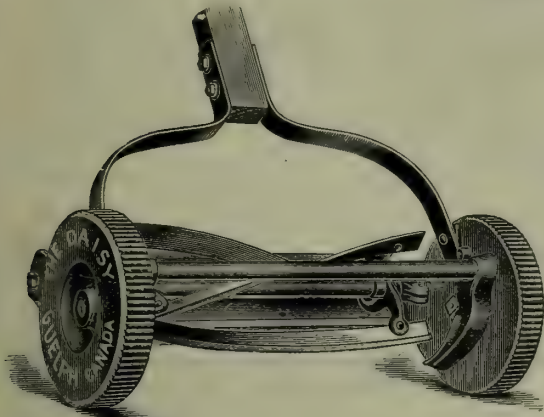
HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO

Only
Wholesale

Wholesale
Only

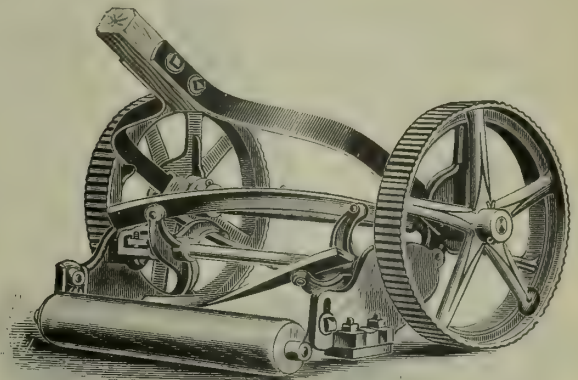
LAWN MOWERS



"Daisy" Lawn Mower

Length of Knives. 12, 14, 16 in.	No. of Knives. 3	Diameter of Wheels. 7 in.
-------------------------------------	---------------------	------------------------------

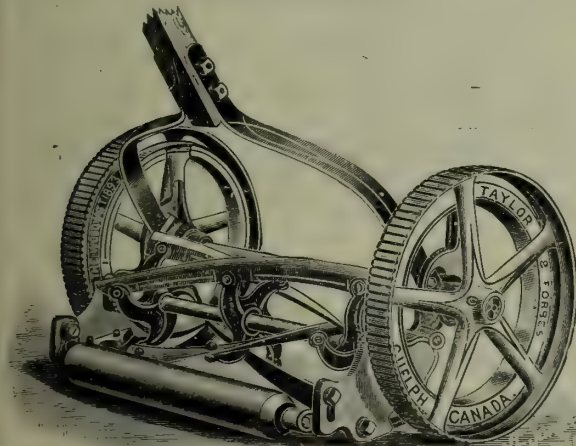
Adjustable half box bearing on cylinders, adjustable bottom knife and grass attachment.



"Star" Lawn Mower

Length of Knives. 12, 14, 16 in.	No. of Knives. 3	Diameter of Wheels. 9 in.
-------------------------------------	---------------------	------------------------------

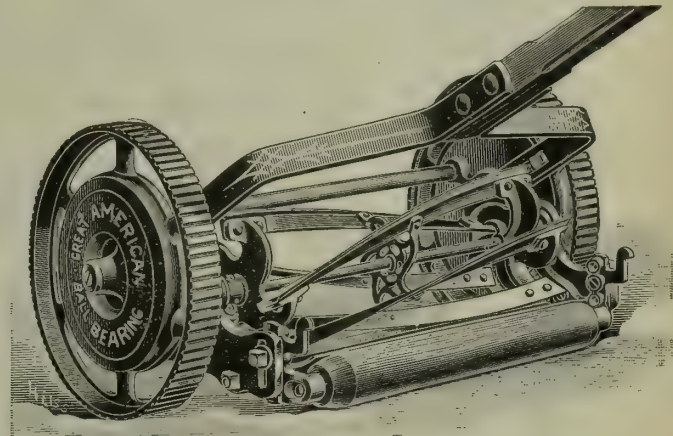
Cast steel knives, adjustable half box bearing on cylinder shaft, adjustable bottom knife.



Woodyatt Lawn Mower

Length of Knives. 12, 14, 16, 18, 20 in.	No. of Knives. 4	Diameter of Wheels. 10 1/2 in.
---	---------------------	-----------------------------------

Extra quality steel knives, encased gearing, bearings are extra long and adjustable, best quality material used throughout its construction, with grass catcher attachment.



The Great American Lawn Mower—Ball Bearings.

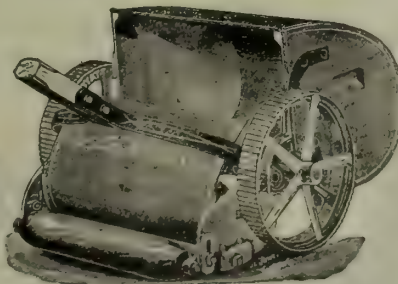
Length of Knives. 15, 17, 19, 21 in.	No. of Knives. 5	Diameter of Wheels. 10 in.
---	---------------------	-------------------------------

It is safe to say that this Lawn Mower is built with as great a degree of perfection in regard to the ball bearings as can be found in any bicycle manufactured, and the adjustment is unequalled. Has driving wheels 10 inches in diameter, steel balls of highest grade placed in dust-proof steel covered cup, and open cylinder, with five solid cast steel cutting knives. It is handsomely finished.

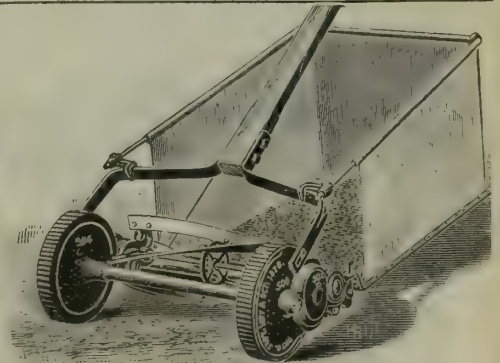
Grass Catchers



"Eureka" No. 1, Canvas (as cut)
Will fit any low wheel mower.
"Bieder" No. 13, Canvas
Will fit any high wheel mower.



"Woodyatt"
Inches, 12 14, 16, 18, 20.
Will fit only Woodyatt mowers.



"Braun"
Inches, 15, 17, 19, 21. Canvas sides, zinc bottom.
Suitable for the Great American Lawn Mower and all high wheel mowers

H. S. HOWLAND, SONS & CO., LIMITED

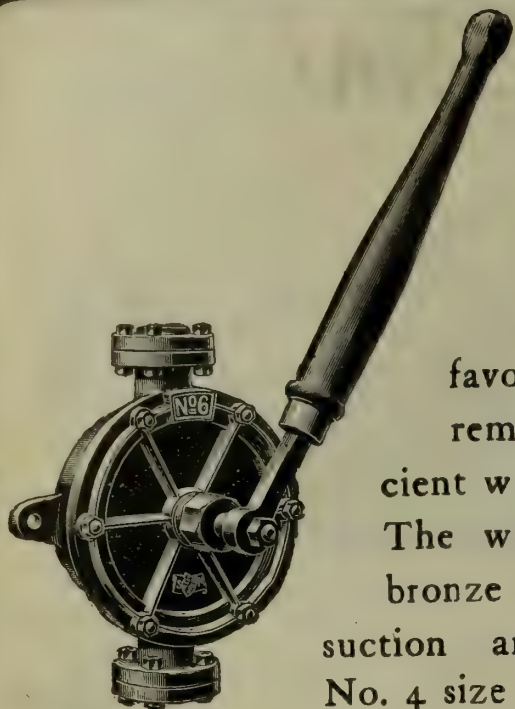
Opposite Union Station

GRAHAM NAILS ARE THE BEST
Factory: Dufferin Street, Toronto, Ont.

We Ship promptly

Our Prices are Right

CLOCK PUMPS



are distinguished for their durability and easy working qualities. They are frequently used as house force and lift pumps. The small sizes on account of their compactness find favor as yacht pumps. They may be readily removed when not in use. It is equally efficient when used in a horizontal or vertical position.

The working parts are brass, metallic fitted, with bronze valves. They are made in 5 sizes with suction and discharge $\frac{1}{2}$ to $1\frac{1}{4}$ in. diameter. No. 4 size with suction and discharge pipes $1\frac{1}{4}$ in. diameter and pumping 17 gal. per minute, is the most convenient size for household use.

Their price is low. Many of our customers handle them; all should do so.

No.	Size pipe	Capacity gal. per minute.
0	$\frac{1}{2}$	5
1	$\frac{3}{4}$	7
2	1	10
3	$1\frac{1}{4}$	12
4	$1\frac{1}{2}$	17

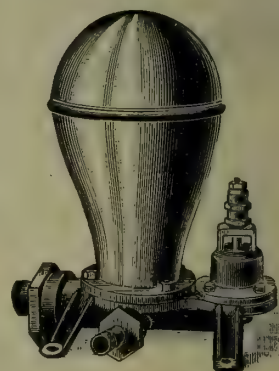
HYDRAULIC RAMS

in certain situations afford a cheap and efficient water supply. We have them in stock. The illustration shows the working. Our catalogue gives all the particulars you require to know for determining the proper size for any amount of work.



Can any of your customers use them?

Find out and see if you can't make some sales.



No.	Drive Pipe.	Discharge Pipe.
2	$\frac{3}{4}$ -in.	$\frac{1}{2}$ -in.
3	1-in.	$\frac{3}{4}$ -in.
4	$1\frac{1}{4}$ -in.	$\frac{1}{2}$ -in.

F. & W. Hardware Montreal



F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA

NO MORE DULL RAZORS

— THE BEST IS CHEAPEST. —

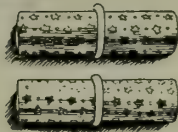
FOR A DULL RAZOR

— use —

KEEN EDGE



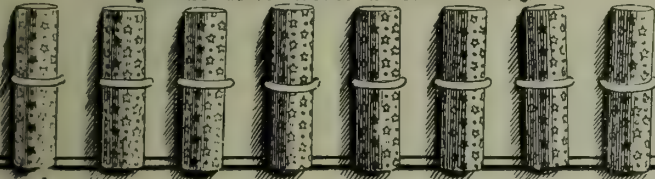
15c.



Will Sharpen the Dullest Razor or Pen-knife.

Warranted not to Injure the Strop or Blade.

— DIRECTIONS WITH EVERY CAKE. —



Keen Edge sharpens the dullest Razor in two minutes.

It takes the **pull** out and imparts a keen, smooth and lasting edge, **no** smarting or irritation after shaving, leaves the skin clean and cool, makes shaving a luxury, and keeps the Razor **always ready** for instant use. It saves honing, **never** hardens or spoils, keeps the strop soft and pliable, and is indispensable to any man who shaves.

You have heard of other razor preparations that have not given satisfaction. Have you **ever** heard of **Keen Edge** failing to sharpen any razor to perfection? There is no other razor preparation "just as good." **Keen Edge** sells best, pays the retailer the best, and is the best. **Keen Edge** is put up on handsome cards, and sells itself. Price, \$8.00 per gross.

Write to-day for sample lot. Do not delay, do it **now**.

*Largest Assortment Razor Strops in Canada at All Prices.
See Travellers' Samples.*

Gillette Safety Razors Now in Stock

Caverhill Searmont & Co

MONTREAL, WINNIPEG and OTTAWA

Canada Leads the World in the Manufacture of
HIGH-CLASS SAWS



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

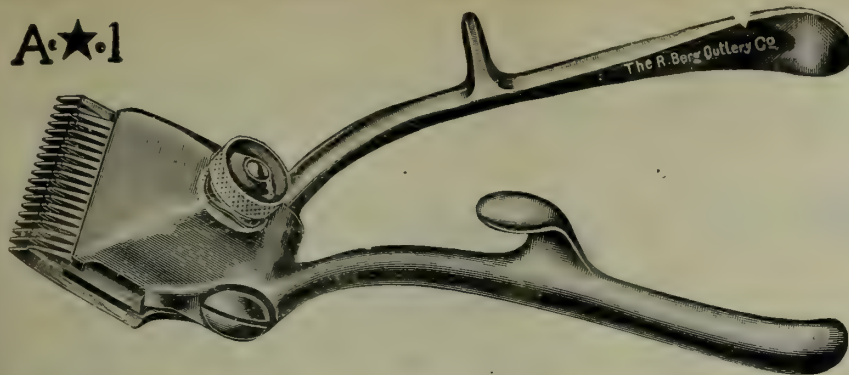
If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

GALT, Ontario

A★1

**"Clipper" Time Is At Hand**

Now is the time to stock the celebrated "Mars" Toilet Clippers, made by The R. Berg Cutlery Co.

Examine the Clippers; see the finish and judge the workmanship by the durability of the article. **Backed by a guarantee** is the strong talking point for selling these goods. Made in all sizes from 3/0 to -3. Can be supplied as desired.

Ask for these goods, they sell readily and are money-makers.

F. W. LAMPLOUGH & CO.,**9 DeBrosolés St., Montreal**

SIMPLE



STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns**ITS STRONG POINTS:**

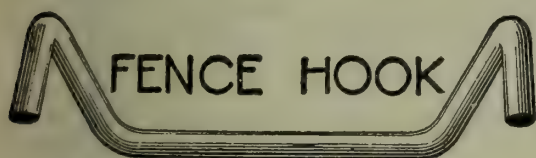
Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES

WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT.

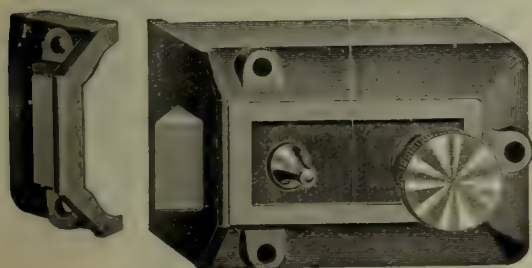
PRIEST'S CLIPPERS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Peterborough Lock Manufacturing Company, Limited**Peterborough, Ont.**

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



Cylinder Night Latch, No. 108.



DOLLARS FOR YOU

the warm sultry days trade lags, and the women of your town will be on a still hunt for **THE OXFORD GAS RANGE**, because it is easily the best by any test on the market.

There are dollars for you in that Range and they'll roll in just about the time you need them most. In



The Oxford Gas Range

"1907" Series. For Natural Gas

is a beauty. It embodies all the good points of The Oxford Gas Range, "B" Series, and also some unique ones which will ensure it a welcome where natural gas is used.

The Oven of this range is perfect. The bottom of the oven is cast iron with a heavy brick lining half an inch thick, patented. The brick lining means that even the fierce heat of natural gas cannot warp the bottom of this oven.

Send for full particulars about this range and if you decide that there isn't **DOLLARS FOR YOU** in The Oxford, we'll drop the matter.

Remember, you're the judge. Write to-day.

The Gurney Foundry Company, Limited

Toronto

Winnipeg

Vancouver

Hamilton

and

London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.

THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta



Dana Peerless Freezers

are sold for you.

We tell your customers all about them through our advertisements in the magazines. Women are sure to see and read the Dana Peerless advertisements—full columns along side three columns of reading matter. Take advantage of this advertising. Show people that you have the Dana Peerless in stock.

ASK YOUR JOBBER

THE DANA MFG. CO., Cincinnati.

10 Warren St., New York.



Takes a woman off her knees



Write for Dana Food Chopper Catalogue.



Have you ordered

REFRIGERATORS ?

If not, let us quote you prices

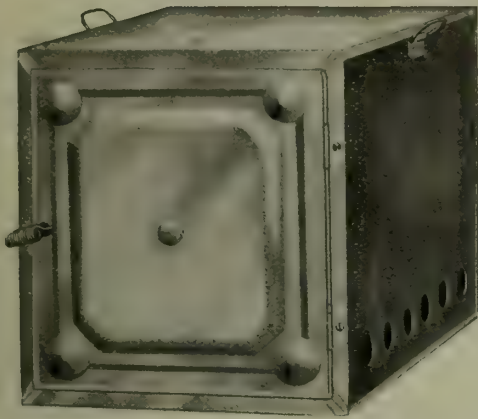
We make the best lines sold to-day

Ask for our 1907 Catalogue.

C. P. FABIEN, Montreal, Canada



COOKING UTENSILS



For use on

GAS STOVES

In Enamel Ware and Tin Ware

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.

NOTHING IS TOO SMALL

FOR OUR CAREFUL ATTENTION

We take just the same care and expedition over five-box orders as we do for carloads. We want to serve you with Horse Nails to your entire and increasing satisfaction, and we can do it.

*Prices, Samples, Catalogue and 1907 Calendar
free on request.*



THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch: WINNIPEG, MAN.



DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL

TORONTO

WHAT ABOUT your orders for ANNEALED HAY BALING WIRE?

Between seasons each year we have a considerable demand for Hay Baling Wire. The demand this spring has already started and we expect quite a rush during the month of May. By sending us your specifications at once we can make prompt shipments.

THE QUALITY OF OUR HAY BALING WIRE IS AI

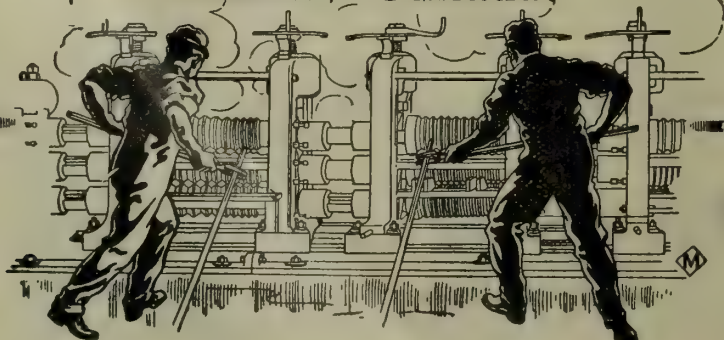
Working Iron in Common or Refined Bars

London Bars are made in the following sizes:

Flats,	7/16 inch to 4 inch x 3/16 inch to 1 1/4 inch
Round Edge Tire, 1 inch to 3 inch	Rounds, 3/16 inch to 2 1/4 inch
Squares, . . . 1/4 " to 2 1/4 "	Ovals, 1/2 " to 1 1/2 "
Half Ovals, . . 1/2 " to 2 1/2 "	Half Rounds, 1/2 " to 2 1/4 "

54

London Rolling Mills London, Canada



Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG MAN.

AND AT BRANDON, MAN.

Square your Accounts

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

WORK AND
PRICES
RIGHT
GALVANIZING
ONT
WIND
ENGINE & PUMP CO.
TORONTO, ONT. LIMITED

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.



ATKINS SILVER STEEL SAWS

are the most profitable Saws to sell. Because they satisfy your customer and bring him back to YOU. Good mechanics appreciate them and buy them. The best Dealers everywhere sell them. Write for details and catalogue.

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Branches—Toronto, Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle.

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB
65 SHANNON STREET
MONTREAL

Fairbanks Standard Scales

THE WORLD'S STANDARD
FOR ALMOST A CENTURY

Fairbanks Cement Testing Apparatus

The latest device for testing the
tensile strength of cement.



The Canadian Fairbanks Co., Limited

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AXE HANDLES

Shrewd dealers are aware that
there is a comfortable profit in
the famous brands of Axe Handles

**"Empire," "Imperial"
"Champion"**

Then they assure the satisfied
customer and build up the paying
trade. Can you supply the
demand?

J. H. Still Manufacturing Company,
ST. THOMAS, ONTARIO

Limited

Your Book-Keeper Can Do Twice As Much.



The end of every month with its accumulation of bills to be sent out, throws your book-keeper behind.

Then he's a week or ten days again catching up.

And in the rush, there's always a chance of making mistakes.

.

Our Monthly Account System, especially adapted to retailers, will stop this.

Our Monthly Account System makes out your bills during the month at the same time

that the entries are made in your books.

.

A request for information about how this is done, will not obligate you to buy.

Write us about it.

To-day.

BUSINESS SYSTEMS

LIMITED

84 SPADINA AVE.

TORONTO, CANADA

The

Buffalo Manufacturing Co.

Buffalo, N.Y.



Write for Catalogue

When you get our goods you know you get THE BEST.

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High Grade and
exceedingly present-
able.

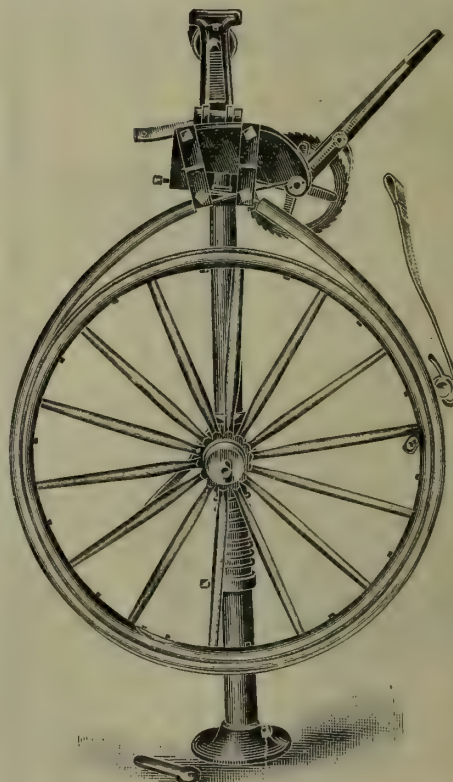
Represented by

H. F. McINTOSH & CO.

34 Yonge St.

TORONTO, - ONT.

RUBBER TIRE APPLYING Machines



Also
DRILLING
MACHINES,
FORGES,
FOOT VISES,
TIRE
BENDERS
and
UPSETTERS,
TUYERE
IRONS,
WAGON
SKEINS,
WHEEL-
BARROWS

Mfg. by

The London Foundry Co.

London,

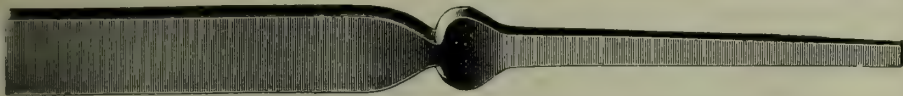
Canada

FACTS

About the "C" Brand Horse Nails

That You Should Know

They are made from Swedish Charcoal Steel Nail Rods, of a special quality for our purpose. **No better material for Horse Shoe Nails is known, or used in the world.** The "C" brand Horse Nails are "Hot-forged" separately from the end of the nail rod,



with the use of a special coal of the purest and best obtainable quality. They are much superior in the strength of neck and head as compared with any horse nails made by the method known as the "Cold process," by which the heads are "upset" cold; no heat being used whatever. This crystalizes the material in the neck, and makes them become more brittle and unreliable at that vital point. **The "C" standard "Oval" and "Countersunk"**



patterns are the result of over forty years experience in dealing with the require-

ments of the Canadian Horseshoer. They are of the best designs and proportions



for the several sizes and the service required of them. No sacrifice of strength has been made by us to secure an increased count of nails per pound. The graduated taper and smooth finish of the blade, combined with the fine hardened bevel points of the "C" nails, enables them to be driven easily into the hardest hoofs without bending. They are tough and flexible in twisting or clinching. They never split in driving, or break off under the heads, and will hold the shoes on firmly under the most severe strain, until required to be removed. **Every "C" nail is examined and warranted perfect, and ready for immediate use.** They are the most economical to buy or use. Our name and registered trade mark "C" is on each box of our manufacture. Your purchase money will be refunded if they are not perfectly satisfactory and as represented by us.

No Better Horse Nails Are Made in the World.

CANADA HORSE NAIL COMPANY

MONTREAL

Established
1865



High Grade Printing

from the conception of the idea to the finished job—we are now ready to produce in our **NEW PRINTING DEPARTMENT**

With everything new—

NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—

NEW PRESSES—the latest products of the press makers—

NEW TYPE—the best faces selected from the stocks of leading foundries and a

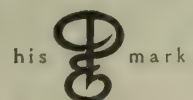
NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish layouts, dummies, schemes and designs for anything from a letterhead to a catalog—

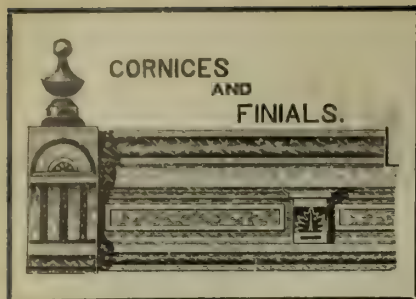
If you want
"printing that's
different"
let us hear from you

**MACLEAN
PUBLISHING
CO LTD**

John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG

PRINTING DEPT
Charles Edward Peabody
Manager





Our Cornice Department

can assist you to handle all kinds of jobs in architectural sheet metal.

Our stock patterns are handsome and correct in style. We manufacture in such large quantities that we can save money for the dealer who buys from us.

WE MAKE A SPECIALTY

of sheet metal work to architects' detail. Ask us to quote on all your special jobs. We can help you to land the business, for our workmanship is unexcelled and prices attractive. Did you ever try us?

"WE WORK WITH THE TRADE."

THE METAL SHINGLE and SIDING CO.,
PRESTON, ONT., and MONTREAL, QUE. LIMITED

ST. JOHN, N.B.
Emerson & Fisher, Ltd.

QUEBEC
J. A. Bernard.

WINNIPEG
Clare & Brockest.
VANCOUVER, McLennan, McFeely & Co., Ltd.

CALGARY
Ellis & Grogan.

MITCHELL'S SELF-TESTING SAFETY CODE

REVISED EDITION

A New and Scientific System for the Transmission of Messages by Telegraph or Cable, so arranged that one word may convey several meanings, such as Article, Quality, Price, Quantity, Terms, etc.

By other codes three and four words are required to express what this system will convey in one word, thus costing three and four times as much as the same message if sent by this system.

EXAMPLES

Code Words

LUDELPHEL MEBDIKOLAF WOCUMZEXGI - Ship by Cunard Steamer from your port 28th June, 150 pieces Bevelled Plate Glass, 1½" bevel, 18½ x 24".

WULYBSABNI - Sheets 27g, 24 x 10½", 10,000 packages.

WUPUHBABHE - Wire Nails 5d. Buy 500 kegs.

WIWULKAFDE - Rosin, "I" quality quote cost and freight shipment 1st half of next month, 200 barrels.

XASYSJABBA - Delivery Waggon Platform Springs 2 to 3,000 lbs., increase our order to ten.

Try these with your codes. An 8-page prospectus with full particulars sent free on request.

The Mitchell Self-Testing Safety Code Co.

8 COLBORNE ST.

TORONTO, CANADA

Persons addressing advertisers kindly mention this paper.

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.

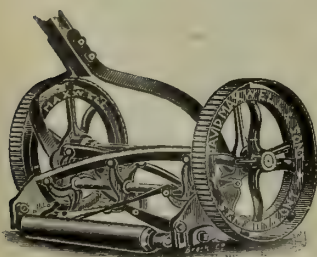


H. & C. No. 100.

A TRINITY OF TRADE BUILDERS

Maxwell Lawn Mower

Two Household Favorites



The name means clean-cutting, durability and finish.



Stock them. They come near selling themselves.

David Maxwell & Sons, St. Mary's, Ont.



PURITAN

REACTING
WASHING
MACHINE.

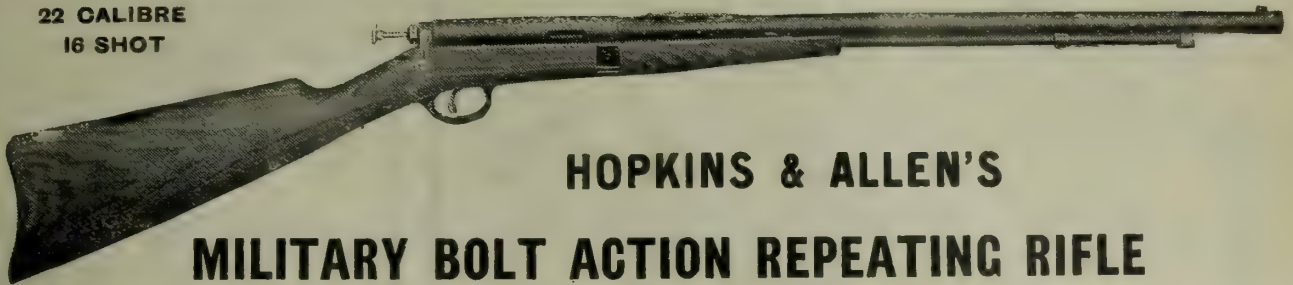
ROLLER
BEARING

RUNS
EASY.

For Sale. Have you anything for sale which any Hardware Merchant, Plumber, Stove and Tinware dealer would be interested in? Advertise in our "want ad." column. It will bring results. **Hardware and Metal, Montreal, Toronto, Winnipeg.**

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

**\$8²⁵
LIST**

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.



Shows Bolt Drawn Back—Position for Ejecting
Shells.

ANCHOR CLOTHES LINE HOLDER



Either for outdoor, or inside house. Don't have to leave your lines out to the weather. Can put them up in a few seconds; no knots, no trouble, galvanized steel, no rust. The only article of its kind that has all the requirements—cheap, durable. Every house in Canada should have them.

Cleanliness is Next to Godliness

Wash your clothes, put out your line and use the Anchor Clothes Line Holder.

Ontario Metal Novelty Mfg. Co.,

111 King Street East, :: :: TORONTO

PAROID ROOFING

The roofing sold on a money-back guarantee



If you are not already selling Paroid Roofing, send for our special proposition. Paroid is the easiest selling ready roofing made. Every roll is sold on a money-back guarantee, and Paroid is the only ready roofing furnished with rust-proof caps.

The best roofing season soon opens and if you are interested, you should write at once. Our advertising plan, which is free to you, will bring customers to your store for other things as well as Paroid. Drop us a postal to-day.

F. W. BIRD & SON, Makers

Established in U.S.A., 1817

Factory at Hamilton, Ont.

Offices at Winnipeg, Man., and Hamilton, Ont.

HIGH-GRADE BATHROOM FIXTURES



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto

BUSINESS FOR SALE

You will find on our want ad. page particulars regarding hardware businesses for sale. If none of these suit you insert a want ad. giving in detail just what you want.

There must be someone in Canada who has for sale just what you want to buy.

We can find that man for you.

Try a want ad. Write or phone our nearest office.

HARDWARE AND METAL

Montreal, Toronto, Winnipeg.



PAGE ACME White Fences

Any height to 8 ft. Any length you say. From 16 cents a foot. Gates to match, from \$2.25. Last longer. Easy to put up. Get booklet.

PAGE WIRE FENCE CO., Limited

Walkerville - Toronto - Montreal
St. John - Winnipeg 212

\$2 FOR THIS SMALL SUM THE **\$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

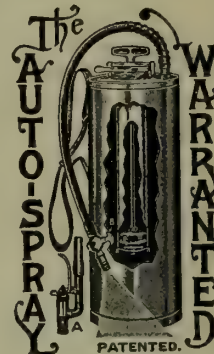
reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with \$2 for a year's subscription to

Canadian Contract Record

Toronto, Montreal, Winnipeg, and
Vancouver

\$2 **\$2**



Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT ONT.

Sole Agents for the Dominion

FOR SALE

Have you anything for sale which any Hardware Merchant, Plumber, Stove and Tinware dealer would be interested in?

Advertise it in our "want ad." column. It will bring results.

Rates—

2c. per word 1st insertion

1c. " " subsequent insertions

HARDWARE and METAL

MONTREAL TORONTO WINNIPEG

Let us Help You Increase Your Business

Why not **go after**
and get the fire brick
trade in your locality?

Our expert informa-
tion is at your com-
mand and will enable
you to make this a pay-
ing line.

Make this one of
your resolutions and
KEEP IT.

Francis Hyde & Co.

**Contractors
and
Foundry Supplies**
31 WELLINGTON ST.
MONTREAL

**List your "Wants" with us and see how
quickly we'll satisfy them.**



QUALITY, FINISH, DESPATCH

MANUFACTURERS

**Cutlery, Electro Plate and Solid
Nickel Silver Flatware**

The McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, CAN.

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.



CANADA PAPER CO.

LIMITED

Toronto

Montreal

Windsor Mills, Que.



Don't Stop

Tackle Block Saves the labor of two or three
men. 600 to 5,000 pounds capacity.

to ask your neighbor, lift
the load yourself with
The Burr Self-Locking

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio



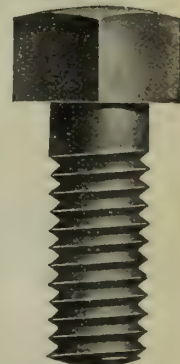
**Cap Screws, Set Screws,
Machine Screws, Cold Pressed
Nuts, Studs, Coupling Bolts,
Special Milled Work, etc.**

CANADA FOUNDRY COMPANY

LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

Distriot Offices: Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Roseland



OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS " SUPERIOR "

FARLEY WORKS, SHEFFIELD, ENG.

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. **ALL MONEYMAKERS.**

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL

TELEPHONE M 557

An Imperishable Window Glass—

has not been manufactured. Our various brands are just as near indestructible as human ingenuity can make window glass. Since the demand for high-grade glass goes on increasing shouldn't you be reaping your share of the profits? Secure our catalogue. It not only shows

WINDOW GLASS

plain and in all the variations of the glass manufacturer's art, but it also contains suggestions for **Fan Lights, Door Lights, Hall Windows, Side Lights, Etc., Made in Copper or German Silver Bars.**

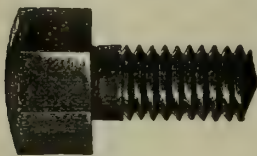
This catalogue is a source of money to every dealer who owns it. We have one for you. Can you afford to be without it when your name and address on a post-card will bring it to you?

The Hobbs Manufacturing Co., Limited

LONDON

TORONTO

WINNIPEG



The John Morrow Screw, Limited

MANUFACTURERS OF
Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



COVERT MFG. CO.

Troy, N.Y.

Steel Carriage and Wagon Jacks

Harness Snaps, Chain, Rope and Web Goods, etc.

SOLD BY ALL LEADING JOBBERS.

CELEBRATED

HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinner's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

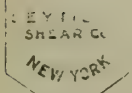
NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

SEYMOUR SHEARS

have been the Standard for, over half a century

"QUALITY UNQUESTIONED"

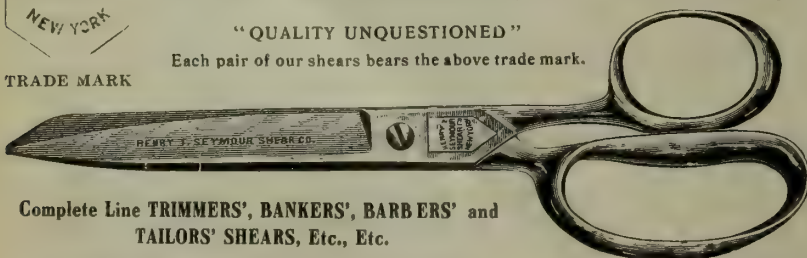
Each pair of our shears bears the above trade mark.



TRADE MARK



TRADE MARK



Complete Line TRIMMERS', BANKERS', BARBERS' and
TAILORS' SHEARS, Etc., Etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO. OF ONTARIO, Limited.

Water Proof Floors for
Malt Houses, Breweries,
Slaughter Houses,
Cheese Factories, Cellars,
Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for
Septic Tanks.

GALVANIZING AND TINNING THE CANADA METAL CO. TORONTO, ONTARIO

"The Tool Holder People"

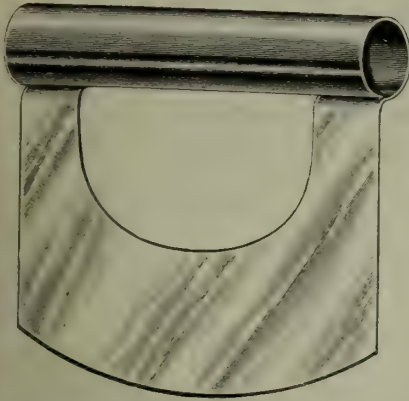
ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer
Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

Persons addressing advertisers will
kindly mention having seen this advertisement in Hardware and Metal.

Good Sellers



It's always safe to stock

The Forsyth Line

of Household Specialties.

That Mincing Knife sells well because it is a good one. It cannot rust—unless absolutely neg-

lected—because it is nickel-plated on copper—buffed bright.

The blade of this Cleaver is made from hard, cold-rolled steel.

Handle—a special design and hardwood—wax finish. A good seller, because AI in quality and easy priced.



Forsyth Manufacturing Co.

Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



THE ORIGINAL

“Chippendale” Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



MODEL REFRIGERATORS



The Model is a moderate priced refrigerator, but compares favorably with the more expensive lines, and is much better value for the money than many of the so-called high-grade refrigerators.

It is made of hard wood, finished in golden oak; has heavy solid bronze locks and hinges and is lined with zinc, while the insulation is superior to many of the higher-priced refrigerators.

Made of Hard Wood. Perfectly Constructed. Saves Ice.

We are also Canadian Agents for the celebrated “Leonard Cleanable” refrigerators. We can supply these promptly in all styles and sizes.

Our “Iceberg” is a cheaper line than either the “Model” or “Leonard” but is splendid value for the money.

Special Catalogues on all lines sent on request.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

“EVERYTHING FOR THE TINSHOP”

ESTABLISHED 1795

JOHN SHAW & SONS WOLVERHAMPTON, Limited

WOLVERHAMPTON



CHAIN

**Proof, B.B., B.B.B., Cable,
Stud Link, etc.**

This Chain is manufactured from A
SPECIAL GRADE OF SOFT STEEL by a re-
liable maker, and not bought in the
open market.

**JAMES BARBER, Era Works,
Sheffield**

HIGHEST GRADES OF

**TABLE and POCKET CUTLERY
RAZORS, CARVERS, Etc.**

J. H. ROPER

CANADIAN REPRESENTATIVE

82 St. Francois Xavier St., - MONTREAL



There's MONEY in the "Dillon"
Fence for 90 per cent. of the hard-
ware dealers in Canada. Are you
getting your share?

"DILLON" HINGE-STAY FIELD FENCE

is different and better. It stays put.
Then Dillon prices assure custom and
a comfortable profit besides. Have
you all the particulars? It will pay
you to send us your name and address.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by **Messrs. Caverhill, Learmont & Co., Montreal**
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

TWO STYLES

**LIP FILLER
and
LOOSE LID**



FIVE SIZES

**1, 2, 3, 5
and
10 GALLONS**

A CONTAINER

for Paints, Varnishes, Oils, Stains, etc., must be tight and of the best construction to fully meet
the requirement of a shipping package.

CANE'S NEWMARKET PAILS

are made only of thoroughly seasoned kiln dried timber by skilled workmen and in addition
to this are coated with an impervious preparation, the result of years of experimenting -- thus
making them safer, cheaper and better than tin pails, which are liable to puncture and leakage.

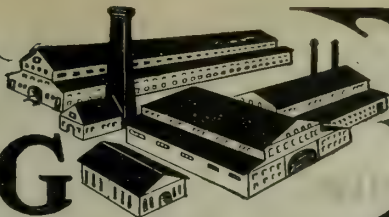
UNITED FACTORIES, LIMITED

Head Office, - TORONTO

Factories: Toronto, London and Newmarket.

Branches: London, Montreal and Winnipeg.

CONGO ROOFING

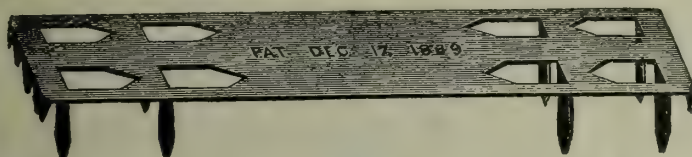


Doesn't harden in the sun, or crack in the cold.
Doesn't shrink at the seams. Always waterproof—always tight.
Light in weight; low in price; no imperfect rolls. Absolute satisfaction always.
Congo Roofing makes a fire-resisting, durable roof. Any one can lay it.
A Sample is the best proof. Write today and we will send it to you free.

Buchanan-Foster Co., Philadelphia, Pa.
S. Hayward Company, St. John, N.B.
Starke Hardware Co. Montreal.

Geo. E. Smith & Co., Halifax.
Mechanics Supply Co., Quebec.
H. S. Howland, Sons & Co., Ltd. Toronto.

WARMINTON'S CLUTCH NAILS



The best labor-saving device for the Shipping Room. By their use you can make old cases stronger than new. Order a sample lot.

J. N. WARMINTON

43 Scott St., Toronto.

207 St. James St., Montreal.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS



The Finest Family
Polish on the market.

BLACK JACK

AT YOUR JOBBERS'

A TOOL THAT'S STAMPED
STANLEY
IS THE BEST OF ITS KIND

IMPROVED CARPENTER'S
TOOLS

Sold by all Hardware
Dealers

STANLEY RULE & LEVEL CO.

NEW BRITAIN, Conn., U.S.A.

TELEGRAPHIC ADDRESSES
"COLOURS," MATLOCK BATH
"STEADY," MANCHESTER

THE VIA GELLIA COLOUR COMPANY

MATLOCK BATH, (Derbyshire)

Manufactories
High Tor Works, Matlock Bath
Via Gellia Works, Cromford
Barytes Works, Bonsall
Cronebane Ochre Works and Mines,
(Wicklow, Ireland)

Raisers and Levigators of
Mineral Colours
Natural Yellow Ochres,
Turkey Reds, Venetian Reds, Red
Oxides, Purple Browns,
Turkey and English Umbers,
Superfine Ivory and Drop Blacks,
Natural Lump Rottenstone
(Brown and White).

REPRESENTATIVE

WM. O. GREENWAY

13 ST. JOHN ST., - MONTREAL

THE WAGGONER EXTENSION LADDER



is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired. Every painter, tinner, stacker and farmer needs one. Write for circulars and prices.

The Waggoner Ladder Co., Ltd.

LONDON, - - CANADA

E. H. Briggs Co., Ltd., Western Representative
Winnipeg, Man.



**This is the Mark that
Means Something**

It is the distinctive brand of genuine Armstrong Stocks and Die and Pipe Fitters' Tools. No "Armstrong pattern" or "just as good as Armstrong" have this stamp. Don't buy anything in this line that hasn't this brand as it is the mark of genuineness.

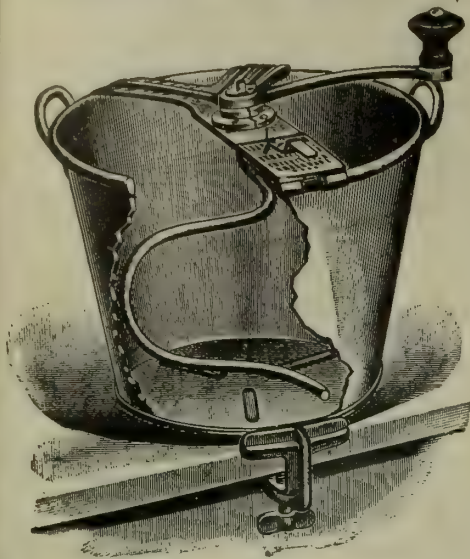
THE ARMSTRONG MANUFACTURING CO.,

292 Knowton Street, Bridgeport, Conn.

ONE CENT

Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.

"General Bread Maker"



"General" does the mixing and kneading of the dough in three minutes. The dough is not touched by the hands at all.

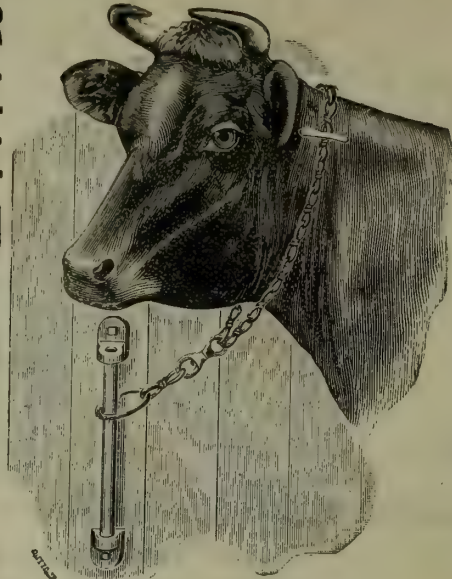
The No. 4 "General" has a capacity of from four to six loaves of bread.

The No. 8 "General" has a capacity of from six to ten.

Write for particulars and price list.

SHIRREFF MFG. CO., BROCKVILLE

**GREENING'S
R
E
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N
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N
G
'
S**



**PATENT
COW
TIES**

These cow ties have stood the test for years.

Undoubtedly the best and strongest on the market.

It will pay to handle only the best.

A complete line of all sizes ready for shipment.

*For Sale
By All Jobbers*

THE B. GREENING WIRE CO.,

LIMITED

Hamilton, Ont.

Montreal, Que.

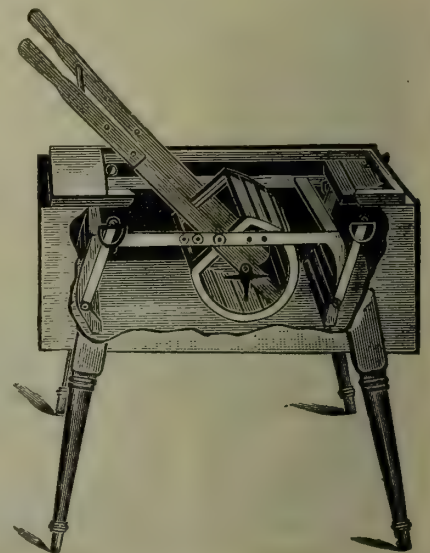
DON'T TURN DOWN READY MONEY!

There are more than a few Dealers doing that very thing every business day of their lives because they do not allow a few square feet of floor space for the Knoll Washer. To say that this machine is the greatest labor-saving device on the market is to announce a common-place, every-day fact. To declare that the

Knoll Double Action Washing Machine

has proven itself the most profitable single article ever stocked by Hardwaremen is to merely assert a truth which hundreds of Dealers in Canada proclaim right over their signatures. The Knoll cannot wear clothes because the Double Action Washer eliminates all rubbing. Place the Knoll on your Floor and let it talk for itself.

Do you know how to turn dollars out of that Washer into your coffers? Let us tell you how!



The Schultz Bros. Co., Brantford, Canada

What the "American Exporter" Can Do in Foreign Markets for Canadian Manufacturers

This publication—which on November 1st, 1907, will enter upon its fourth decade—will place you in communication with the principal import merchants, dealers and heavy buyers all over the world. The word "American" in its title includes Canada as well as the United States.

The **American Exporter** is published in two editions each month—English and Spanish.

The English Edition reaches the importers, dealers and large consumers of Great Britain, Australia, South Africa and other British Colonies; Germany, France, Austro-Hungary, Denmark, Holland, Norway and other European Countries; Japan, China, the Philippines and other countries of Asia.

The Spanish edition ("**Exportador Americano**") printed wholly in Spanish, goes to the importers, dealers, planters, etc., of Mexico, Central and South America, the West Indies, Spain, and all other countries in which Spanish is the language spoken.

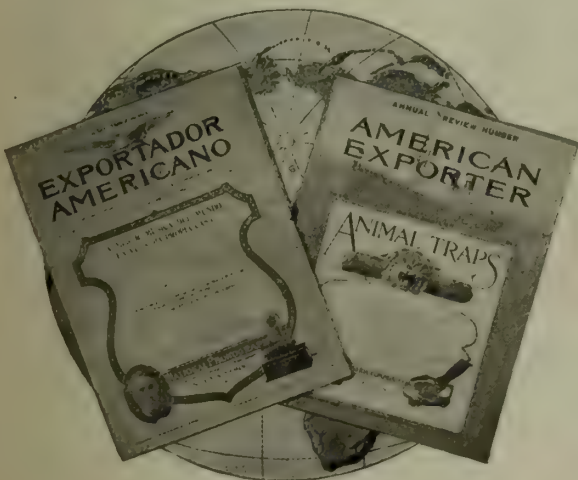
The reasonable rates charged cover publicity in both editions, also the use of our Foreign Trade Service, Translation Bureau and other co-operative features that are placed at the disposal of advertisers in the publication without extra charge.

The **American Exporter** is the only export journal which publishes its exact circulation. This it prints regularly each month on its editorial page. During the year ending March, 1907, no fewer than 211,500 complete copies were printed and circulated, an average of 17,625 copies a month.

Each copy of the **American Exporter** mailed goes to either a paid subscriber or a man who ought to be a subscriber and who is a buyer of goods.

Its advertisers include the most progressive manufacturers of the United States and Canada.

May we send you further information as to how we may be of specific service to YOU?

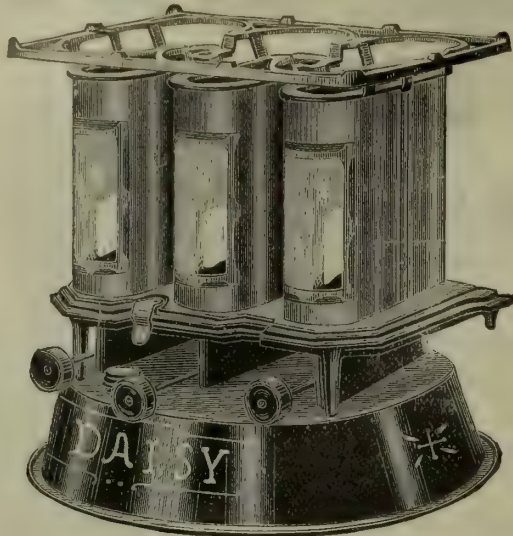


AMERICAN EXPORTER

135 William Street

NEW YORK

DAISY—Tin Bottoms

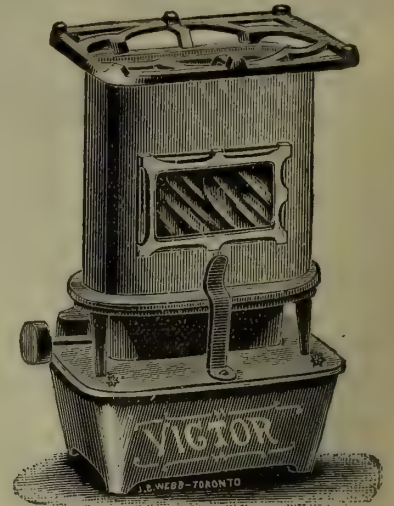


One Burner	-	-	No. 014
Two Burners	-	-	" 025
Three Burners	-	-	" 033

Something
Better —

OIL STOVES

VICTOR—Iron Bottoms



One Burner	-	-	No. 14
Two Burners	-	-	" 25
Three Burners	-	-	" 33

Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL



Useful for 500 Purposes.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B. Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clemens, Sedgewick; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—W. G. Scott, Mount Forest.
1st Vice-President—J. R. Hambly, Barrie.
2nd Vice-President—J. Walton Peart, St. Marys.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and H. Becker, Hamburg; G. A. Binns, Newmarket; D. Brocklebank, Arthur; A. W. Humphries, Parkhill; W. A. Mitchell, Kingston, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

Officers British Columbia Retail Hardware Association.

President—L. B. Lusby, New Westminster.
Vice-President—C. Snell, Vancouver.
Secretary-Treasurer—John Burns, Vancouver.
Executive Committee—W. Stearnman, Vancouver; H. T. Kirk, New Westminster; R. A. Ogilvie, Victoria.

ONTARIO EXECUTIVE MEETING

The Executive Committee of the Ontario Retail Hardware and Stove Dealers' Association met in the Queens Hotel Friday, May 3rd, Vice-President Hambly being in the chair, and Messrs. Brocklebank, Becker, Binns, Caslor, Humphries, Peart and Wrigley in attendance. Organizer Howell also attended the meeting.

Amendments to Constitution.

The executive first considered the matter of amending the constitution as suggested at the Good Friday convention and it was moved and carried that notice of motion be given that the annual meeting of the association shall take place at the call of the executive committee on some date between February 1 and March 15 of each year. It was decided that any person or firm joining the association and having two or more branch stores of the one business that the one membership fee would cover all the stores conducted by the concern under same name and management. Another motion carried was to the effect that the membership year would run from May 1 to April 30 of the following year, and that members joining after September 1 be allowed a reduction of \$1 and after January 1, a reduction of \$2 in the fee for the balance of that membership year.

Enamelware Seconds.

After discussion it was moved and carried that the Dominion Government be requested to protect the Canadian retailers and consumers by having all imported and Canadian-made enamelware seconds marked as such in indelible letters of a legible size. The secretary was instructed to write the Department of Trade and Commerce to the above effect, instancing the protection already given the public in the matter of binder twine and white lead marking.

Cartage Charges.

It was moved and carried that the secretary endeavor to arrange a meeting with the Railway Commission at its next meeting in Toronto and that the five officers of the association represent the organization at the said meeting. The deputation was instructed to emphasize strongly the position taken by the Retail Hardware Association in the matter of cartage charges and they were also instructed to request the Railway Commission to establish a regulation that all shippers be required to stamp all express and freight parcels with the weight of each parcel.

Jobbers Selling to Consumers.

The secretary was instructed to write a certain stove manufacturer, asking if

customers of legitimate retail dealers.

The secretary was instructed to write Jenkins & Hardy, secretaries of the Wholesale Hardware Association, in reference to a communication received from them regarding jobbers selling to consumers. It was decided that a protest be made against the continuance of the practice of representatives of jobbing houses selling special articles, tools and builders' hardware to private buyers connected with manufacturing establishments.

Organization.

Organizer Howell, who had enrolled about 25 members during the previous two or three weeks, gave an interesting report of the conditions met with in his travels. He stated that wherever members of the association were working together in district associations or locally as individuals trade conditions had improved materially, price cutting was being eliminated and more profit was being secured on staple articles which are usually slaughtered. Mr. Howell stated that two many retailers look at the matter of organization in a very narrow way, wanting to see their \$3 membership fee come back to them in cold cash a few minutes after they had joined the association. He stated that every member should look at the broad question of trade betterment and, while it was reasonable to expect that every member should ask, "What can I get out of joining the association?" he should give the officers time to produce results and should realize that these results are to be seen in many directions. In his opinion a fee of \$5 should be established in order to provide sufficient funds to carry on the work of organization on a satisfactory basis. Men conducting large stores in the larger towns and cities must be enrolled into the association, although in many cases they are too busy to do much work for the organization.

Mr. Howell's report was received with considerable enthusiasm and it was decided that he continue the work as organizer as long as his time would permit. It was decided that a committee of the officers of the executive should visit London at an early date and confer with the local association now existing at London. The secretary was instructed to endeavor to arrange for meetings to be held in New Ontario to organize two or three district associations, covering that part of the province. It was decided that the executive committee should appropriate \$25 to be spent in prizes to be given to the three members enrolling the largest number of new members during the coming year.

White Lead Making.

After a brief discussion, it was decided that the secretary write the White Lead Association, requesting that the marking of white lead packages be changed so that No. 1 lead will be marked second grade, or No. 2. At present unscrupulous dealers are palming off No. 1 as genuine or pure lead.



S. A. CLARK, SASKATOON, SASK.

One of Saskatchewan's Representatives on the Executive of the Western Canada Retail Hardware Association.

it was true that they were supplying stoves to a certain farmer who was peddling the stoves in a certain town in Lambton County in competition with the legitimate retail trade, and to ask if the stove company could give any reason why the secretary should not inform the members of the association of the facts given in the complaint.

The secretary was also instructed to write a certain metal roofing company, asking if it was true that they have quoted the regular retail price to a certain farmer living in York County, and ask if the roofing company could suggest any reason why a letter should not be sent to members of the association, advising them of the facts given in the complaint received by the secretary.

The secretary was instructed to write a certain glass manufacturing house along similar lines, a complaint being received against them selling to private

Cash System and Collections.

An interesting discussion took place regarding the establishment of the cash system in business. Different members of the executive explained their experience and Vice-President Hambly reported that he intended establishing the cash system in his business next year. It was also stated that members of the South Bruce District Association would almost certainly adopt the cash system shortly.

The secretary was instructed to write Attorney-General Foy, asking that the Ontario Government bring down a legislation amending the Division Court Act so as to make small accounts collectable by garnishment. This matter is also to be brought to the attention of the trade throughout the province, so that the members of the Legislature can be urged to bring their influence to bear upon the Attorney-General in securing the desired amendment.

A plan for the collection of overdue accounts was submitted by Mr. Peart and after a discussion the secretary was instructed to have a number of forms printed, and one hundred of these to be supplied the members of the association for \$1. Samples of the forms are being printed so that the members of the association can take advantage of this department of the association if they so desire.

GOOD REBATE ON NAILS.

A prominent member of the Ontario executive committee at the meeting last Friday told of how he had recently saved \$6.95, more than enough to pay his membership in the association for a couple of years.

"I got a shipment of wire nails which had been loaded at the mills and on which I knew no cartage had been paid at the point of shipment, and yet I was charged \$6.95 for cartage. Of course I immediately demanded a rebate for the amount of the cartage, and it was at once allowed me."

Rebates are becoming quite common and as the association grows in strength they will probably increase in number until the time arrives when each branch of the trade finds it profitable to recognize the rights of the other branches.

Reports of travelers going out of their way to "knock" the association and carry stories of price cutting indulged in by active members of the association, only tends to prove that the Ontario association is making good. As one member of the executive put it last Friday:

"A year ago the representatives of the manufacturing and jobbing houses were content to jolly us along and tolerate the existence of the association. Now, however, they realize that we mean business and they are trying to keep us from gaining strength. This opposition should encourage us, as it shows we are making progress. We don't want any favors, but we must have our rights."

SOME SOUND ADVICE.

J. E. McRobie, the energetic secretary of the Western Canada Retail Hardware Association, in a recent letter to the Ontario secretary, says:

"I note what you say regarding the progress of the association in Ontario,

and from experience in this western association, I think that the slower you go and the more sure your gradual strength increases it will be better for the association in the long run, as parties becoming members after careful consideration will stick closer to the association than if they had jumped into membership without any consideration at all."

COLLECTION OF DEBTS.

The action of the Ontario Executive Committee last week in deciding to undertake the establishment of a "collections department" again proves the usefulness of association work.

The plan adopted is a simple one. Two form letters are prepared ready to have the name, address and amount due filled in. The letters are supplied to members of the association and while they are dated Toronto and apparently are mailed from the secretary's office, they are in reality filled in and mailed by the merchant who desires to collect the account. Experience has shown that often where a merchant cannot secure the collection of accounts himself, slight pressure from an outside source will bring the debtor to time.

Any merchant can make the experiment at slight expense. The association goes to the expense of printing two form letters in quantities. Sixty of No. 1 and forty of No. 2 are to be supplied along with 100 association envelopes for only \$1. The merchant then sends out the letters (using a two-cent stamp in all cases) and if No. 1 letter does not bring results it is to be followed up with No. 2.

As yet no arrangements have been made for an attorney to follow up the accounts which the two form letters fail to bring to time, but if the collection department develops into the success it is expected to be, reliable solicitors will be arranged for in each county.

Association members who desire to give the plan a trial should forward their dollar for the supplies which are now being printed for the secretary.

The two letters will be printed on association letter-heads marked "Collection department," and read as follows:

Sir,—Your account with.....
..... of
is unsettled and has been placed with us for collection. Settlement must be made with the above creditor immediately.
Amount \$.....
Interest \$.....
Total \$.....

(Secretary's signature.)

Enclose this notice when paying.

N.B.—Our Collection Department has facilities for ascertaining names of parties who fail to adjust accounts after due request has been made, also for the protection of other merchants from risk of incurring similar debts.

* * *

Sir,—Your account with.....
..... of
as mentioned in our recent notice, is still unpaid. If you prefer to jeopardise your

credit, rather than settle this just debt, you may settle with our attorney after 10 days.

Amount \$.....
Interest \$.....
Total \$.....

(Secretary's signature.)

WEST VIEWED BY EASTERNER.

W. S. Fisher, of Emerson & Fisher, wholesale hardware merchants, St. John, N.B., called on Hardware and Metal on Tuesday on his return from a visit to Southern California. Mr. Fisher returned by way of British Columbia, where he looked over the field with a view of arranging for the development of the stove business of the Enterprise Foundry Co., of New Brunswick, of which his firm is the controlling interest. Mr. Fisher stated that already a good stove trade has been worked up west of the Great Lakes, and it is his intention to push for business in the territory between the mountains and the Pacific Coast.

He reports business, generally, in the west to be satisfactory, although complaints are heard regarding the lateness of the spring and the shortage of railway cars to handle the enormous amount of freight going into and coming out of the Canadian West. Some Alberta merchants, Mr. Fisher says, have not yet received all their shipments of Christmas goods, and while the western merchant is of an unusually optimistic nature large claims for damages will undoubtedly be made as a result of the delay in shipment. From Vancouver to Toronto Mr. Fisher did not see a blade of green grass, large quantities of snow being still in evidence in different parts of the intervening country.

Speaking of the possibilities of manufacturing in the Maritime Provinces, Mr. Fisher pointed out that it was generally supposed that the high freight rates resulting from the long haul will make it impossible for Maritime manufacturers to compete successfully with producers in the vicinity of the Great Lakes. The nearness to the iron market and low cost of raw material, however, fully makes up for the difference in freight rates in Mr. Fisher's opinion. He stated that his stove foundry was in as good a position to look after Western Canada business as the foundries in Ontario and Quebec.

Mr. Fisher is president of the Maritime Board of Trade and one of the most progressive and broad-minded merchants in the Maritime Provinces. He extended a cordial invitation to the representative of Hardware and Metal to again attend the Maritime Board of Trade convention which is to meet in St. John about the middle of August. "We have to thank your staff," Mr. Fisher added, "for the excellent reports of our previous conventions and for the generous support you have given any movement which has been proposed for the development of the provinces down by the sea."

Window and Interior Display

A PUBLICITY WINDOW.

S. S. Wetmore, of Halifax, N.S., has sent to Hardware and Metal a photograph illustrating his hardware store window and a detailed description of it. We call it a "publicity," rather than a "selling display" window, because the arrangement in the window is purely for the purpose of attraction and not so much a display of the stock handled in the store. While we do not altogether agree with this style of window dressing yet, if it is attractive, brings spectators and shows results, the window-dresser is compensated and justified in adopting such a method.

The display demonstrates marked ingenuity on the part of the artist—ingenuity which, if exercised in the arrangement of a selling display of priced goods would probably bring even better results. We give in full the window-dresser's description of the display:

"The background represents a realist-

resting on pontoons and near the front is a fancy sign, floating on cask buoys, advertising new designs in hammocks, etc. A short distance north is a Norwegian full-rigged barque, with painted ports, etc. Lying at anchor in centre of window are four metal buoys on which are suspended signs, advertising fishing tackle, etc. Near the clubhouse floats are two sloop yachts, one representing sloop Iris (a cup-winner), decorated with flags, etc. Near the north end of the display is a white steam yacht at anchor, advising all to place their orders for canoes now.

"The principal feature of the display is a miniature steamer, an exact representation of the excursion boat Chebucto, which is constantly traveling up and down in front of the clubhouses, making her turns around steam yacht and Norwegian barque. The motive power is an electric motor taken from the small locomotive used in my Christmas dis-

valuable information on the effectiveness of practical and realistic displays. As hardware commodities do not possess the flexibility or variety of color that some do, it is up to the window-dresser in a hardware store to make his materials as interesting as possible in their arrangement, to make up for any lack of attractiveness in themselves. It is essential that the person relegated to the window-dressing department should know his goods thoroughly. If he knows their good points, their uses and their practical construction, and can display them in a way to appeal to actual users, he will be invaluable as a window-dresser. Merchants will find it very satisfactory to give to such capable employees the full responsibility of this important factor in the business, for when the capable man feels the weight of responsibility it inspires him to strong endeavors instead of repressing them.



ic view taken from centre of the Halifax waterfront, showing road leading to bathhouses, ferry, etc., and view of cafe, nestled among the trees near the centre. In the extreme northeast corner is Robinson's Landing and boat floats. On the beach just north can be seen a tripod, from which is suspended an iron pot, used for lobster boiling, smoke from which forms advertisement in large mirror at end of display. South of the ferry house is seen rocks, etc., to beach, and floating stages for boats, also serpentine road to clubhouse of the Northwest Arm Rowing Club, and full complement of jetty floats, with every detail in lifebuoys, bulletin boards, seats, etc. A short distance south is situated the clubhouse of the Halifax Amateur Boating Club, with jetties, pontoons, etc., with detached committee parlor at northwest corner. South of this is seen the rocky beach, etc., off which is a floating band stand. Suspended above rocks is a water color sketch of a lake scene, advertising superiority of canvas covered canoes. Across the corner of the south end of the window-back is a miniature canoe

play. In this steamer every detail is attended to, including slat seats on upper deck, lifebuoys, fire pails, gateways, etc., and windows of mica, through which can be seen interior of cabins, tinted, lined, etc., as in the original. All clubhouses, etc., are decorated with flags and flagpoles, outlined with imitation electric lights. The water of the rear half of the window consists of sheet glass, beneath which is painted paper to represent reflections of trees, rocks, etc. The front half is of dyed cheesecloth, rumpled to imitate water in motion.

"There are many minor details not mentioned, but the accompanying photo will give a fair idea of the display. I might mention that (motor for steamer excepted), every part of this display is constructed of scraps and my own work throughout. The actual cash outlay is in the neighborhood of \$1.50."

REALISTIC WINDOW DISPLAYS.

The fourth of a series of articles in the Iron Age on hardware window display, contains some interesting and

The successful and effective advertiser will aim always to make his displays attractive by being realistic. For instance, several illustrations are given with Article One, showing the axe, saw, and sawhorse; with a pile of wood ready for use and a stick of wood on the horse, and another a cook-stove, with pipes connected, a fire in the stove, a kettle on containing boiling water, and everything giving the impression of something doing. Such a display as this could not help being attractive and effective in transforming window-gazers into buyers.

Now that the hot summer is approaching, a stock of refrigerators will be found a good source of profit and will add materially to the general business in the store. Another illustration shows a refrigerator stocked with dairy products and victuals, and outside of the refrigerator an array of ice tools. By this individual display of a refrigerator, its capacity, convenience, and good working qualities are plainly demonstrated. Ice can be put in the ice-box and a pan of milk, a plate of butter and a plate of old-fashioned sul-

phur matches will make a good combination to display in the provision chamber, showing that the air is so dry that it will not dampen the matches.

"It will never fail to add to the effect of any article if it can be shown in actual use. For instance, a plant stand if filled with plants and artistically placed in the corner of a window,

with a rug or a bit of furniture, will often induce sales. The observer's mind immediately forms a pleasing picture of some corner or window at home which would be enhanced by such a stand."

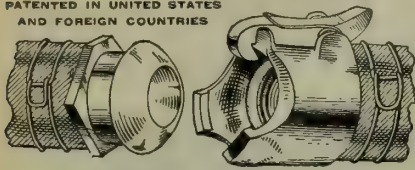
Therefore, in all displays the aim and purpose of the "dresser should be to make them as realistic as possible by showing, where practicable, the articles in actual use.

Novelties for the Hardwareman

SNAP HOSE COUPLINGS.

The Nelson & Morrison Manufacturing Co., Peoria, Ill., have issued a booklet describing their snap hose coupling. This coupling is not bought as a part of the hose but as an addition to the hose equipment. Many pieces of hose

PATENTED IN UNITED STATES
AND FOREIGN COUNTRIES

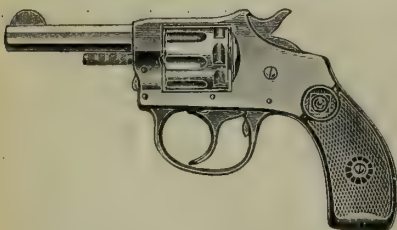


A New Hose Coupling.

may be worn out but the snap coupling may be attached or detached at any time. Its features are simplicity, durability, and usefulness. The accompanying cut illustrates the mechanism of the coupling.

A NEW REVOLVER.

A new rim-fire revolver, Model 1906, is being manufactured by the Harrington & Richardson Arms Co., of Worcester, Mass. The weight is ten ounces, and it is made with 2½, 4½ and 6 inch octagon barrels. It is a 7-repeater and is sold at the same price as their Young America. Further information may be secured by applying to the company. The accompanying cut illustrates it.



A RETAIL TRADE WINNER.

There has recently come to our desk from the Hopkins & Allen Arms Co. an art folder that will be very useful to the retail hardware trade in securing purchasers for Hopkins & Allen's new American military rifle. This folder is illustrated in a very attractive manner, and the paper, printing and contents of the booklet are far in advance of anything of this kind we have seen in some time.

The folder is bound in a very attractive art cover, lettered with embossed gold letters; and the inside of the booklet is so arranged as to open out into a broad, handsome sheet, giving room for a beautiful nine-inch illustration of the

new Hopkins & Allen American military rifle, which illustration shows the beautiful graining of the stock and the graceful lines and coloring of the barrel to excellent advantage. There are also large illustrations of the military sights used on this rifle, and of the manner in which the action is removed by a simple pressure of the finger on the release button.

As an introduction to the folder there is a handsome half-tone reproduction of President Roosevelt's latest picture, with matter describing the movement inaugurated by President Roosevelt to encourage rifle shooting among our young men, and other attractive cuts showing a soldier sharp-shooter and a boy handling the American military



rifle, shooting from standing and kneeling positions.

This booklet is so gotten up that it will attract the attention of every one who sees it, and make a great many purchasers among those who read the contents.

No progressive hardware dealer who understands the value of good advertising matter in creating a demand for goods should be without this booklet for distribution among his customers—especially among young men of the town, Public and High school students, college boys, etc.

Samples of the folder can be secured by application to the retailers' aid department of the Hopkins & Allen Arms Co., and a full supply of the books can be had free of cost, for distribution by the trade. The folder is bound and made up in a size that makes it suitable for mailing or for counter distribution. It can be carried nicely in the pocket and will create interest and buyers for the American military rifle wherever it is sent out.

AN AUTOMATIC STROPPER.

One of the latest things out is an automatic razor stropping machine, with

which anyone, whether he "knows how" or not, can strop any kind of a razor, safety or regular, and do it "right." Many more men would shave themselves if it were not for their inability to strop their razor successfully. They can handle the razor well enough, but it is something of a fine art to keep the



Ready for Stropping.

edge is as good condition as does the professional barber. It has remained for a machine to solve the problem, and any man can have a delightful shave in his own home by using the Automatic Stroppler and a Clauss razor.

The directions for using are as follows: First—Take the machine in your left hand, with the strop hanging on either side of your hand, and the razor in the right hand, keeping the razor closed. Then place the razor with the handle in the opening of the machine between the strop, putting the back of the razor blade in the small tube for that purpose. Second—Push the razor forward slowly, keeping the handle closed, until the handle strikes the end of the machine. Third—Raise the handle slightly, continuing to push the blade forward until the blade strikes the end of the machine, in this way freeing the handle from the blade; and then throw the handle back, ready for stropping. Fourth—Now that the razor has been opened as shown, and is in the case, it is ready for stropping. Hang your strop on a hook or nail in a convenient place, taking the ends of the two strops in the hands and moving them backward and forward alternately. This strops the razor.

The Clauss Shear Company, Fremont, Ohio and Toronto, are sole agents for this useful little invention, which bids fair to have very large sales.



Inserting the Razor.

LETTER BOX.

W. J. Hermeston, Walkerton, writes: "Would you kindly send us the name of the firm who handles the Peerless Refrigerators?"

Ans.—The Ham & Nott Co., Brantford.—Editor.

HARDWARE TRADE GOSSIP

Quebec.

Mrs. J. I. Garneau, Levis, is offering her stock for sale.

J. H. McKechnie, of Granby, Que., is in Montreal on business.

Joseph Bourque, St. Julien, Que., was in Montreal last week purchasing supplies.

F. O. Lewis, president of Lewis Bros., Montreal, returned from Europe on the 6th inst.

N. J. Holden, of the Pneumatic Tool Co., Montreal, has been absent some time on a health-restoring trip.

Eranste Berthiaume, of F. X. Bertrand, St. Hyacinthe, Que., was in Montreal during the week on business.

Leonard & Son, machinery agents, Montreal, have removed to 1790 St. James St., St. Henry, (Montreal).

James Tullo, representing Thornton & Co., Edinburgh, Scot., is visiting Canada on business. Mr. Tullo called at the Montreal office of Hardware and Metal.

Mr. Schoploger, of the Canadian Bronze Powder Co., Montreal, sailed on the 11th inst. for Germany, where he will remain about two months, on business.

O. Charland, of Nicolet, Que., passed through Montreal this week on his return from several United States points, where he has been visiting his friends and relations.

There has lately been on exhibition on Victoria Square, Montreal, one of the wrought iron gates ordered for the Government grounds, Ottawa. The gates are the work of the H. R. Ives Co., of Montreal.

J. J. Sophus, Montreal representative of Schuchardt & Scutte who has been in New York and other eastern points, states that they have received a full assortment of tools and light hardware accessories of all descriptions, and that they are fully equipped at their new quarters at 102 St. Antoine St., to show samples.

Ontario.

Fred Hatch, Whitby, was in Toronto this week.

Judd Stevens, Newmarket, has opened a hardware store.

Brenner & Co., scrap iron dealers, Toronto, suffered loss by fire.

C. M. Strange, sales manager of Lewis Bros. Co., Montreal, called at their Toronto branch this week.

J. D. Mills, of Rice Lewis & Son, Toronto, is now traveling for them in central and northern Ontario.

A portion of the stock of C. Klopfer's wholesale carriage hardware business in Toronto, was damaged by fire a few days ago.

The Star Iron Company, Montreal, for which the Maison Jean Paquette, Montreal, are selling agents, are opening up fine show and warerooms in Toronto at 138 Victoria St.

Jas. Johnston, manager of the retail department of Rice Lewis & Son's store in Toronto, has left and has been succeeded by J. D. Brown, formerly a traveler for the same firm.

W. R. Stavert, Canadian representative of Jenkins Bros., Boston, was a caller at the Toronto office of Hardware and Metal on Thursday. Mr. Stavert says the new plant at Montreal will be producing goods in about two months.

John Caslor, the popular treasurer of the Ontario Retail Hardware Association, has shown that he believes in using as well as selling paints. His store front at 628 Queen St. west, Toronto, looks more cheery and spring-like, in consequence.

The Electric-Gas Fixtures Co., manufacturers of electric and gas supplies, has been established at Galt. The promoters are: Hy. Dakin, president; E. B. Fewings, formerly with McDonald & Willson, Toronto, vice-president; R. G. Struthers, secretary-treasurer.

Amongst the hardware merchants in Toronto last week were: Geo. Colgate, St. Catharines; G. F. Legge, Jefferson; Wm. Peters, Elmvale; A. S. Lamb, Meadowvale; V. E. Hunt, Tweed; Mr. Ballantyne, of Ballantyne Bros., Kincardine; W. Hillhouse, Shelburne; Aaron Childs, Gravenhurst.

At the regular annual meeting of the board of directors of Rice Lewis & Son., Toronto, held on May 6, the following officers were elected for the coming year: W. C. Crowther, president; A. V. Barker, vice-president; R. C. Fisher, manager; David Faskin and Jas. M. Alexander, directors; A. E. Gilverson, secretary-treasurer.

C. A. Fleming, manager of the Canadian department of the Capewell Horse Nail Co.'s business at Toronto, left a few days ago on a western trip. He will be absent from Toronto about a month and will investigate trade conditions in Western Canada, and look into the possibility of extending the company's already large business in the district between Lake Superior and the Pacific Coast.

Western Canada.

Dean & Co., Elm Creek, Man., have advertised their business for sale.

J. H. Ashdown, of the Ashdown Hardware Co., Winnipeg, is building a \$12,000 residence.

Maritime Provinces.

A \$75,000 fire recently occurred in the enameling department of the Amherst Foundry Co., Amherst, N.S. The interior of the building was completely gutted and the splendid enameling plant, the largest in Eastern Canada, if not in the Dominion, together with much valuable manufactured stock and raw material, besides all the patterns of the stove and foundry department, were destroyed.

NEW HARDWARE STORE.

Ingram & Davey, the enterprising hardware merchants of St. Thomas, have purchased the centrally-located property on the corner of Talbot and Southcott Streets, in that city, and will immediately begin the erection of a large modern hardware building to cost \$30,000 and, when completed, they hope to have in every detail one of the finest retail hardware establishments in Ontario.

The exterior of the store will be very handsome and will include a large double plate glass store front on Talbot Street with extensive warehouses facing on Southcott Street. An up-to-date plumbing and heating department will be included, with capacity to handle work quickly and efficiently.

The interior of the new store will be very attractive and will be furnished throughout with the most modern equipment, such as cash registers, silent salesmen, and other appliances, both for displaying goods to advantage and for handling business expeditiously.

A feature of the new store will be the adoption of the departmental system, with a competent salesman in charge of each special line of goods. St. Thomas is to be congratulated on this new evidence of progressiveness shown by this wideawake firm.

WESTERN WHEAT CROPS.

The Northwest Grain Dealers' Association, Winnipeg, have issued the following statement in regard to the western wheat crop of 1906, and situation on April 1:

	Bush.
Cars inspected to date	42,230,000
In store at country points ..	19,250,000
In transit, not inspected	990,000
Shipped by C. N. R.	350,000
Marketed at Winnipeg	250,000

Total marketed to date	63,070,000
Allow for country mills	9,000,000
Allow for seed	9,000,000

Total crop	81,070,000
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Marketed at this date last year	63,847,000
Wheat in farmers' hands to market	8,560,000
Oats in farmers' hands to market	4,000,000
Barley in farmers' hands to market	450,000
Flax in farmers' hands to market	88,000

Estimated increase in wheat acreage for 1907, ten per cent. Wheat acreage 1906, 5,013,500 acres; estimated for 1907, 5,514,000: wheat land plowed for seeding, 68 per cent.

RUST ON NICKED OBJECTS.

A good recipe for the removal of rust from nicked objects is the following: Smear the rusted surface with grease, and after a few days rub with a rag soaked in ammonia. If some spots resist, pour carefully on a little dilute chlorhydric acid; wipe off immediately, wash with water, and when the surface is dried, apply rottenstone.

HARDWARE AND METAL

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JOHN BAYNE MACLEAN

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PLANS TO INCREASE SALES.

The attention of retail dealers, clerks and travelers is drawn to the article on the next page entitled "Prizes for Ideas."

Some weeks ago we offered a cash prize of \$10 for the best letter containing suggestions for increasing the sale of stoves and housefurnishings during the coming fall. The competition does not close until June 1st, but so far only a limited number have forwarded letters.

There is ample time yet for any reader to write a letter outlining his ideas, but the opportunity will soon slip by. We urge readers who are interested in making their sales department more efficient, and in making this paper more helpful to the trade, to co-operate with us by sending a communication containing their suggestions.

Ten dollars will pay for Hardware and Metal for five years. Surely it's worth while writing a letter to get five years' subscription free.

MORE WORK TO DO.

Some practical work was outlined at the meeting of the executive of the Ontario Retail Hardware Association last week. Every retailer in Ontario will gain and everyone can help the work which has been taken up.

Some months ago the Ontario association requested Attorney-General Foy to amend section 180 of the Division

Court Act by making accounts of \$5 and over collectable by garnishment. At present the law favors "dead beats" by making \$25 the limit.

The Attorney-General replied that lack of time would prevent the Ontario Cabinet from giving the matter attention in time for action at the recent session of the Legislature. Mr. Foy further said that the proposed amendment was a "radical change" and he doubted if it would be adopted.

Ontario hardwaremen led the way in educating Postmaster-General Lemieux as to the feeling of the retailers in the matter of c.o.d. parcels post legislation. Let them now bring their educative influence to bear on Attorney-General Foy.

Write Mr. Foy, Mr. Dealer, telling him of your experiences with "dead beats," telling how the present law hampered you in your efforts to make your collections.

And see your local M.L.A., and after outlining your position have him write Mr. Foy, or see him personally, urging that the proposed amendment be put into effect.

This legislation will mean much to the retailers who are forced to do a credit business. It will benefit all classes of merchants, so joint action can be taken to advantage, and, where possible, a resolution adopted or petition signed by all the dealers in the town.

If the suggested amendment is to be secured it must be worked for. Each one must do his part, and the best time to do it is now.

FAKE ADVERTISING.

Programme advertising is usually a fake under the guise of charity, church or some social interest. As it has become a recognized field of activity by some advertising canvassers who buy the "rights."

The only cure for it is for advertisers to positively decline that kind of publicity. Retailers would do well to make common cause against such piratical enterprise.

Some retailers are themselves occasionally guilty of holding up wholesalers on practically the same lines. They are managers of the local fair or other worthy undertakings and levy up on their wholesalers for subscriptions. What interest or profit can a wholesaler in Montreal, Toronto or Hamilton have in the annual fair in Bobcaygeon? Yet some retailers, who are not in business for their health, and know right well the wholesalers are not, have little or no hesitation in making their requests. Business would be improved if all this kind of faking were cut out.

SHREWDNESS OR OBSTINACY?

The Woodstock Express is doing what it can to consummate the proposition of some London capitalists to establish a canning factory in the former city. The company want a loan of \$15,000, and the ratepayers appear to be somewhat backward in displaying that enthusiasm for which The Express is trying to give them credit. It deprecates a timidity which can be so blind to its own interests as to turn down such a gilt-edged proposition. It points with pride to Woodstock's rapidly increasing industrial development, to the inestimable benefits which would inevitably accrue to the city from the acceptance of such an opportunity, and views with alarm the equally incalculable detriment to civic progress which would follow its rejection. But some of the ratepayers are evidently of Scotch persuasion, and like to be sure of their ground. The point is—Can they afford to be too canny?

SCHOOL FOR PLUMBERS.

About as far back as 1887, the Master Plumbers' Association of Montreal, opened a trade school for apprentices, and for two years supplied practical instructors from members of the association.

The Government then took charge of the school and appointed two teachers, one master plumber and one journeyman plumber.

The school has grown in favor, and the number of pupils increased yearly, till at the present time there are one hundred and thirty-three in the class, and a staff of three competent instructors.

The class meets above the St. Lawrence Market, Montreal, on Tuesday and Friday evenings. The school is absolutely free and is only for bona fide apprentices working for master plumbers in the city of Montreal. Instruction is given on lead bossing, lead pipe bending, wiping joints, soldering joints and seams with soldering iron, the proper use of tools, methods of fitting up water closets, baths, lavatories, sinks, etc., proper traps, soil, drain and sewer pipes, proper sizes of pipes for water and drain work, etc., drawings of work with explanations, and in fact every class of work a plumber is called upon to do. Theoretical lessons are shown on the blackboard, and questions are put to the pupils which they must answer verbally to the teacher.

All material to carry on the work is supplied free to the pupils by The Council of Arts and Manufactures.

The Master Plumbers' Association took great interest in the class last year and presented some very fine prizes to the successful pupils, and have notified the secretary of their intention to repeat the act this year.

The only complaint is that the school is not large enough, and this term many hopeful apprentices had to be refused admission for lack of room.

At the general exhibition of The Council of Arts and Manufacturers, to be held in the Monument National, Montreal, this June, the public will have the opportunity of viewing the work, not only of the Montreal class, but of the branches all over the Province of Quebec as well.

KEEP TRACK OF COSTS.

Because the total cash balance or the total net assets of a concern are greater at the end of one year than they were at the end of the year preceeding is no assurance that the business has been conducted in the best possible manner. In the plumbing business, for example, contract work is done again and again at a loss, and is carried successfully only because of the help of the jobbing work.

Those who have adopted some rational system of watching the outgo as well as the income have found how much of a particular sort of work they could handle, or at what figures it could be undertaken. An exchange tells how the steamfitting fraternity in a large American city failed to show satisfactory returns during the past two years—a time when they should, if ever, have been abundantly successful, and points out that no other proof is needed to show that business bookkeeping is conducted none too well.

Estimates for promised work seem ordinarily to be carefully made, but there is always some kind of a lapse with regard to the proper charging of time and material, and profits from a given contract are credited too highly, and the shortcomings are not discovered in time to affect later estimates.

When the negative condition of business is exhibited among a large number in the same community there is evidence that the savage competition existing is due to some one serious fault, and it does not seem that practically everybody for a long series of months should have a mania for contract getting, regardless of the profit on the work done.

LOOSE-LEAF ACCOUNTS IN COURT

John A. Green, secretary of the National Association of Retail Grocers of the United States, says that on account of the many devices being placed on the market for keeping a record of credit between the retailer and the consumer, many letters have reached his office regarding the validity of a loose-leaf system before the courts.

PRIZES FOR IDEAS.

The editor has been planning to announce a series of competitions in which prizes would be offered for the best letters on subjects of interest to the hardware trade. The idea is to encourage Canadian hardware merchants, travelers and clerks, to take advantage of the facilities offered by Hardware and Metal as a forum in which discussions can take place which will be educational to everyone in the trade.

It is really not necessary to offer prizes, but as mankind loves competitions of a friendly nature and it is necessary to have rules, judges and referees in every contest, it is felt that more interest will be taken if nominal prizes are held up to be striven for. The first subject on which we invite discussion, therefore, is the following:

What is the best plan a hardware merchant can adopt to increase the sale of stoves and kitchen furnishings in the fall and winter season? What methods of display and what system of advertising can be used to the best advantage? Should the dealer canvass his district for business? How can old stoves be disposed of to best advantage and what plan of selling on easy payments brings the best results?

For the best letter answering the above questions received before June 1st, 1907, a prize of \$10 will be awarded, and the best letters will be published in order to be of value to the trade in outlining their fall campaign for stove business.

If the number of replies received warrant it this will be followed by other discussions for which prizes will also be awarded. There is no reason why any merchant, traveler or clerk should fail to express their ideas on the question asked.

The following result of a thorough examination by the authorities of this question was made public in the Banking Law Journal for July, 1905, and which we reproduce herewith, confident that it will be interesting and useful to readers of Hardware and Metal. The report was as follows:

"A correspondent writes asking 'As to the admissibility in evidence of loose-leaf books' and for citation of any decisions which have been rendered by the courts on this point. We find no de-

cisions of any of the higher courts bearing upon the admissibility of loose-leaf books as a distinctive form, but believe they are admissible as evidence to the same extent and for the same purpose as bound books of accounts, while having certain decided advantages in respect of convenience.

"A notched stick, pieces of board sawed out of a corn crib, and boards upon which the measurements of lumber were kept, all have been held good books of original entry, and receivable as evidence.

"The manner of keeping the accounts, and their purpose, is the important consideration, rather than the form of the books themselves."

Mr. Green continues by saying that where accounts offered in evidence as books of original entries had been started in a small pass book and continued on sheets of paper attached together, and were objected to on the ground that the entries made upon the sheets were not made at the time of their respective dates, the dates not being in chronological order, and the ink having the appearance of being fresh, indicating that the entries were made simultaneously, it was held the account was admissible for whatever it was worth, going to the jury subject to criticism and cross examination.

Where account books have become shop-worn, the outside covers and some inside pages lost, the threads binding the leaves in some cases loosened, and leaves fastened together with a pin, held admissible, their condition being a matter going to their weight and credibility with the jury.

DEATH OF GEO. D. WOOD.

Death summoned Geo. D. Wood last week and the business men of Canada mourn the loss of one of the foremost among them. In Winnipeg and Western Canada, where he was best known, the name of George D. Wood was a synonym for honor and integrity, and any man might be proud to answer the last summons respected and mourned by his fellowmen as is George D. Wood today. A kindly man, a generous man, an able and public spirited citizen, his loss is deplored by all classes in the west and by none more deeply than by his business associates and business rivals.

Mr. Wood was only 48 years of age, but his illness has been lingering and his death was not unexpected. Mr. Wood was one of the pioneer merchants in the west and he had a wide acquaintance among the old timers.

Mr. Wood leaves a widow and six children, to whom Hardware and Metal, with a host of friends of the deceased, join in extending sincere sympathy.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 62.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL

LINSEED OIL—Advanced 3c. per gal.
 PIG IRON—Higher quotations on English brands.

TORONTO.

LINSEED OIL—Advance of 4 cents.
 PIG IRON—Advanced about \$1.
 ANTIMONY—Decline of half a cent.
 OLD MATERIAL—Several advances.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
 232 McGill Street,
 Montreal, May 10, 1907.

Contrary to all expectations, the predicted rush in hardware circles, due to the opening of navigation, has not materialized yet. In fact, business has fallen off considerably of late, and at the present time is rather quiet. Jobbers are at a loss to understand the reason, but do not imagine that conditions will remain in this state for any length of time. Otherwise conditions remain practically as last reported.

The demand for all lines of spring and housecleaning goods continues fairly strong, and among the best selling lines are screws, wire nails, picture hooks, paint, varnish, paint brushes, step ladders, wheelbarrows, garden hose, hose reels, carpet stretchers, carpet sweepers, lawn mowers, builders' hardware, fence wire, tools, enamelware, fishing tackle, etc.

Ammunition is waking up somewhat, and most lines of sporting goods are moving slightly better.

There is still quite a shortage in green wire cloth.

Binder twine is practically off the slate now, and with the exception of a few straggling orders, most of the business being done is that for which the orders have been in for some time.

A revision of kitchen enamelware prices has been made.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
 10 Front Street East,
 Toronto, May 10, 1907.

The hardware trade has undergone but slight change during the past week. There is a good demand for all classes of shelf hardware and orders from the west are coming in very fast for wire nails and all lines of builders' supplies. During the first part of the week the backward state of the weather tended to hold trade back in garden tools and sporting goods, but, with present indications of warmer weather, trade in these lines is beginning to boom.

Notwithstanding the unsettled state of the labor market in Toronto, the local trade in builders' supplies and mechanics' tools is very satisfactory. Out-

side of Toronto business in these lines is exceptionally brisk and in some cases it taxes the resources of the manufacturers to keep up with their orders. There is still a shortage in wire and its various by-products. There is no actual rise in Toronto prices, but the market is buoyant, suggesting a possible advance in some lines in the near future.

There is no change in the screw situation. Prices are firm and supplies are limited.

The supply houses are now in a better position to meet the demand for wire nails. The price remains firm at \$2.45 base. Heavy orders for fence wire continue to come from the west.

The discounts on poultry netting and green wire cloth remain at 50 and 5 off the list price. The factories are still behind in the manufacture of both these articles and the demand continues to increase.

The supply of bolts, nuts, rivets and burrs cannot keep abreast of the demand. Prices are firm and unchanged.

In anticipation of improved weather conditions, the demand for lawn mowers, grass shears, rakes, spades, shovels and wheelbarrows shows an increase over last week. Better growing weather will cause a rush in all these lines.

Orders are pouring in for sporting goods of all kinds. Hardware merchants in the smaller centres are beginning to recognize more than ever that it pays to keep an up-to-date stock of baseball, lacrosse and cricket supplies as well as a promiscuous assortment of fishing tackle. An attractive window display of fishing tackle and sporting supplies will not fail to interest local sporting men at this time of the year.

Trade in binder twine is slack at present. Warm rains and sunshine with its resultant rising crops must remind the farmer of harvest before the local hardwareman's supplies of binder twine will be depleted.

The demand for horseshoes and horse-shoe nails continues steady with no change in prices.

Carpet sweepers, wringers, washing machines and all kinds of housecleaning utensils continue to lead the market. There is a brisk rural demand for manure forks, plough lines, whiffletree hooks and similar spring necessities.

The enamel manufacturers of Canada have issued catalogues containing revised price lists on white enamelware. Although the list price is higher, a more liberal discount (a change from 50 to 75 off) is allowed to the trade and in reality the price remains the same. In a few articles, however, there is a change and in these the tendency is slightly upwards. The change was brought about as a result of new lists issued by American manufacturers.

Montreal Metal Markets

Office of HARDWARE AND METAL,
 232 McGill Street,
 Montreal, May 10, 1907

Lead is the feature of the metal market this week and has been keeping dealers guessing as to the cause of the fluctuations which took place. In the English market this metal took quite a soar, then the next day dropped lower than it had been before the advance.

In spite of this weakening, metal men here have not yet changed their prices, for the simple reason that they are at a loss to understand the situation.

With the above exception, nearly all metals are inclined to be higher.

In the Old Country, sheet metal is reported firmer, and Canada plates and tin plates show advances. These conditions, however, have made no changes in Montreal stock prices.

Goods are somewhat behind in arriving, owing to the late opening of navigation this season, but it is thought that even when the season is in full swing there will be no surplus stocks lying around.

The pig iron situation in England has caused advances in the Montreal prices. In the Old Country, prices are very high, with an upward tendency. This state of affairs is due to increasing demand and shortage of supplies, the consumption in the home market being very much greater than last year, besides the demands of Germany and other continental countries being very heavy at present. In fact, everything points to high figures. The congestion of freight is so great at the docks that the Middlesboro boats have great difficulty in getting in, and in some instances are delayed three or four days.

We now quote Montreal prices for pig iron, on the dock, as follows: Middlesboro, No. 3, \$20.50; No. 1, \$22.25. Summerlee, No. 2, \$23.50; Londonderry, \$24.50; Carron, \$25; Carron Special, \$23.50; No. 1 Cleveland, \$21.75; No. 3 Clarence, \$21.75.

For other prices, see current market quotations at back of book.

Toronto Metal Markets

Office of HARDWARE AND METAL,
 10 Front Street East,
 Toronto, May 10, 1907

Pig iron advances are the feature of the week, prices of all the cheaper English iron on the Toronto market being fully a dollar higher than a week ago, in response to the advance movement in England. At present English and Canadian irons are about the same price. Canadian furnaces, however, can handle during the remainder of the year only a limited amount of business not already booked. English iron is hard to get also, one Canadian house having no dif-

faculty in selling a lot of English machinery scrap at prices very close to the \$20 figure. Boat shipments during the summer months cannot be depended upon as there is more freight offering than the capacity of the vessels. In New York the strike of longshoremen is affecting trade considerably both in coming and outgoing freight being piled up and boats being hampered in their unloading and loading operations.

Across the line there is every indication of the present wave of prosperity continuing well on into 1908. Railroads are still buying for the present year's consumption. Agricultural implement manufacturers, who usually place their year's orders in April, looked for the usual concession in price, but were positively refused by the producers. Merchant iron, too, has advanced from one to two dollars per ton. As the Metal Market Report says: "In nearly all branches of the steel trade the mills are filled for practically the rest of this year. The large plate mills have turned down large orders entirely, although they might accept small tonnages for late in the year. Sheet and tin plate mills are sold farther ahead than they ever have been before, although their current output is the greatest on record. Pipe mills are scarcely able to promise any deliveries, and wire mills are badly congested. In shapes, business is looking up and there is no question as to continued strength clear through the erecting season, which means practically all year. The whole year's rail trade is practically taken care of. If the iron and steel market is shaping itself for a depression, and it is quite possible that it is, it is making its preparations in a most peculiar and interesting way."

Locally, business is decidedly active, with stocks of copper and lead very light. Lead has been fluctuating in price considerably in foreign markets but no change has been made by Toronto dealers. The scarcity of copper continues, as manufacturers who have used up stocks in hand have been forced to make fresh purchases. Prices keep firm in consequence. Zinc and spelter are in the same position as they have occupied for some time. Importations of sheet metals are reported to be coming along satisfactorily. Prices remain as before.

Antimony has weakened slightly, we noting a half-cent drop to 26½ cents for Cookson's.

Old materials are also subject to a few changes, scrap iron, brass and rubbers all being subject to higher offerings.

United States Metal Markets

From the Iron Age, May 9, 1907.

There has been a notable resumption of work on the part of the blast furnaces, a net gain of 10 stacks being recorded in the monthly blast furnace statistics collected by the Iron Age. The result is that on May 1st there were in operation 323 anthracite and coke furnaces, with a weekly capacity of 523,912 tons, which is the record thus far for this country, and compares with 497,456 tons on April 1st. The output for April, a short month, was 2,216,558 tons, or at the rate of 73,885 tons daily, as compared with 2,226,457 tons in March, or 71,821 tons daily.

Three large furnaces have gone in dur-

ing the first few days of May, which will add about 6,000 tons per week to the capacity.

It is a noteworthy fact, however, that the increase in output and in capacity is almost entirely due to the steel works furnaces. These made in April 1,446,788 tons, as compared with 1,424,827 tons in March, leaving 769,770 tons and 801,630 tons, respectively, for the merchant furnaces. This is an actual decline from 25,860 tons daily in March to 25,659 tons daily in April.

The foundry iron markets are firmer throughout the country. The makers generally have either withdrawn from the market, notably in the south and in the central west and the districts along the lakes, or are confining sales to practically the last quarter.

At tidewater points and to a considerable distance into the interior the advance in the price of foreign iron has had a sympathetic effect, the higher prices abroad being chiefly attributed to buying from Germany.

There has been some movement in basic iron in the east, sales during the week aggregating between 35,000 and 40,000 tons, of which eastern Pennsylvania took about 30,000 tons, the largest transactions involving 17,000 and 10,000 tons, respectively. The balance was taken by local and New England works. By far the greater part of these purchases were for the third quarter, the prevailing price being \$23.25, delivered. The steel makers claim that even these purchases are largely in anticipation of sales of their own products, the prices for which do not justify the prevailing prices for basic pig iron.

Reports of the purchases by the leading interests of steel billets from eastern steel makers have been greatly exaggerated. They probably did not exceed 10,000 tons, but still they are significant as reflecting the scarcity of steel in the central west.

Agricultural implement makers have been buying bars more liberally during the past week. The condition of the sheet and tin plate trades is indicated by the fact that the steel corporation has all of its sheet mills and 91 per cent. of its tin plate mills in operation.

From the Iron Trade Review, May 8, 1907.

Although no large orders for rails for 1908 delivery have yet been received, the companies are figuring on tonnages fully as large as those of this year, and others are expected to come in freely at a not far distant date. New business in sheets is not so heavy at present on account of the inability of consumers to estimate their requirements in advance of the time for which deliveries are now promised, which is about six months.

Owing to the continued advances in prices of raw material, particularly on account of the high quotations on pig iron, which are likely to advance still further, manufacturers of all kinds of engines have either advanced their prices or will do so at an early date. Similar advances in prices of machine tools and machinery are to be expected.

Coke prices continue low and the weak market is somewhat difficult to explain in view of the activity of blast furnaces and foundries. Scrap is weak in most centres and bar iron is selling at lower prices.

An increase in the producing capacity and in the total production featured the

operation of the blast furnaces of the United States during the month of April, as reported by the companies for that period. The gain of the total output was 4,826 tons, a comparatively small figure, but the large number of furnaces out of blast and the further consideration of April being a shorter month, make the record a good one. The grand total for April reached 2,191,535 tons, as compared with 2,186,709 tons in March. The total number of furnaces was increased during the month by one, by the blowing in of the new stack of the Bethlehem Steel Co. Furnaces in blast were 317 on April 30, compared with 304, March 31. Taken as a whole, the month of April showed a healthy condition of the pig iron industry of the country.

London, Eng., Metal Markets

From Metal Market Report, May 7, 1907.

PIG IRON—Cleveland warrants are quoted at 60s 6d, and Glasgow standards at 60s 3d, making prices as compared with last week on Cleveland warrants 1s 9d higher and on Glasgow standards 1s 9d higher.

TIN—Spot tin opened easy at £192, futures at £187 15s, and after sales of 150 tons of spot and 230 tons of futures closed easy at £191 10s for spot, £187 10s for futures, making price as compared with last week £4 lower on spot and £6 lower on futures.

COPPER—Spot copper opened weak at £102 10s, futures at £101 10s, and after sales of 400 tons of spot and 1,200 tons of futures, closing firm at £103 for spot and £102 for futures, making price as compared with last week £3 15s lower on spot and £2 15s lower on futures.

LEAD—The market closed at £19 12s 6d, making price as compared with last week 12s 6d lower.

SPELTER—The market closed at £26, making price as compared with last week unchanged.

Nova Scotia News

Halifax, May 6, 1907.

The retail hardware trade in Halifax is a little quiet, but the wholesale business is booming and some of the large firms have more orders in than they can handle. The staffs of these firms are kept exceedingly busy trying to keep up with the orders. Collections all round are very good and the jobbers have no complaint to offer in this respect. The jobbers here find it difficult to get hardware clerks at the present time.

H. H. Fuller & Co. have been awarded the city of Halifax's contract for hardware for the civic year. This contract aggregates probably \$20,000 a year, and covers various lines. P. P. Ring, of Dartmouth, has joined the staff of the above firm.

The School Board of Halifax has just awarded a \$40,000 contract to S. Marshall Sons, contractors, for alterations to Albro Street school.

Fire last week destroyed the building occupied by Magnus & Lounds, plumb-

ers and tinsmiths, on Lower Water St. The stock was ruined, as what was removed was in a damaged condition. The firm will be heavy losers by the fire, as there was only \$2,000 insurance on the building and \$1,000 on the stock.

The Malleable Iron Company, of Amherst, shipped a carload of castings to Montreal last week.

The Canadian Government has placed an order with the Robb Engineering Co., of Amherst, for three 100 h.p. Robb-Mumford boilers, fitted with steel cases. These boilers are for the railway shops at Moncton.

W. G. Methen, S. W. Black and P. J. Dillon, of Toronto, were in Pugwash, N. S., last week, inspecting the copper property owned by Alex. McPherson at Pugwash River. Mr. Dillon is a mining expert, while the other two are Toronto capitalists.

C. C. Starr, of Halifax, who represents the Westinghouse concern, has been given an order for a thousand horsepower electric motor for the new I.C.R. shops. With this large motor it is proposed to supply all the power for the new works, besides heating all the buildings. The motor will be built specially for the I.C.R. shops by the Westinghouse concern.

C. A. Rettie has closed his hardware business at Middleton, N.S., and will remove to Truro, where he will engage in business. While in Middleton Mr. Rettie won the esteem of all those who did business with him, and all join in wishing him success in the neighboring town.

J. W. Andrews, representing W. A. Thorne & Co., of St. John, wholesale dealers in sporting goods, is visiting the towns in Cape Breton.

Alfred Lyneham, of Lyneham & Sons, Sydney Mines, has left for Vancouver, where he will engage in business.

The office staff of the Nova Scotia Steel Company presented Harry McNeill, on the eve of his departure for Western Canada, with a handsome gold watch suitably engraved.

Waterloo County News

Galt, May 9, 1907.

Your correspondent this week made his first round of the hardwaremen and found that all were subscribers to Hardware and Metal and one and all spoke in the highest terms of the paper. One prominent hardware dealer made a brief but to-the-point statement when he remarked "It's about time that the different trade papers were recognizing Galt in their columns, and I am pleased to see Hardware and Metal taking the initiative."

Galt has a large number of industries in which hardwaremen should be interested, and of which comparatively little

is known abroad. The older firms are fairly well known and include the Goldie & McCulloch Company, employing 1,000 hands, makers of almost everything in the iron line, from a 16th-inch bolt to a 4,000 horsepower engine; the Peter Hay Knife Works, employing about 50 hands, makers of knives and other cutlery and cutlery supplies; the Shurly & Dietrich Company, employing 75 hands, makers of saws, files and other hardware supplies; the James Warnock Company, 75 hands, makers of all edged tools, a firm with a reputation second to none in Canada, and numerous smaller industries.

Of the new industries of which practically little is known at present, are the Canadian Brass Manufacturing Co., the Galt Malleable Iron Works Company, the Electrolytic Manufacturing Company, and the Maple Leaf Motor and Electrical Manufacturing Company.

The Canadian Brass Manufacturing Company are not yet in operation, having but recently decided to locate in Galt. The buildings which are at present in course of construction, will be completed by the Provincial Construction Company, of Toronto, within ten weeks, and it is expected that the plant will be in operation in about three months. About 50 hands will be employed at the beginning. The company will manufacture a full and complete line of brass goods and plumbers' supplies and a member of the firm has stated that orders are on file at present sufficient to keep the plant running full blast for six months.

The Galt Malleable Iron Works have been in operation in Galt for less than one year and during that time their business has increased to such an extent that it has been found necessary to double the capacity of the plant, and the additional buildings are now in course of construction. The company is at present employing about 150 hands and using about 30 tons of metal daily. The additional buildings will more than double the capacity of the plant. Castings of all sorts and sizes are turned out by this firm.

The Electrolytic Company is a new firm in Galt and when operations are begun, machines for the softening of water for domestic use and for use in the manufacturing arts, will be manufactured. The members state that the demand for their product is universal, and great things are expected of the new industry, which will begin operations in the course of a few weeks.

The Maple Leaf Motor Company is an industry which recently removed from London, Ont., to Galt. Motors of all sizes are being manufactured and the industry promises to be a valuable addition to the industries of Galt.

The hardware merchants in Galt are much interested in the proposed weekly half holiday during the months of July and August. The idea does not meet with universal approval among the merchants at large, and if the scheme does not materialize it is just possible that the hardware merchants may unite and declare a weekly half holiday, irrespective of the other merchants.

The hardware trade in Galt is particularly brisk at present, owing probably to the annual spring renovating and cleaning up. Paints, etc. are much in demand, as is also fishing tackle.

A local hardwareman said to-day that if the quantity of poultry netting being sold was an indication of the dimensions of this industry in Galt, there should be enough eggs to supply the whole of Ontario, "but," he said, "to add to our troubles, we experience great difficulty in securing poultry netting and annealed wire from the manufacturers."

N.B. Hardware Trade News

St. John, N.B. May 7, 1907.

Trade generally in St. John and throughout the Maritime Provinces has been very good. Nearly everything in the hardware line is higher now than for some time past, and there seems to be no prospect of a drop in prices. There has been a steady demand in all lines, especially just now in spring and summer goods. The lateness of the opening of navigation to Prince Edward Island has retarded trade somewhat in that direction and a number of the jobbers have large orders ready for shipment as soon as regular traffic is resumed.

The price of chain, wire netting and nails remains firm and there has been practically no change in prices during the past week.

Local dealers complain of the difficulty of getting delivery of goods from the manufacturers, especially the Canadian firms. This is particularly so as regards bolts and nuts and iron pipe. One large dealer, in speaking of the matter suggested that it would be a good plan for the Government to take off the duty on United States goods for a time in order that the dealers might get a supply sufficient to meet the demands. The great demand for nuts and bolts is due, no doubt, to a large extent to the great amount of railway construction work in the west.

Work has now been commenced on the construction of the transcontinental railway in this district and some 2,000 or 3,000 laborers will be employed on this work during the coming summer. It is expected that at least 111 miles of the road will be completed or will at least be well under way by the time winter weather again sets in.

The demand for sporting goods has been exceptionally strong the past few weeks. W. H. Thorne & Co., who have made a specialty of sporting goods, report an unusually busy season. T. McAvity & Sons are showing a fine line of fishing and gunning supplies which are meeting with a ready sale.

Walter H. Fairweather, representing H. H. Dryden, Sussex, is in the city in the interests of his firm. Mr. Fairweather reports that business has been exceptionally good. In January last the tinware factory of H. H. Dryden consisted of an empty building, an engine bed and a lot of loose machinery. Since then the plant has been erected,

operations commenced and over 25,000 pieces of tinware turned out. Taking into consideration that during the period referred to there were unavoidable delays caused by the slow shipment of the plant, scarcity of help, etc., the showing is most gratifying. At present the concern employs about twenty hands and twelve more are booked to arrive in the near future.

The history of the tinware trade during the past few years has not been altogether gratifying from the standpoint of the Maritime Provinces and most of the supplies have been brought from western points and a good many sent away in exchange. Mr. Dryden looked the situation over and became convinced that there was a good opening for a tinware factory and that his confidence was not misplaced is established by the fact that the factory has been unable to fill its orders and that efforts to book future orders have had to be abandoned for the time being. The plant is equipped with the most modern machinery. It makes tin cups, large and small pails, kettles, oil cans and a dozen and one other standard lines that find a ready market. Not a scrap of raw material that can possibly be used is wasted. The cuttings are reduced to roofing tins and for these the firm has orders for their entire output.

There is just one drawback to the factory equipment, lack of space. Already the business has outgrown its capacity and warehouses are badly needed to meet the requirements of the es-

tablishment. The firm has in contemplation the extension of the factory by the addition of a large warehouse, which, with the additional hands, will permit of the making of stock ahead. It is expected that the industry will go ahead with rapid strides.

The hardware clerks, it is announced, are to have their Saturday half holiday as usual, during the months of June, July and August.

H. G. Beresford, formerly of this city, but now with the Northern Turpentine Company, of Ottawa, has been in the city during the past week in the interests of this new industry. Mr. Beresford expects to place a large order for machinery with a local concern.

The difficulty, which for the past two years, has existed between the management of the Fawcett Manufacturing Co., at Sackville, and their employees, has at last been amicably settled. The union men resumed work last week and everything is running smoothly again.

The Eureka Manufacturing Company, of Sussex, have just completed a new model of an acetylene gas machine for which many advantages are claimed. The model is the work of M. W. Carrier. The company is also placing on the market a searchlight, for which a

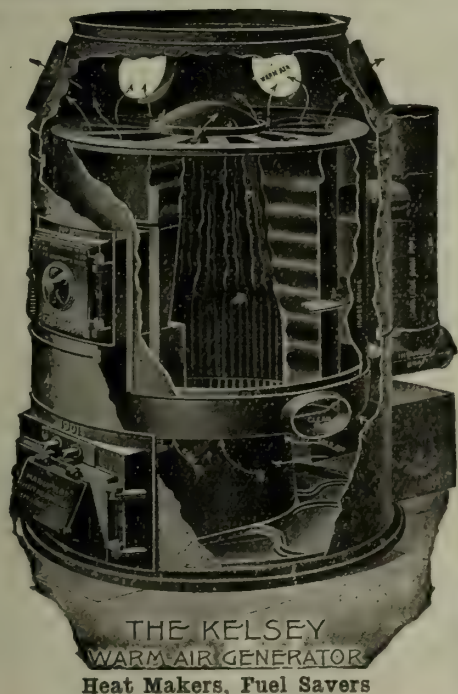
ready sale is anticipated for use on small crafts.

Mr. S. Sutton, of Andover, recently bought part of the Clark property there and will erect a large hardware store.

John Emslie, of Winnipeg, secretary-treasurer of the J. H. Ashdown Hardware Company of that city, died in the general public hospital here Monday, April 29. Mr. Emslie arrived in the city on Monday on the West Indian steamer Ocamo, from Bermuda, where he had been spending the winter with his daughter, Miss Grace Emslie. He was removed from the steamer to the hospital where he died a short time after arriving there. Death was attributed to diabetes and nephritis. The body was sent to Winnipeg on Tuesday last, Miss Emslie accompanying it on the sad journey home.

The Charles Fawcett Manufacturing Company, of Sackville, expect shortly to erect a brick and stone power-house on their premises and will utilize the space in their fitting shop now occupied by the engine, in extending their nickel-plating plant.

P. J. Mooney and M. F. Mooney, contractors, of this city, were in Grand Falls last week looking over the ground with a view to tendering for the building of a Catholic church there and also the grading and changing of several miles of track for the C.P.R.



OVER 30,000 IN USE

The above figures tell a "Profit Story" far more powerfully than any words we could print.

These figures mean that Dealers controlling Kelsey Agencies have made money and at the same time enhanced their reputation by recommending

THE KELSEY

WARM AIR GENERATOR

Men who know insist on The Kelsey, because it is a permanent investment. The Kelsey of to-day embodies every improvement which makes for heating perfection while it retains the distinctive features which won the approval of all practical men and captured the market long since.

Let us tell you how to make money by talking

Kelsey Durability, Economy and Efficiency

SOLE KELSEY MAKERS FOR CANADA

The James Smart Mfg. Co., Limited, - Brockville, Ont.

WESTERN BRANCH—WINNIPEG, MAN.

HEAD OFFICE AND WORKS—BROCKVILLE, ONT.

MANITOBA HARDWARE AND METAL MARKETS

Market quotations corrected by telegraph up to 12 a.m. Friday May 10. Room 511, Union Bank Bldg, Winnipeg, Man.

Business conditions show considerable improvement this week and continued improvement is confidently expected from this time on. With the opening of navigation on the upper lakes the wheat is being rushed eastward and every bushel shipped east helps to relieve the financial stringency which has existed this winter. Money is slightly easier already. On the C.P.R. lines the congestion of traffic is rapidly being relieved, but the merchants in towns served only by the C.N.R. have still great reason to complain.

Values are steady.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.96; 11, \$3.02; 12, \$3.10; 13, \$3.20; 14, \$3.30; 15, \$3.45; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILS—Capewell brand, quotations on application. No. 10, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M" brand and other brands, 55 to 60 p.c. Add 15c. per box.

WIRE NAILS — \$2.95 f.o.b. Winnipeg, and \$2.50 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES — ½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS — Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS — Bolts, carriage, ¾ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS — Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—½ in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, 4.50; 1, \$4.25; 9-16, \$4.20; 1½, \$4.25; 2, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes,

25 p.c. discount off list; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS — Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS — Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE — Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE — Rope sisal, 7-16 and larger, basis, \$11.25; Manila, 7-16 and larger, basis, \$16.25; Lathyrn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS — Royal Canadian, \$35; B.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC. — Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephens' Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand Will you supply it in your territory?

Write for our special pan, tells how "We help you sell."

G. F. Stephens & Co.

Limited

PAINT AND COLOR DEALERS

WINNIPEG,

CANADA



- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

SAMPLE SHINGLES SENT ON APPLICATION

Winnipeg Paint and Glass Co. Limited

CALGARY WINNIPEG

ARE YOU HANDLING

"Lennox Torrid Zone" Steel Furnaces, "Monarch" Malleable Ranges, "Jewel" Stoves and Ranges, "Treasure" Stoves and Ranges, Eldridge "B" Sewing Machines, Granite Ware, Galvanized Iron, Wire, Nails, Elephant Paints, Building Paper, Prepared Roofing, Binder Twine, Bags for Milling Purposes ???

If so, we want your further orders. If not, we want your initial order.

Advantages you obtain through dealing with us :
HIGH QUALITY and PROMPT SHIPMENT.

MERRICK-ANDERSON COMPANY
WINNIPEG, MAN.

EMPIRE STOVES AND RANGES



MAJESTIC EMPIRE

This is the largest Oak Stove made in the world. You may say: "Why did you make it?" Because Canada is as cold as any country in the world. Did you ever sell a large heater where you ought to have sold a larger, but could not get it? You have! Needn't any more, we have it.

W.J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES

Fort William, Ontario.

shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

PIG LEAD—Average price is \$6.

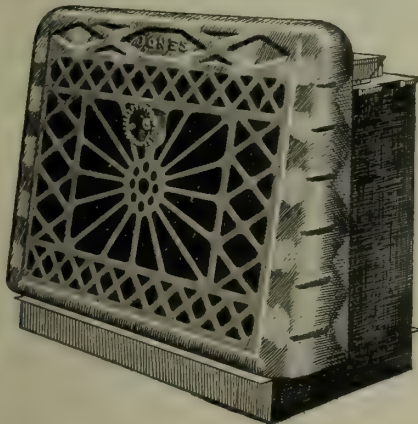
COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, 1-in., \$2.65; 3/4, \$2.80; 1/2, \$3.50; 1/4, \$4.40; 1, \$6.35; 1 1/2, \$8.65; 2, \$10.40; 2 1/2, \$13.85; 3, \$19; 3 1/2, \$25. Galvanized iron pipe, 1-in., \$3.75; 3/4, \$4.35; 1/2, \$5.65; 1, \$8.10; 1 1/2, \$11; 2, \$13.25; 2-inch, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-

ECONOMY—THE BEST POLICY

Shrewd dealers talk economy to their customers because it is good business to do so. Impress your customer with the idea that you safeguard his interests, and you've made him a friend for life. More than a few dealers recommend



JONES' SIDE-WALL REGISTERS

because of their great superiority to the next best register on the market. Our registers reduce the initial cost of a heating system by reducing piping 50 per cent. They mean warm living rooms, cool cellars, and no lost heat.

Let's show you how to make money by recommending our Registers.

The Jones Register Co.

732 King St. West

Toronto, Canada

gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10½-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

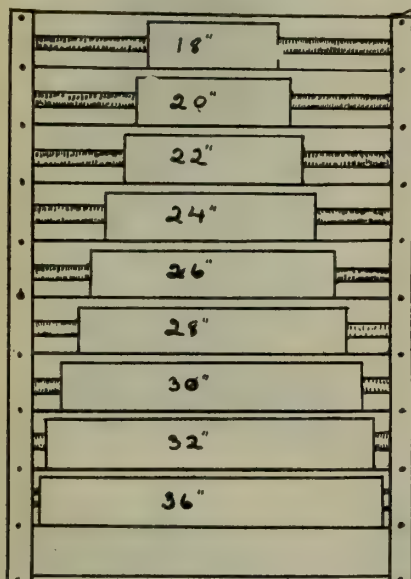
TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES—18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c.; Sunlight, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.;



Practical Method of Storing Wire Cloth.

per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases \$2.75.

PAINTS AND OILS—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c.; in kegs, 3½c.; turpentine, barrel lots, Winnipeg, \$1.01; Calgary, \$1.08; Lethbridge, \$1.08; Edmonton, \$1.09. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.30.

RAILWAY SHIPMENTS.

A matter of importance recently brought before the Ingersoll Board of Trade in the form of a report from a committee which had been dealing with it since the previous meeting. The committee reported having examined a copy of the draft bill of lading submitted by the railways of the Dominion to the Railway Commission. The more important recommendations made by the committee were:

"That the owners of goods should have the privilege of arranging for storage and insurance when the company notify the owner that they have no storage accommodation.

"In handling goods to connecting lines responsibility should not cease till receipt has been obtained for delivery.

"Time should be extended one week for making claim.

"The time for making delivery should be extended 48 hours before storage charges begin.

"Shipper should be notified before railway company receives freight, providing pressure of traffic or cars are

not nailed but slipped into a wire loop at the bottom and held by a hook and eye at top so that it can be taken off to allow bar to be taken out to replace new roll of wire. The dark horizontal line under each roll is a strip 1x2 D.D. flat, supported at each end by a carriage bolt ¼x3½ which is shown by black spot in cut. These flat pieces under the roll allow the roll to turn freely and at the same time keep from turning too freely. They are put 7 inches apart to allow room for either 50-ft or 100-ft. rolls. The loop ring at either end of the 28-inch roll is a screw eye to hook the measuring board onto, which is 6 feet long by 2 feet wide and marked in inches on both edges from the inside to the outside, as shown in cut, and continued. This board has a leg on the outside end fastened by a hinge to allow the board to be taken down and stood up against the wall when not in use.

"The hooks on the top of the board should be left long enough to allow the wire from the lower rolls to be pulled up through to measure.

"If desired, narrow rolls can be kept in centre by pins driven through bar with sheet iron washers between pins and roll—washer 3-in. diameter."

THINGS TO FORGET.

If you see a tall fellow ahead of a crowd,
A leader of men, marching fearless and proud,
And you know of a tale whose mere telling aloud
Would cause his proud head to in anguish be bowed,
It's a pretty good plan to forget it.

If you know of a skeleton hidden away
In a closet, and guarded, and kept from the day
In the dark, and whose showing, whose sudden display,
Would cause grief and sorrow and life-long dismay,
It's a pretty good plan to forget it.

If you know of a thing that will darken the joy
Of a man or a woman, a girl or a boy,
That will wipe out a smile, or the least way annoy
A fellow, or cause any gladness to cloy,
It's a pretty good plan to forget it.
—Common-Sense.

THE DANA MOP WRINGER.

The Dana mop wringer, manufactured by the Dana Mfg. Co., Cincinnati, O., which is so constructed that the mop is wrung by a lever operated by the hands instead of by the feet. The mop is wrung by springs and the lever is placed low. The bucket has no cumbersome base, and cannot tip over.

When the lever on the Dana mop wringer is pressed down it adjusts the rollers, and at the same time sets a pair of springs. These springs, instead of the foot, press the rollers against the mop. As the lever at its highest is about two inches from the floor, when pressed down it rests on the floor.

wanting for reasonable despatch, and the company should be liable, except when proper notice is given."

WIRE CLOTH RACK.

K. Dreyer, with H. Macaulay, Chat-ham, forwarded the following letter containing the description of a new wire cloth rack put together by themselves. It should prove a valuable device for every hardware store carrying a stock of wire cloth. Mr. Dreyer writes:

"It is our own idea, easily made, cheap, and takes up very little room, as it can be placed against the wall or supported by two uprights from floor to ceiling. The cut shows the full view holding 9 sizes of wire. The right-hand side shows a frame of 3 pieces 1-2x2 upright, leaving the inside open to allow the bar which goes through each rod to raise or lower, as the roll is used.

"The left-hand side shows the same only the end piece is on the outside and

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning **HARDWARE** and **METAL** to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

"Idea" Stoves.

The Guelph Stove Co., Guelph, have issued an 87-page, fully illustrated, catalogue of their new "Idea" line of stoves, ranges and Kelly furnaces.

The first page of reading matter contains a few valuable words to stove dealers regarding the necessity of keeping a full and well advertised line of stoves. On the second page are directions for setting up stoves and ranges. The third page contains 24 distinctive features of the Guelph foundry's stoves and ranges. The remainder of the catalogue contains illustrations, dimensions, weight, with a net price list at the back of the catalogue, and a couple of cuts of their advertisements. This valuable booklet may be secured by mentioning this paper.

Scottish Made Lines.

Jones & Campbell, of Torwood Foundry, Larbert, Scotland, have forwarded a copy of section 7 of their catalogue, illustrating their popular designs of lavatory stands, frames, brackets, etc., as used by plumbers. They claim that their wholesale tariff will be found, upon inspection, to compare very favorably with others of a similar kind. This firm also manufactures ranges, bath boilers, American cooking stoves, chimney pieces and general casting, details of all of which may be had upon application.

Neat Envelope Opener.

Flockton, Tompkin & Co., Limited, Newhall Steel Works, Sheffield, makers of the "Cat" brand of steel for engineers, miners, etc., are sending out a very neat envelope opener; an article always useful to the man at the desk. It is of bright polished steel, somewhat in the form of an open pocket-knife, with the name of the makers and the "Cat" brand neatly brought out on the solid handle.

Enameled Steel Wares.

Thé McClary Mfg. Co., London, Ont., have issued a 32-page, fully illustrated, catalogue of their complete line of enameled steel goods, including every article of domestic use in the culinary line, as tea-pots, coffee pots, butter dishes, combination cookers, saucepans, stewing kettles, stove pots, buckets, dinner pails, dippers, sink strainers, culenders, etc. The new price lists and discounts are included, and the booklet may be secured by applying to the company and mentioning this paper.

**SALIENT FEATURES
OF OUR****Galvanized
Cornices**

Architectural, Ornamental
Everlasting, Readily Erected

Favor us with your enquiry and receive our suggestion and quotation. No question or detail too large or too small to receive the carefully thought-out, prompt reply of experts and our cornice circular.

Our Dealers Protected.

Quality and accuracy of construction unequalled.

**THE METALLIC ROOFING CO.
OF CANADA, LIMITED**

Manufacturers

Established 22 Years

TORONTO AND WINNIPEG

Machinists' Tools.

The Brown & Sharpe Mfg. Co., Providence, R.I., have issued a circular illustrating and describing six new tools which they are placing on the market. These are: pocket scriber, spacing attachment, automatic centre punch, combination caliper and divider, micrometer, caliper set, and steel rules with holder. This booklet will prove valuable, and may be secured by applying to the company, mentioning this paper.

Hardware Specialties.

The Enterprise Mfg. Company, Philadelphia, Pa., has issued a 128-page, fully illustrated, catalogue of their patented hardware specialties, including flatirons, polishing irons, sad irons, meat choppers, power choppers, coffee grinders, and seeders. Illustrations, detailed descriptions of size and capacity are included, with full price lists.

Mercury is now added to the molten zinc used for batteries instead of amalgamating the surface as heretofore. About 3 per cent. is introduced into the zinc after it has melted. A more even corrosion of the zinc in the battery then results.

**WIRE NAILS
TACKS
WIRE**

Prompt Shipment

**The ONTARIO TACK CO.
Limited.**

HAMILTON ONT,

FOUNDRY AND METAL INDUSTRIES

A new open hearth furnace has been put in operation at the "Soo." it is melting. Overheating the aluminum causes a great gas absorption.

The best nickel deposits are obtained by the use of a weak current. Strong currents give hard and dark colored deposits.

The Amherst Foundry Co., Amherst, N.S., suffered loss by fire to the extent of \$75,000. The enamelling department was completely destroyed.

SMELTER FOR KINGSTON.

The Stanley Smelting Works will erect a new smelter at Kingston, where they will be granted a free site of five acres and ten years' exemption from taxation. Regarding their lead property, they say:

"We have got our largest vein opened up for 4,000 feet, and the vein in from 10 to 20 inches wide, carrying on an average 10 per cent. lead, the main workings are now over 300 feet deep, and the shaft No. 3 or western shaft, is now 75 feet and being rapidly sunk. On no place that we have opened up along this 4,000 feet has the vein shown less than 10 feet wide, with absolutely no rock in it to handle, nothing but calcite and lead."

The location and successful operation of this smelter in Kingston will give an impetus to industrial progress in that city.

ANTIMONY PRODUCTION.

The supply of antimony ore marketed continues to be exceedingly small. China for the last five or six years has produced the greatest quantity of ore, but since June, 1904, there has been a heavy falling off in these shipments. This may be explained partly by the manipulation in ore, by speculative interests in China and perhaps to a more marked degree by the sudden and unexpected exhaustion of certain mines in that country. For some time it was believed that the extraordinary demand by Russia and Japan for antimony metal for hardening shot used in the late war was keeping the price up, but in early December, the market was higher than when peace was declared. It is clearly evident that the antimony industry is passing through a stage of its history that has been repeated many times. A peculiarity of the industry is that while antimony exists in varying quantities in many parts of the world, three or four countries in turn within the last thirty or forty years have supplied the bulk of the production. Makers of antimony metal and its chemical compounds at one time were dependent upon Portugal for supplies of ore; the Straits Settlements at another period satisfied the demand, and within the last few years it has been China. The current belief is that prices for antimony metal will continue high until deposits have been discovered which can be worked on as large a scale as those furnishing the shipments that have been made from China.

Here's The Point

A *Sherwin-Williams Agency* means this to a dealer: Handling the line of highest quality paints and varnishes; securing the sales help of the strongest and most effective advertising given any retailer by any manufacturer; getting the paint and varnish business of a locality, and keeping it in spite of all competition.

It means lots of other big things, too, but these are suggestive to the keen business man. He knows that his lines are practically his stock in trade. Give him good lines, well advertised and well known for their quality, and he can build up a business and reputation on them. But poor lines are a millstone about his neck.

A Sherwin-Williams Agency gives the dealer the tremendous advantage and prestige of the *best* line in paints and varnishes.

We'd like to make you a proposition if you don't know our agency and if you are a keen business man. Write us today.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.

Warehouses: 86 York St., Toronto; Winnipeg, Man.



60

"BRANTFORD ROOFING"

was awarded a special diploma at the Canadian National Exhibition, Toronto, 1906, as well as Lord Strathcona Medal, for excellence of quality and general display.

Hardware Dealers and Others

handling these goods should write and get our special prices and terms before buying elsewhere.

Samples, prices, information free



Brantford Roofing Co., Limited
BRANTFORD - - CANADA

MACHINERY STEEL NORWAY IRON

Large Stock of
All Sizes.

CLOSE PRICES

A.C. LESLIE & CO.
Limited
MONTREAL

No. 7 Hand Drill

Cut gearing, change of speed for light or heavy work. Ball bearings, Rack and pinion feed, either hand or automatic. Treadle feed to lower the spindle to the work. A weighted lever raises the spindle instantly as soon as the feed is disengaged. Incomparably the best hand drill in the market, and also a first-class wood boring machine. Fitted for power if desired without extra charge. Weight 375 lbs. Send for circular.

It pays to use the best tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

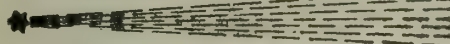
WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Be Sure You're Right, then go ahead

When you're SURE, you'll order Gilbertson's, when you're NOT SURE, order Gilbertson's any way; then you can't go wrong.

GILBERTSON'S



COMET

Brand

GALVANIZED FLAT SHEETS

are well galvanized, true to gauge and especially soft for working purposes. Every sheet branded "Gilbertson".

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

Agent, Alex. Gibb, 13 St. John St., Montreal.

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE.

or to

Canada Iron Furnace Co.
MIDLAND, ONT. Limited

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHN'S, QUE.

OAKEY'S The original and only Genuine
Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

TIN PLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brands:

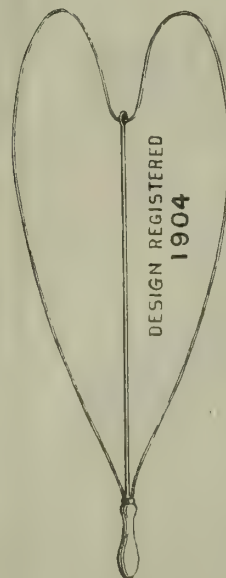
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.



THE ANTON CARPET BEATER

Has double the beating surface of any carpet beater on the market.

LIGHT, yet STRONG and DURABLE; STIFF, yet PLIABLE and EASY TO HANDLE

Centred rod made of heavy spring steel wire. Outside wires go through the handle and are clinched at bottom end, making it impossible for handle to come off; handle filled with lead thereby making it a perfectly balanced article.

FOR SALE BY

E. T. WRIGHT & CO.
HAMILTON, ONT.



Will Hold up a Shelf

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

ATLAS MFC. CO., New Haven.

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Consolidated Plate Glass Company of Canada Limited

Glazing Glass of all kinds

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

COMPANIES NEWLY INCORPORATED.

Northern Oil and Gas Co., Montreal; to carry on a general refinery business; capital, \$90,000; incorporators, J. M. Fortier, M. Marchand, L. M. Fortier, J. A. Mann and S. W. Ridenour.

Wilson Automobile Co., Ottawa; to manufacture and deal in automobiles, motors, bicycles, motor boats, motor trucks, engines, and other machinery; capital, \$145,000; incorporators, B. S. Wilson, H. R. Wilson, G. H. Wilson, W. W. Wilson, S. H. McKay.

INDUSTRIAL DEVELOPMENT.

A new carriage factory and warehouse costing \$30,000, will be built at Winnipeg.

A new winter fair building for Brandon, costing \$30,000, will be built this summer.

The E. W. Gillett Co., Toronto, will make a \$30,000 extension to their present plant.

The Christie, Brown Co., Toronto, will erect a six-storey brick factory, costing \$37,500.

A new building for the storage of fruit at the Central Experimental Farm, Ottawa, will be built.

The Ames-Holden Co., Montreal, will build a large new plant covering an area of 31,679 square feet.

The capital stock of the Export Elevator Co., Winnipeg, has been decreased from \$500,000 to \$389,800.

Damage to the extent of \$6,000 was done by fire to the Longue Pointe Cement works, near Montreal.

The Toronto Electric Light Co., Toronto, have increased their capital stock from \$3,000,000 to \$4,000,000.

Justice Davidson has granted a petition of the Dominion Express Co., asking a winding-up order to put the Hadley Cement Co. in liquidation.

The obelisk which will be set up at Sault Ste. Marie, to commemorate the opening of the canal has been completed at a quarry in Connecticut, U.S.A.

The Industrial Disputes Act is to be called into operation at the Cumberland Coal and Railway Company's colliery at Springhill, N.S., at the request of the miners.

North Battleford, Sask., is to have a \$75,000 sand lime brick works. Work on the factory will commence immediately and in two months the plant will be turning out 20,000 bricks a day. The Schwartz Brick Co., of New York City, are the promoters.

Mills & Antiknap, hide dealers and tanners, Welland, have been making experiments during the past few months, and have succeeded in perfecting a new method for tanning sole leather. They will build a large tanning establishment in that town, to carry out their new ideas.

A big mining and smelting company has turned its attention to the Port Arthur district, with the prospect that before very long a new mine-producing centre will be established. There is no

assurance that either Port Arthur or Port William will secure the location of the works which the company anticipate erecting, but in all probability a site independent of either will be chosen, and a new community founded. The company has a capital of \$1,000,000 already provided, and will enter into the smelting business generally, attention not being confined to any particular mineral. While Port Arthur possesses several of the requisites which the company demands in connection with the location of its works, the promoters appear to think that they can best serve the interests of the company by selecting a site around which they can build a town dependent upon the operation of their works. The furnaces to be erected will be electrically operated, and electric smelting only will be carried on. To accomplish this a large amount of electric energy will be necessary, and the company anticipate developing an independent power, rather than to purchase power from any of the electrical companies now in existence, or having prospective existence. This is the latest project in the mineral world in this district, and is another and a strong piece of evidence that the mineral wealth of the Lake Superior region of New Ontario is not only attracting attention, but is a prime factor in the investment and industrial life of Ontario.

BUILDING NOTES.

A brick school will be built at Stonewall, Man.

T. Gilmaur, Toronto will erect a \$12,000 residence.

W. Pennock, Toronto, will erect a \$10,000 residence.

A new post office will be erected at Saskatoon, Sask.

W. J. Guest, Winnipeg, is erecting a \$15,000 residence.

Stuart Strathy, of Toronto, will build a \$10,500 residence.

Peter Anderson will build a \$27,000 residence in Winnipeg.

The new Broadway church, opened in Winnipeg, cost \$108,000.

An apartment block will be built at Winnipeg, to cost \$50,000.

F. P. Buchanan, Montreal, will erect two houses, to cost \$10,000.

An eight-roomed school building will be built at North Battleford, Sask.

The Immanuel Baptist church, to be erected in Winnipeg, will cost \$35,000.

A new school in St. Joseph's parish, Montreal, will be built, costing \$60,000.

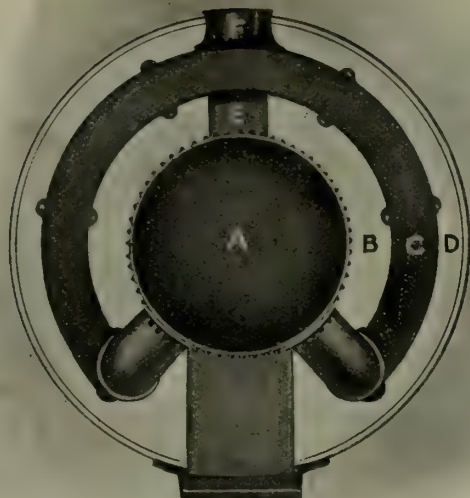
A large two-storey block, costing \$30,000, will be built at Edmonton.

L. J. Bland will erect a detached brick dwelling in Toronto, to cost \$10,800.

A building for the branch of the Bank of Toronto at St. Catharines will be erected.

A new public school with accommodation for 600 pupils will be erected in Montreal.

Plans are being made for the erection of a free library for the blind at Mark-



? DO YOU NOTICE ?

that the AIR SPACE between
and around radiating surfaces in

"ECONOMY" FURNACES

IS LARGER THAN TOTAL AREA OF HEATING PIPES

THIS MEANS

even distribution of moderately heated air
(air that is neither parched nor burnt),
an advantage which cannot be claimed
for furnaces with contracted lower casings
and contracted spaces around and between their upper parts

CONSEQUENTLY

"Economy" Furnaces will properly warm any building
at less cost than any other furnaces of the same size,
because they don't need as much fuel to give as good results
and because they give better results with the fuel they use.

"ECONOMY" RADIATING SURFACES

are large and sensitive, and
WILL LAST A LIFE-TIME

Pease Foundry Co., Ltd., Toronto
Pease-Waldon Co., Ltd., Winnipeg



BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

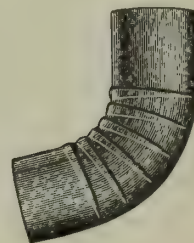
Made in ...

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

ham, Ont. A grant has been made by the Legislature for the purchase of machinery to print books for the use of the blind.

The congregation of St. Anne's Anglican church, Toronto, will erect a new \$40,000 church.

Toronto Sons of England will build a \$15,000 extension to their present hall on Richmond Street.

A new 3-storey brick building for Wycliffe College will be erected in Toronto, to cost \$28,000.

A new land titles office for the Province of Saskatchewan will be erected at Regina, to cost \$8,000.

WASHING MACHINE.

A washing machine, the distinctive feature of which is a revolving drum in which the clothes are placed, has been invented by J. W. Seifert, East Point, Ga. The hinged cover of the machine and the revolving drum are so arranged in connection with a pivoted lever that the latter may be shifted so that the cover is raised and the drum lifted from the machine and caused to move outward and be supported on the lever.

A SAFETY LOCK.

J. E. Ledford, Butte, Montana, has invented a new safety lock. The object of the inventor has been to provide a lock with means for preventing its being picked.



Hammer the Hammer

Accidental Discharge Impossible

Sure shooting, hard hitting and safe. Men delight in owning it, and mothers and wives do not object.

Iver Johnson Safety Automatic Revolver

It is the best made, the best advertised, and has the largest sale.
1,500,000 IN USE

Dealers always have been and always will be completely protected.

These goods cannot be had as premiums, and we never sell by mail where a dealer can supply.

Send for Catalogues or ask your jobber—he knows.

Iver Johnson's Arms and Cycle Works, 330 River St., Fitchburg, Mass.

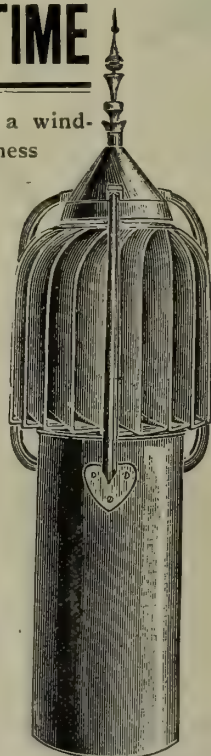
Makers of Iver Johnson Truss Frame Bicycles and Single Barrel Shotguns.

WORKS ALL THE TIME

Some ventilators will work only in a wind-storm. That spoils their effectiveness

AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature, within and outside the building.



Montreal, June 1st, 1903,
St. Peter School.

Messrs. THE J. W. HARRIS Co., Limited.
Dear Sirs,

In answer to yours of 3rd inst. in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother JORDANUS, Dir.

MANUFACTURED BY

THE J. W. HARRIS CO., LIMITED
CONTRACTORS - MONTREAL



Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION \$1.25 PER ANNUM,
post free to any part of the world.

PUBLISHING OFFICES:

Melbourne - Fink's Buildings.
Sydney - Post Office Chambers.

BRITISH OFFICES:

London - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES.

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and waterworks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [1f]

HARDWARE business in Saskatchewan; best wheat district in the west; business well established; competition very weak; this is a snap for someone; good reasons for selling. Box 616, HARDWARE AND METAL. [19]

SITUATIONS WANTED.

THE Chief Assistant Electrical Engineer of one of the most successful undertakings in England desires situation in Canada, either electrical or mechanical, as manager of contract work or a similar position of trust; life abstainer and has excellent references from well-known British engineers; 30 years of age; associate member of Institution of Electrical Engineers; 14 years' professional experience. W. F. Stamp, 11 Somerset Place, Devonport, Eng. [18]

WANTED.

HARDWARE business wanted in Ontario town, village or city; good live business; well established; cash transaction. Box 619, HARDWARE AND METAL, Toronto. [18]

FOR SALE.

BICYCLES and Frames under the market price. Union Jack Works, Tillsonburg. [18]

ONE nearly new "Ontario" acetylene gas machine; reason for selling, we have natural gas now. Dobbyn Bros., Wheatley. [21]

I HAVE two cases Gordon Crown galvanized iron; will sell at \$4.20, Toronto freight. Address Box 617, HARDWARE AND METAL. [18]

SITUATIONS VACANT.

TINSMITH WANTED—One who understands furnace work. State wages required, age and reference. Steady work to good man. The Guelph Stove Co., Ltd., Guelph, Ont. [18]

WANTED at once—A tinsmith for general work; three years' experience; wages no object to right man; yearly engagement. Apply H. F. Chappell, care of Manitoba Hardware and Lumber Co., Minnola, Man. [18]

WANTED—Ambitious hardware clerk for retail in Hamilton, Ont., with 4 years' experience; Address stating age, experience, also salary expected. Box 618, HARDWARE AND METAL. [18]

HARDWARE clerk wanted at once; apply stating age, experience and salary expected. George Taylor Hardware Co., Cobalt. [19]

WANTED—Young man with three or four years' experience as hardware clerk, to take position as junior clerk. Apply at once stating experience and giving references to Gilpin Bros., Orillia, Ont. [1f]

HARDWARE clerks wanted with one to three years' experience, state references, age, experience and salary expected. McMillan Bros., Guelph. [20]

TRAVELER WANTED.

WANTED—Travelling representative, by one of the oldest manufacturing companies in Canada, for hardware trade dealing in blacksmith's and horseshoer's supplies; one article and most favorably known in the trade (no sample trunks to carry); applicants must have favorable experience and references, no others need apply; salary, about \$50 per month; applications treated confidentially and returned after perusal. Address with particulars to "Manufacturer," care of HARDWARE AND METAL, Montreal. 18

Galt Sure Grip Shingles

make the HAND-SOMEST and most DURABLE roof. Are the EASIEST and QUICKEST to either SELL or put on. See them and get acquainted.



GALT ART METAL CO. Ltd.
GALT, ONT.

Get in Shape

To give your customers intelligent information and trade-winning prices on the most up-to-the-minute and best-selling line of Sheet Metal Building Goods. This is an important matter to the Hardware and Tinsmith Trades. There will be an enormous demand for these goods this year. Builders and Owners from your very locality are now enquiring about this line. Speak up—And let them know "you're in the game."

Galt Steel Siding



is made in original designs. Sharp, bold patterns. Close-fitting and invisible joints make them great sellers. People won't have the ordinary kinds once they see ours.

GALT ART METAL CO. Ltd.
GALT, ONT.

Get Our Catalogs

and Price Lists. That's the surest way to be "in the game." Your Opposition will have to "step fast" if he beats you and Our Line. We are using our every endeavor to make Our Line interesting to "the trade." We want good representation in every locality. Write us about it to-day.

Western Distributing Agents:

THE McCLARY MFG. CO.
Winnipeg and Calgary



"Quality Unsurpassed"

BELLEVILLE BRAND



HORSE SHOES

FOR PRACTICAL HORSE SHOERS

MANUFACTURED BY

Toronto and Belleville Rolling Mills

BELLEVILLE, ONT.

LIMITED



Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

Paint, Oil and Brush Trades

MARKETING TURPENTINE.

E. Fielding, Toronto, made a visit to Savannah, Ga., last week, and on his way stopped at New York and Philadelphia, and also was a spectator at the Jamestown exposition. We reproduce below Mr. Fielding's interesting account of his visit to the turpentine country and what he saw there.

"I secured a gentleman of color to drive me down to one of the largest receiving sheds for turpentine and rosin, which appeared to be in charge of colored men who understood the business engaged in. I was particular in inquiring about wood spirit turpentine and how it was handled and was assured of two things, one was that by no possible chance could it be mistaken for pure spirits; the other, that instead of it increasing in volume it was found not to be a profitable business to produce it, and that several who started its manufacture were already giving it up as a bad speculation. Great care was exercised where packages showed any sign of leaking, it being at once drawn off and barrels relined with specially boiled glue. As I was down to learn something about the manner of producing spirits of turpentine and the probability of surplus stock in the near future and greatly reduced prices, I kept my eyes and ears open, but could not discover any very strong indication that such was likely to be the case. The labor of collecting the gum is much greater than I supposed and the quantity furnished by each tree so much less than I expected that I was greatly surprised and the appliances in and around the producing plants so small that I now wonder how so much spirits of turpentine is coming forward. These southern States appear to a northerner to be one hundred years behind the times.

"The turpentine business is about as much below what I expected as the agriculture is behind the north. I saw hundreds of farmers ploughing with one mule or one ox, and in no case did I see a team of any kind attached to a plough while passing through Virginia, North and South Carolina. Their houses are only one-storey, with one door and three window frames in sight, the frames in most instances devoid of window sash or glass, but with close board shutters. When open a cotton blind or a colored boy's feet and legs are seen hanging out. The land under cultivation, I fancy, varies for each owner or tenant from 10 to 25 acres, the crops on which consist largely of cotton, sweet potatoes, peanuts, tomatoes and cabbages."

HOUSECLEAN STORE FRONTS.

This is the season of the year when housecleaning activities are in full swing, when the studious man must give place to the housemaid, when rooms are stripped of their furnishings, when the broom is wielded with a wonderful dexterity by the housecleaners, and when paint is, or should be, used profusely.

Though there is little personal plea-

sure to be derived from indulging in these really unpleasant operations, they must be faced, as they are one of the distressing inevitables which come around every year. A broom and a paint brush can have a wonderful transforming power on a house or store if wielded with any spirit.

Paint to business premises is what a new suit is to a man, and at this time of the year, when there is every prospect of a long spell of bright weather, every retailer should make an effort to smarten up his premises. The spring sun has a weakness for showing up in striking contrast the defects of neglected business premises, and the accumulations of odd corners. If every retailer made up his mind to have a turn out in the spring and paint his premises, the gain to the trade as a whole would be incalculable. There are some men who wash down their fronts every few weeks, and others who never dream of washing them down at all. A walk through the streets on a Sunday will give one some slight insight to the defects of many retailers' premises.

The comparatively small outlay which

a paint-up involves is soon paid for by an increase in the turnover. People like bright premises that are well looked after, and to these they will give their preference when purchasing their requirements. A smart exterior and a clean inside argue, at least, a devotion to business, which appeals to the support of the public, and therefore every merchant, whether small or large, for the credit of his establishment should periodically wash down and paint his shop. Most leases contain provisions for this, but leases, like promises, are in a measure made to be broken. Compulsory painting is not nearly as effective as voluntary smartness, and if the merchant takes any sort of pride in his premises and desires to encourage his trade he will allow himself to become infected with the fever of the moment and have a paint up.

The concern which expects to ship its product by rail had better pay a good price for a favorably located factory site than accept as a gift one which will make necessary rehandling its product between the shipping room and the car.

LOOK

in our Trade Catalogue No. 10, page 33, and read on the sign

"Imperial Aluminum Paint Does It"

These five words put the story in a nutshell. It does anything Aluminum Paint is supposed to do, and does it so well, we, our agents and their customers are all satisfied.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

Few paints can be nearly as good as most Paints are claimed to be. All manufacturers honestly believe that their particular brands are the best. We've tried to make

NEW ERA PAINT

a little better than the next best, and practical men—Hardware Dealers and Decorators—declare that we have succeeded. One thing certain is that **all Standard Paints and Varnishes** are money-makers. Have you our catalogue?

STANDARD PAINT AND VARNISH WORKS CO., LIMITED
WINDSOR - ONTARIO

AN AID TO CLEANLINESS

Kitchen floors are hard to keep clean when covered with the ordinary **floor paints**, which accumulate dirt, and rub off when washed.

JAMIESON'S FLOOR ENAMELS

dry very hard, in a short time, and leave a gloss which prevents the collection of dirt. They wear like iron, and are not affected by washing.

These are sure business-getters. Made in all the popular colors

BY

R. C. JAMIESON & CO.
LIMITED
MONTREAL

The majority of Hardware Dealers stock

Pearcy's Pure Prepared Paints

Do you?

OUR SPECIALTY

'PROMPT DELIVERIES

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada



A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns. Also Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons, etc., etc., etc.

Canadian Agent: J. B. GIBSON, P.O. Box No. 478, MONTREAL
From whom users of Glaziers' Diamonds can obtain the names of wholesale merchants who stock A. Rudd's goods.

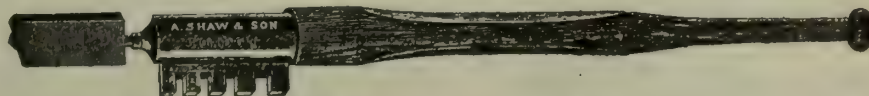
McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal.

B-H

B-H

4

FORCEFUL FOLDERS

The work of our Advertising
Department

are just off the press,
designed with the sole
purpose of co-operating
with the seller to enhance
the salability of our paints.

- No. 1** "Anchor Liquid Marine Paints."
- No. 2** "Anchor Shingle Stains."
- No. 3** "Frescota Cold Water Finish."
- No. 4** "The Evidence in the Case" of English Liquid House Paints.

They will be appreciated
by anyone interested
in painting.

Let us know how many
you can distribute.

BRANDRAM-HENDERSON,
LIMITED

Montreal, Halifax,
St. John, Winnipeg.
MARSHALL WELLS CO., Winnipeg

Sole Distributors for
Western Canada

B-H

B-H

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,

Montreal, May 10, 1907.

An optimistic feeling still prevails in the paint and oil trade, with a general firmness in all quotations and a bountiful run of orders in the several departments.

The few spring days which have been experienced, have assisted in bringing out some heavy orders for Paris green.

Stains, liquid paints, enamels, and handy paints of every description, are feeling the bright effects of spring weather.

No special features have been experienced during the week, and in fact the only incident to relieve the monotony of the market is a three-cent advance in linseed oil.

LINSEED OIL—Has taken a jump up, notwithstanding the fact that some very heavy shipments are to hand. We now quote: Raw, 1 to 4 barrels, 65c.; 5 to 9 barrels, 64c.; boiled, 1 to 4 barrels, 68c.; 5 to 9 barrels, 67c.

TURPENTINE—No change in this staple, and no special features to chronicle, prices remaining: 93c. per gallon; for smaller quantities than barrels, 5c. extra is charged. Standard gallon is 8.40 lbs., f.o.b. shipments, net 30 days.

GROUND WHITE LEAD—Active demand, and it is with great difficulty that stocks can be allowed to mature owing to the brisk call for this article. Best brands, Government standard, \$7.25 to \$7.50; \$6.90 to \$7.15; No. 2, \$6.55 to \$6.90; No. 3, \$6.30 to \$6.55; all f.o.b. Montreal.

DRY WHITE ZINC—Much higher to import and advanced quotations may be looked for in the near future: V.M. Red Seal, 7½c. to 8c.; Red Seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC GROUND IN OIL—This article feels the buoyancy of spring trade and quotations are well maintained, with no tendency to cut even for round lots: Pure, 8½c. to 9½c.; No. 1, 7c. to 8c.; No. 2, 5½c. to 6½c.

PUTTY—Is being shipped freely, but there are ample stocks now for all requirements: Pure linseed oil, \$1.75 to \$1.85 1-5; bulk, in barrels, \$1.50 1-5; in 25-lb. irons, \$1.80 1-5; in tins, \$1.90 1-5; bladder putty, in barrels, \$1.75 1-5.

ORANGE MINERAL—Unchanged. Prices are: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—Exceedingly scarce, but relief is expected very shortly from the spring fleet now in sight: Genuine red lead, in casks, \$6; in 1-lb. kegs, \$6.25; in less quantities, at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6; and smaller quantities, \$6.75.

PARIS GREEN—Shipments have been lively all week, and a few orders are coming in at the advanced figures, which we again repeat: In barrels, about 600 lbs., 27½c. per lb.; in arsenic kegs, 250 lbs., 27½c.; in 50-lb. drums, 28½c.; in

25-lb. drums, 26½c.; in 1-lb. packets, 100 lbs. in case, 29½c.; in 1-lb. packets, 50 lbs. in case, 29½c.; in ½-lb. packets, 160 lbs. in case, 31½c.; in 1-lb. tins, 30½c., f.o.b. Montreal. Terms, 2 per cent., 30 days.

SHELLAC GUMS—No changes to quote. Very little speculation prevails: Bleached, in bars, or ground, 46c. per lb., f.o.b. Eastern Canadian points; bone dry, 57c. per lb., Eastern Canadian points; T.N. orange, etc., 48c. per lb. f.o.b. New York.

SHELLAC VARNISH—Forms a fair proportion of all varnish shipments. Pure white bleached shellac, \$3 to \$3.25; pure orange, \$2.80 to \$3.06; No. 1 orange, \$2.60 to \$2.80.

PETROLEUM—American prime white coal, 15½c. per gallon; American water, 17c. per gallon; Pratt's Astral, 19½c. per gallon.

WINDOW GLASS—First break, 50 feet, \$1.85; second break, 50 feet, \$1.95; first break, 100 feet, \$3.20; second break, 100 feet, \$3.40; third break, 100 feet, \$3.95; fourth break, 100 feet, \$4.15; fifth break, 100 feet, \$4.40; sixth break, 100 feet, \$4.95. Diamond Star: First break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second break, \$4.80; third break, 100 feet, \$5.75; fourth break, 100 feet, \$6.50; fifth break, 100 feet, \$7.50; sixth break, 100 feet, \$7.50; seventh break, 100 feet, \$8; eighth break, 100 feet, \$9. Double Diamond: First break, 50 feet, \$3.45; second break, 50 feet, \$3.75; first break, 100 feet, \$6.75; second break, 100 feet, \$7.25; third break, 100 feet, \$8.75; fourth break, 100 feet, \$10; fifth break, 100 feet, \$11.50; sixth break, 100 feet, \$12.50; seventh break, 100 feet, \$14; eighth break, 100 feet, \$16.50; ninth break, 100 feet, \$18; tenth break, 100 feet, \$20; eleventh break, 100 feet, \$24; twelfth break, 100 feet, \$28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,

Toronto, May 10, 1906.

The condition of the paint and oil trade is on the whole less satisfactory than last week, due to two causes: the prevailing cool weather has prevented retailers from depleting their stocks and consequently the demand is not as strong as might be expected at this season of the year. The second deterrent to the trade is the unsettled condition of labor in the various building trades. In anticipation of strikes, painters show a slight hesitation in tendering on contracts, and this holds back the buying of supplies.

Owing to the congested state of freight in general, the delivery of linseed oil is very uncertain. The state of transportation facilities still continues



RAMSAYS PAINTS

You can buy Paints of every grade, from low to high, from bad to good. But there is one grade only that pays. It is stamped with a genuineness that means business and profits. Be sure of your brand, and not only the brand, but the backing it has, and all it stands for. Get Paint with a reputation for satisfaction to the consumer, and fair profits without the constant worry to the dealer. Get

RAMSAYS PAINTS

for a foundation building paint business.

A. RAMSAY & SON COMPANY

Est. 1842

MONTREAL

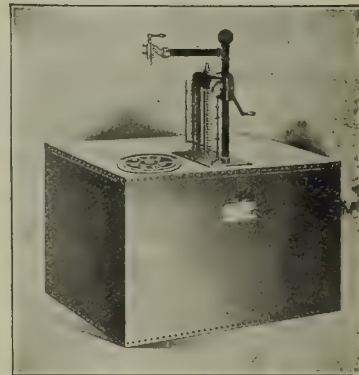
PAINT MAKERS

The Bowser for All Oils

No matter how heavy and gummy the oil may be, there is a Bowser Outfit just suited for it.

This outfit will handle the heaviest oils without gumming because its working parts are always immersed in oil.

Catalogue V illustrates and describes more outfits which will do the same thing. Sent free upon request.



Cut 9—First Floor Outfit for Heavy Oils

S. F. BOWSER & CO., Inc.

66-68 Fraser Ave.

Toronto, Can.

BLANCHITE

We can supply you with the best **paints** and absolutely the finest **enamels** in Canada, also the only washable and practical cold water paint.

Our Three Star (XXX) White in paste form is superior to white lead in oil. It will not change color like white lead, and is cheaper, and has greater covering capacity. All our goods are double ground. These are big statements. Try our goods and be convinced.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, CAN.

SOME

Q Advertisers ransack and exhaust their "Cranium" seeking catchy phrases, trite sayings, or apt expressions to draw attention to their wares.

Q IF they cannot frame anything themselves, they employ, (still worse!) an advertising agency, who know nothing about their business and care less, but who will furnish ebullitions from an imaginative "pate" by the yard.

Q THE Canada Paint Company confine themselves to "Bald" facts, and state clearly what they manufacture and what they have to dispose of.

Q RESULT — A larger business this year than ever before and steadily growing.

Q LIKE the famous Oliver Twist, the Canada Paint Company still reach out and are prepared for

MORE

(Contrary to the custom of the Canada Paint Company, who change their advertisements each week, this advertisement is repeated by request. —Hardware and Metal.)

to be very unsatisfactory and has resulted in a sharp rise on raw linseed oil. The manager of one large Toronto firm stated that it now takes three weeks to receive a consignment of linseed oil from Baden which formerly would be received in one week at most.

Although there is no actual decline in turpentine this week, nevertheless prices are unstable. The unsettled state of the turpentine market for the last few weeks is due to a slight surplus in the southern market and also to the large number of substitutes which are being placed on the market.

The price of paris green remains unchanged at 29½c. base. The demand is slack at present, as might be expected until repeat orders commence to come in.

WHITE LEAD — Trade continues to be fair. No change in prices: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; ½c. per lb. will be charged extra for 12½-lb. packages; genuine dry white lead in casks, \$7.

RED LEAD — Prices remain firm, but on account of cool weather business is not brisk. We still quote: Genuine in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

DRY WHITE LEAD — Orders continue to arrive slowly. We continue to quote: In casks, 7½c.; in 100 lbs., 8c.; No. 1, in casks, 6½c.; in 100 lbs., 7c. Ground in oil—In 25-lb. irons, 8c.; in 12½-lbs., 8½c.

SHELLAC VARNISH — The situation remains unchanged; prices stationary with fair demand. We continue to quote: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange), \$2.50; gum shellac, dry bone, 63c. Toronto, T.N. (orange), 51c. net Toronto.

TURPENTINE — We still quote: Single barrels, 95c., f.o.b. point of shipment, net 30 days; less than barrels, \$1.

LINSEED OIL — Owing to the inability of the transportation companies to insure prompt delivery trade has been held back and a four cent raise resulted. We now quote: Raw, 1 to 3 barrels, 69c.; 4 to 7 barrels, 68c.; 8 barrels and over, 67c. Add 3c. to this price for boiled oil, f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

PETROLEUM — The demand in this is still brisk. Prices remain firm and unchanged. We continue to quote: Prime white, 13c.; water white, 14½c.; Pratt's astral, 18c.

PARIS GREEN — No further change has been made in the price over last week. We continue to quote English and Canadian at 29½c. base.

For additional figures see current quotations at back of paper.

A NATIONAL PURE PAINT LAW.

The campaign waged during the past year in the United States to secure legislation in the interests of pure paint has culminated in a propaganda to force Congress to pass a national law respecting it. Representative Marshall, of North Dakota, has drafted a bill to submit to Congress. On the face, this bill seems drastic and too suppressive, but it is a legitimate step towards attaining a very legitimate and long-desired end.

Section 1 of Mr. Marshall's bill makes it unlawful "for any person to manufacture within any territory or the District of Columbia any white lead, paint or other compound intended for use as such, which is adulterated or mis-branded within the meaning of this act," and provides that any violation of this provision shall be punishable by a fine not to exceed \$500 or one year's imprisonment, or both.

By the second section of the bill it is made unlawful to ship from one state to another or to a foreign country "any white lead, paint or compound intended for use as such which is adulterated or mis-branded within the meaning of this act, and provides a fine not exceeding \$200 for the first offence, and for each subsequent offence a fine not exceeding \$300 or imprisonment not exceeding one year, or both.

The terms "adulterated" and "mis-branded" are defined. "That for the purposes of this act any paint, or compound intended for use as such, shall be deemed to be adulterated which contains other ingredients than pure linseed oil, pure carbonate of lead, oxide of zinc, turpentine, Japan dryer, and pure colors. That the term "mis-branded" as used herein, shall apply to any paint or compound intended for use as such, the package or label of which shall bear any statement, design or device regarding such article, or the ingredients or substances contained therein, which shall be false or misleading in any particular, and to such product which is falsely branded as to the state, territory or country in which it is manufactured or produced."

Throughout the Pure Food and Drugs Law has been taken as the model, and, following the lines of the Pure Food and Drugs Law, it provides that any one selling a product under the manufacturer's written guaranty is exempt from prosecution should the product be found not to comply with the provisions of the act.

Section 10 of the bill provides that its prohibitions and administrative features shall apply to foreign goods that may be imported into the United States. Section 11 extends the jurisdiction of the measure over all insular possessions of the United States and section 12 provides that the act shall take effect six months after the date of its passage and approval.

The bill, as drafted by Representative Marshall, may be criticized as being crude and drastic. Such criticism may come from the more cynical and conservative. However defective it may appear, it will, if made law, remedy a defect in the commercial world and do much towards promoting a more legitimate trade in paints and oils and insuring against defraud and dissatisfaction.

BERRY BROTHERS' VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
PHILADELPHIA
BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO



100 % Durability

Know Paint Before You Stock It !

There is little doubt that more than a few Dealers would do better business if they knew more about the paint they stock. All Dealers can know the virtues of

ARK BRAND PAINT

before stocking it. We claim that Ark Brand has greater covering capacity, more durability, than any other brand of paint on the market. Besides, there is lasting life and lustre in Ark Brand. Its beauty remains. These claims would amount to so much printed matter, only that we prove them and request you to ask for the proofs.

MURESCO WALL FINISH

is declared peerless by hundreds of practical men. The ease with which it is applied and its greater covering properties appeal strong to men who know. It pays most Hardware Dealers to stock and recommend Ark Brand and Muresco, and it will pay you to know more about the Twin Trade-Winners.

BENJAMIN MOORE & CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICES AND WORKS :

TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N.J.



DURABILITY

IS THE BASIS OF PAINT VALUE

The paint that protects and puts off the longest the necessity for repainting is the cheapest paint to buy.

STERLING PAINTS

are composed of Lead, Zinc, Tinting Colors, Driers and Pure Linseed Oil in right proportions mixed and ground together. They possess clearness and durability, which do not pertain to paints mixed by hand. Practical painters need have no hesitancy in recommending and using these paints. They are absolutely reliable, and will wear much longer than pure white lead. Will not fade, chalk or peel off. If you prefer mixing your own paint, use our

STERLING WHITE LEAD

Ground in pure Refined Linseed Oil. Nothing better made.

CANADIAN OIL COMPANY, LIMITED
TORONTO, ONT.

"Something Better"

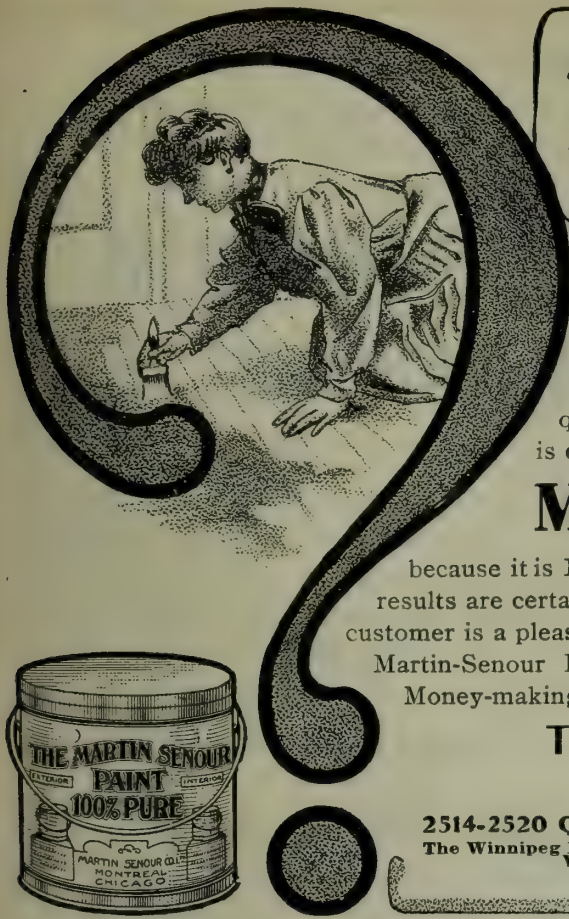
That's the unanimous decision of all shrewd dealers who have given our **VARNISH TURPENTINE** a fair trial. And there's more than one reason for this verdict. Our

VARNISH TURPENTINE

is guaranteed to do any work that spirits of turpentine will do, and do that work better. So absolutely certain are we of this that we are willing to ship a test order to any address. When you are convinced of the merit of our Varnish Turpentine you can pay us—not until then. Can we give you greater evidence of the faith that is in us?

The Defiance Mfg. and Supply Co.

TORONTO ONTARIO



The Paint Question

Mr. Dealer, the paint question touches almost every home in your community. It isn't simply how much paint you sell today but it's how much future trade is today's sales going to bring you? The answer to that depends on the wear and tear-quality, if you please. To make satisfied customers is easy with an article like

Martin-Senour Paint

because it is 100 per cent pure and wears well inside or outside. The results are certain because the quality is there in every can and every customer is a pleased patron. Trade building is a simple problem when Martin-Senour Paint is figured in the deal—Write to us for our Money-making proposition to dealers

The MARTIN-SENOUR CO. Ltd.,

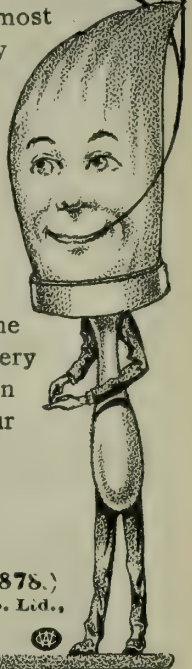
"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878.)

The Winnipeg Paint and Glass Co. Ltd.,
Winnipeg.

The Maritime Paint and Varnish Co. Ltd.,
Halifax, N. S.



THE NAME

"Island City"

on a Paint Can,
means that that Can contains

The Highest Quality Paint

that can be manufactured.



It means that that paint is what your customer wants, and that by giving him what he wants, when he wants it, you are making a good commission for yourself.

Give our line a trial, you'll not regret it.

Eight hours is all that is necessary for the "*Island City*" brand of **Floor Paints** to dry.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO.,

VANCOUVER

TORONTO

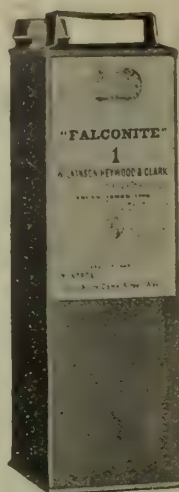
MONTREAL

WINNIPEG

This is
PAINT TIME

Someone will
Falconite
Falconite
is the oldest NEW
tried.

We have been
Long enough to know



**LOOK UP
YOUR STOCKS**

ask you for
one of these days
and NO OTHER ENAMEL
WILL DO.

WHITE ENAMEL you ever
making it for years.
that it pleases.

Write us for particulars that will
PUT MONEY IN YOUR POCKET

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.
FRANCIS C. REYNOLDS, Can. Manager.

Just try some ordinary green paint
on a panel of wood, see how hard it
works,—don't cover, lacks body. Then
try on another panel

**LUCAS IMPERIAL
FRENCH GREEN**

notice how easy it spreads, how well it
covers,—that's body. Makes the cost
less for this reason alone, and stays
fresh and brilliant. It preserves the
wood, keeps the weather out and the
color in. It is the **ONE** Green that is
free from arsenic or verdigris.

BEWARE OF IMITATIONS

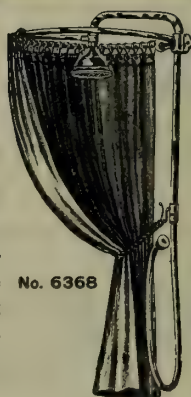
JOHN LUCAS & CO.

NEW YORK, PHILADELPHIA, CHICAGO

**PLUMBING
GOODS**



SHOWERS are season-
able goods. We have
some, similar to this cut
made of heavy seam-
less tube—with curtain,
at Special price.



The **ELGIN** Low Tank Closet Com-
bination includes our Noiseless Tank,
lined with full weight copper, containing
our own special fittings. Each Tank
carefully made and tested before Ship-
ment.

A good outfit at reasonable price.



FOLDING LAVATORY FOR YACHTS
With Nickel-Plated Supply Pump and
Porcelain Bowl.



PUMP CLOSET FOR YACHTS
For installation below Water Line. Occupies
space 14x18 inches, weight 25 pounds.

93-97 Adelaide Street
TORONTO

The James Morrison Brass Mfg. Co., Limited

Plumbers' Supplies

Marine Brass and Sanitary Fixtures

Heating and Housefurnishings

FURNACE EFFICIENCY AND FANS.

It is very evident, says the Metal Worker, that those furnacemen who take an interest in their work are far in advance of those who merely pursue it as a means of providing an income. There appears to be a point where the ways diverge, one way leading to cheap work in which the selection of the furnace, arrangement of the piping, and the character of the workmanship all lead to the conclusion that the low price sought may be reached, whether profits are made or not. The other way leads to intelligent search for better methods to produce better results, which will satisfy the customers. Customers will raise little or no objection to an increase of price provided what they buy satisfies them.

J. C. Poreh, of Poreh & Hartman, Findlay, O., recently read an article in reference to use of small fans in connection with furnace heating systems. The sketch shown herewith illustrates the device described by Mr. Poreh:

He says that it will be noted from the sketch that it was impossible to give much pitch to the pipes, consequently the air movement was sluggish, and the heating was unsatisfactory, even when the furnace was forced. From this furnace there are six 10-in. hot air pipes, all running to the first floor, with 10x12-in. registers. The longest pipe was 12 feet in length and the rest were about 6 feet long. The combined delivery outlets for hot air amounted to 468 square inches. Cold air was taken from the inside only, running a 26-in. round galvanized iron duct from a 24x30-in. register face to a 15x30-in. collar attached to the casing of the furnace at the back.

As a result of the unsatisfactory circulation a 14-in. electric fan was placed in the air duct, as shown, wired so that it could be set in operation or stopped as occasion required by means of a switch from the floor above. On the first experiment the results were more than pleasing. In reference to it the customer states that he is satisfied that he has at least one-third more air moving with a more satisfactory velocity and in the 30 days, which were the coldest part of the winter, he saved one-quarter of the fuel used during the preceding month and only used the fan in the morning until the house was comfortably warmed. The expense for operating the fan was \$1 for 30 days.

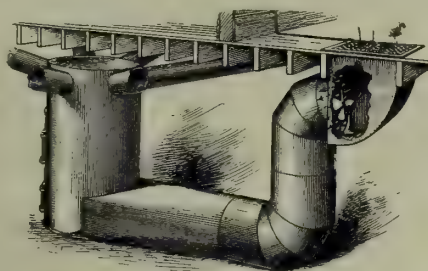
Helps Flow of Air.

Some interesting deductions may be drawn from this experience and it should lead to the more frequent use of every available means to eliminate friction and accelerate the flow of air in furnace pipes and air flues. It supports the old idea that furnace pipes must have a good pitch. Too little attention is paid to these points in a great deal of furnace work, though we are glad to note changes in stack boot construction, and a seek-

ing for patterns for a boot that will facilitate the flow of air and proper heating. However, there are cases where conditions are difficult and there may be hesitancy to recommend the use of a fan without the information Mr. Poreh gives. A dollar's worth of coal would not go very far toward meeting the demands of a month of extremely cold weather like February of this year. Yet a dollar's worth of fan service has accomplished in this case what it seems had been impossible from heavy firing.

Decrease in Fuel Consumption.

This is a very important point and doubtless there are many furnace plants in use which give all the service desired by the addition of a fan, and the saving in fuel would more than pay for the cost of operating the fan. This cost is an important feature, but the more important consideration is the fact that with the fan there is that lively movement of the air which effects a satisfactory distribution and heating of every



Furnace with Fan Attachment.

room connected with the furnace. The wiring of such a fan is a quite simple matter and wherever electricity is available we look to the more frequent use of fans as an adjunct of the furnace heating system. If the information which comes to us is finally verified the furnaceman where there is no electricity available will not be left without recourse to the fan in emergency. Different concerns have now in course of completion fans and motors adapted for service under all conditions, which when ready for the market will be brought to the attention of the furnace trade. The observations we have had the opportunity of making of the use of fans in connection with furnaces have all shown that better service is rendered by the system and a higher efficiency developed by the furnace without increase in the fuel consumption.

NEW GAS BURNER.

A burner arranged to prevent the undesirable backflash, especially when lighting the burner, and to insure a proper mixture of the gas and air, and hence the production of a powerful flame, has been patented by P. Mischke, East Rutherford, N.J.

CLASSIFYING STOVES AND DRAFTS.

An American stove dealer suggests that manufacturers test their ranges and give the draft suitable for each range expressed in inches of water column placed above the cut of the range on the pages of the catalogue. Then when a customer picks out a range the dealer could test the chimney and if the draft was right he could set up the range knowing then that there would not be any trouble with the baking. If the chimney did not show the required draft he could inform the customer who could rebuild the chimney to make it give results, or he could buy a range that would work with the draft which the chimney would furnish. The writer adds: "It is a well known fact that ranges from some factories do not respond to the draft of a chimney, while other ranges will operate very satisfactorily, and why should the stove dealer be compelled to test them? Why not get to the base of the matter at once and know where we are? It would be dollars in the pockets of all stove dealers to know."

NEW WARM AIR FURNACE.

Economy in fuel is always the first thing to be considered in purchasing a stove or furnace, more especially in the countries where fuel is scarce and expensive. This idea has been prominent in the mind of J. E. Albinson, Washington, D.C., who has designed and patented a new furnace construction. Mr. Albinson claims that he uses a smaller firepot to accomplish the same result than is reached by furnaces having a construction in which less attention is paid to fire travel and to utilizing the heat of the gases as well as the direct radiant heat from the fire. Below is given the description of this new furnace as contained in an exchange:

"It consists of the usual base ring and ashpit and is equipped with a grate of the labor-saving type, arranged so that a slicer bar has access to its entire surface. The grate is constructed to allow the largest possible proportion of free air space to facilitate that combustion which consumes the gases and fills the combustion chamber and the radiating drums with a sheet of flame. Above the grate rests the firepot, and in order to avoid any possibility of overheating at the front where the air does not naturally pass a slide is made in the front of the furnace, so that air can enter from the cellar, the slide being closed when the ashes are being removed or fuel is being added to the fire.

"On the top of the firepot is a large combustion chamber connecting with an upright outlet flue in the rear, in which there is a damper, which when open affords a direct draft. When closed the products of combustion must pass down into the steel drum, which is of the crescent shape, and then divide and pass around each side to the front, where entrance is found to another crescent shaped radiator and the gases then pass around each side to the back and enter another lower crescent shaped radiator, leading to the front.

At the front the gases rise through a special chamber to the top and enter an annular drum surrounding the top of the main combustion chamber. In this drum they are reheated, and the claim is made that any gas which is not consumed is here ignited to render further service in the furnace and also to afford that temperature in the flue which insures a sufficient draft to operate a furnace of such long fire travel. It is claimed that this construction provides for a thorough combustion of all the gases and the utilization of the principal heat generated in the consumption of the fuel. It is also pointed out that the large expanse of heating surface exposed to the air in passing through the furnace is endowed with a heating capacity as great as if the furnace were equipped with the size of firepot usually provided in furnaces having the same diameter of casing.

NEW HEATING CATALOGUES.

Warden King & Son, Montreal, have issued three booklets describing respectively their "Daisy Boilers," "Iron Pipe Fittings," and "Soil Pipe and Fittings." The booklet on Daisy Boilers contains a detailed description of them, with illustrations and the latest prices. With the March, 1907, catalogue of soil pipe and fittings, containing illustrations and full price list, is a detached discount sheet applying to that catalogue on all soil pipe and fittings. Their 55-page catalogue of iron pipe fittings is well illustrated and contains full price lists on all their lines of manufacture. These booklets will prove valuable to the steamfitting trade and may be had on application to Cluff Bros., Toronto, agents for Warden King & Son. Mention this paper.

LAWN MOWER SHARPENER.

An apparatus for sharpening lawnmowers has been invented by E. C. Springer, of Mason City, Iowa. The purpose is to simplify a similar device previously invented by Mr. Springer. On the new sharpener it is not needful to remove the wheels or change the gearing before placing a mower on it it being only necessary to turn the mower upside down and clamp it in position upon the sharpener, on which the wheels may be revolved through the medium of a clamp-handle.

SOD TRIMMER.

D. L. Rose, Mankato, Minn., has invented a new sod and walk trimmer. The tool, when moved along the sidewalk, will trim the sod, and by the inner inclined face of the guide-gauge throw all dirt and the like beyond the excavation formed by the cutters.

ELECTRIC FIXTURE BUSINESS.

An electric fixture manufacturing business will be established by T. E. Essery in Toronto.

NEW LINE OF STOVES.

The Down Draft Furnace Co., Galt, are to put a line of stoves on the market.

PLUMBING MARKETS

MONTREAL.

Office of **HARDWARE AND METAL,**
232 McGill Street,
Montreal, May 10, 1907

Things are now at their best in the plumbing market, and the present record has never been approached, much less equalled. People are buying freely and orders are coming in from all parts of the country.

The wave of prosperity seems to have spread all over the Dominion, and dealers have become reconciled to the high prevailing prices, and very little kicking is heard.

Although lead eased off slightly during the week, no reduction was made in the Montreal prices, and the outlook for some time to come is for a continuance of present, if not higher, figures. At least, this is what we take from present indications.

RANGE BOILERS—Remain unchanged. That is, good demand and firm and unchanged prices. Iron clad, 30-gal., \$5; 40-gal., \$6.50, net list; copper, 30-gal., \$33; 35-gal., \$38; 40-gal., \$43.

LEAD PIPE—The slight easing off in the lead market during the week has had no effect on this article. The discount remains 5 per cent. f.o.b. Montreal.

IRON PIPE FITTINGS—Although in quite heavy demand, stock seems to be ample. Quotations remain: Discounts on nipples, 1-4 to 3-inch, 65 per cent.; larger sizes, 67½ per cent.

IRON PIPE—Last week's advance is well maintained: 1-inch, \$16.50; discounts on black are now 68 per cent.; galvanized, 58 per cent.

SOIL PIPE AND FITTINGS—No changes to report. Standard soil pipe, 50; standard fittings, 50 and 10; medium and extra heavy soil pipe, 60; fittings, 60 per cent.

SOLDER—Prices are: Bar solder, half-and-half, guaranteed, 25c.; wiping solder, 22c.

ENAMELWARE—Canadian baths, see Jan. 3, 1907, lists. Lavatories, discounts, first quality, 30 per cent.; special, 30 and 10 per cent.; sinks, 18 by 30-inch, flat rim, first quality, \$2.60; special, \$2.45.

TORONTO.

Office of **HARDWARE AND METAL,**
10 Front Street East,
Toronto May 10, 1907.

Plumbing trade conditions have improved little over last week; the demand is steady and is strengthening; supplies are well up to the orders. The pending strike in the plumbing trade is not yet having any considerable deterrent influence on the trade.

The strike will probably reach its culmination point next Wednesday, when the agreement between the union plumbers and their employers terminates.

Prices on soil pipe are unsteady and fluctuating, and a little scarcity obtains in the smaller sizes of iron pipe. Prices on enamelware and radiators are still being slashed.

LEAD PIPE—Business in this line is steady, with no change in prices. We continue to quote: Lead waste, 5 off; caulking lead 5½c to 6½c per lb.; traps and bends, 40 per cent. off.

SOLDER—Bar solder, half-and-half, guaranteed, 27c.; wiping, 23c.

IRON PIPE—Some difficulty is still experienced in securing smaller sizes. Prices remain firm and unchanged. We continue to quote: 1-inch black pipe, \$5.12; 1-inch galvanized, \$6.77.

IRON PIPE FITTINGS—The situation in these is unchanged. Prices are firm: Cast iron fittings, 57½ per cent.

SOIL PIPE—The market in this line is open, but we nominally quote: Light pipe, 50 per cent.; light fittings, 50 and 10 per cent.; 7 and 8-inch pipe, 40 and 5 per cent.

RANGE BOILERS—We continue to quote: Galvanized iron, 30-gal., standard, \$5; extra heavy, \$7.75, net list; copper range boilers, 30-gal., \$33; 35-gal., \$38; 40-gal., \$43, 15 per cent.

ENAMELWARE—Prices are still being cut to pieces. Demand continues steady, with good supplies. We continue to quote: Lavatories, first quality, 20 and 5 to 20 and 10 off; special, 20 and 10 to 30 and 2½ per cent. discount. Kitchen sinks, plate, 300, firsts, 60 and 10 off; specials, 65 and 5 per cent. Urinals and range closets, 15 off. Fittings extra.

BELGIAN ZINC INDUSTRY.

The zinc industry at Liege, Belgium, is rapidly developing, and has become an interesting feature of Belgium's commercial developments. Consul J. C. McNally gives some particulars regarding it.

In 1906 the zinc market was particularly active and the demands exceeded the supply. In the same year the Liege company produced 93,040 tons of ingots, 67,253 tons of rolled sheets, and 9,442 tons of oxide. Of the latter United States received \$43,690 worth. The total importation of zinc ores into Belgium during 1906 amounted to 523,096 tons.

BEATER AND MIXER.

E. J. Schuirmann and T. R. Schuirmann, Chenoa, Ill., have invented a machine capable of use as egg-beater, cake-beater, cream-whipper or churn, and the object of the invention is to provide a device wherein all of the operating parts, excepting the crank, are completely inclosed during the operation of the device.

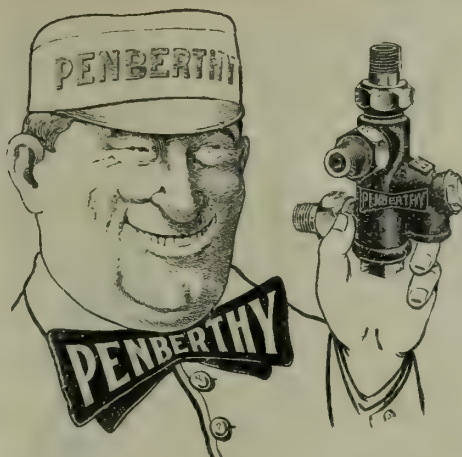
MEAT BROILER.

A broiler adapted for broiling meat, fish and game, and which, in operation, can be placed on any fire-box or surface and made of any size or thickness to suit particular purposes, has been invented by J. W. Ross, of Chillicothe, Mo.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

**"SICO"****Snap Lever Glass Oiler**

This is one of our latest designs.
Easily regulated. Quickly filled.

**"SAFETY"****An Automatic Oiler for the Crank Pin**

*When you see a smiling Engineer
you can make up your mind
that he uses Penberthy Injectors.*

Order a trial lot of
Oil Cups from your jobber.
Be sure you say **PENBERTHY**.

**Ask your jobber to send you
PENBERTHY BRASSES.**

Write us for our
Catalogue
No. 22

PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

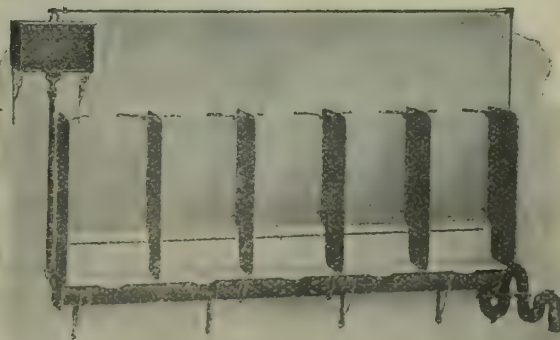
KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

THE MERIT OF**Standard Ideal Porcelain Enameled Ware**

is recognized by the leading dealers in Plumbing Equipment. **Standard Ideal Ware** is of one-piece construction, durable in character and of designs calculated to meet the requirements of the Canadian Trade.

We manufacture Bath Tubs, Sitz Baths, Shower Baths, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Sinks, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances.

The Standard Ideal Co., Limited

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO,
128 West Craig Street, MONTREAL, and 24 Telfer Block, WINNIPEG

FIT THEM WITH FITSEMALL



Mueller Fitsemall Supplies fit any bath cock as perfectly as if designed for that particular cock.

Insures an absolutely non-leakable, everlasting joint. The slip nut joint gives a perfect floor connection.

Handsome in appearance. Easy of adjustment. Users of Mueller goods are fully protected.

H. MUELLER MFG. CO.

Works and General Office
DECATUR, ILL.
West Cerro Gordo Street

Eastern Division
NEW YORK CITY
254 Canal St., cor. Laf.

Every Little While

Someone asks where do all the pumps go to. The answer is—

To supply the wants of those who know a good thing. We are willing to undertake the education of any one who does not know that



The R. McDougall Pumps are Standard.

and a catalogue which is for you contains our arguments.

Quality first; value always.



The R. McDougall Co., Limited

GALT, - CANADA

BRONZE POWDER and BRONZE LIQUIDS

ARE GUARANTEED WHEN MADE BY

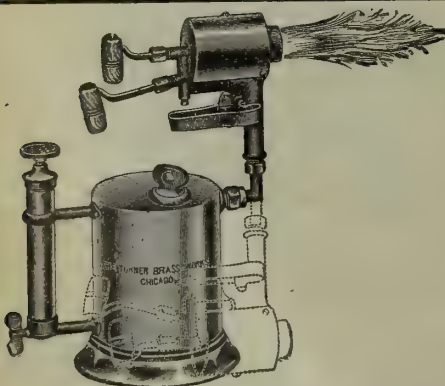
The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL - TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE.



HOTTEST ON EARTH

A sample order will convince the most skeptical. Will do more work in half the time than any other torch. Satisfaction guaranteed or money refunded. Sold by all leading Jobbers at factory prices. \$6.50 net.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - CHICAGO, U.S.A.

Manufacturers' Agents

CHARLES H. FOX

Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O.Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

"SAUGEEN BRAND" of Portland Cement

sells more than cement. Because it pleases the practical builder and architect. That means orders for Hardware Specialties. Stock "Saugeen Brand"

The Hanover Portland Cement Co., Ltd., Hanover, Ont.

CLINCH YOUR TRADE and assure your profits by letting me know your **ENAMEL WARE** wants. Quality and dispatch are the key notes of my business.

ORLANDO VICKERY

178-180 Victoria Street

TORONTO, CANADA



By Stocking

"Diamond" brand Fittings

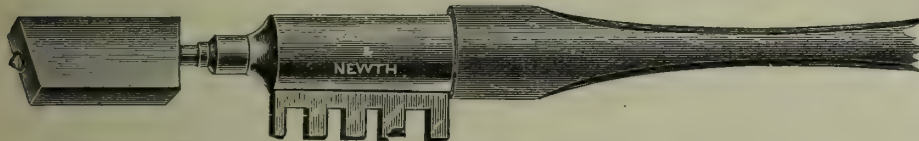
you capture the paying trade. And you keep it.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

Sharratt & Newth's Glaziers' Diamonds

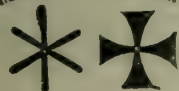
are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

REGISTERED TRADE MARK



GRANTED 1882

World's Best Cutlery

You make no mistake in specifying goods made by

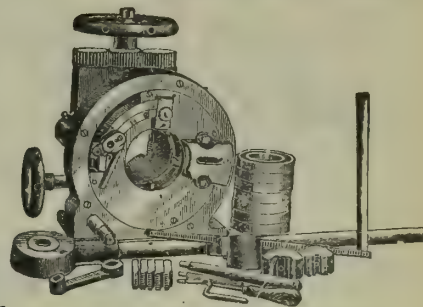
JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

A Certain Sense of Satisfaction

goes with every **MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE.** We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the **MERRELL.**

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the **MERRELL.**

This Portable Hand Machine has encased gears, **MERRELL** standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

**Catalogue for the asking.
Quick shipments.**

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER



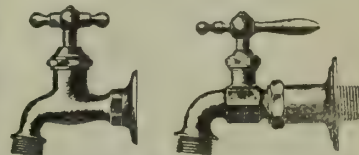
TWO FREE

for every one sent you defective.
Isn't that guarantee enough?

Clauber Brass Mfg. Co.

Expert Makers of
Fine Brass Goods

CLEVELAND - OHIO

**Forwell Foundry Co.**

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

CLAUSS BRAND EBONY HANDLED RAZORS

FULLY
WARRANTEDManufactured from finest Clauss
hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang
and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

169 Spadina Ave.

TORONTO, - ONTARIO

WRITE FOR TRADE DISCOUNT

ENAMELS.		
Subway brand	1 90	2 00
Decorative	4 20	4 30
GLUE.		
Domestic sheet	0 10	0 10 1/2
French medal	0 12	0 12 1/2

PARIS GREEN.		
Berger's Canadian		
600-lb. cask	0 27 1/2	0 27 1/2
550-lb. drums	0 27 1/2	0 27 1/2
100-lb.	0 28 1/2	0 28 1/2
60-lb.	0 28 1/2	0 28 1/2
1-lb. pkgs. 100 in box	0 29 1/2	0 29 1/2
1-lb.	0 31 1/2	0 31 1/2
1-lb. tins. 100 in box	0 31 1/2	0 31 1/2
1-lb. bag	0 32 1/2	0 32 1/2
F.o.b. Toronto.	0 32 1/2	0 32 1/2

PARIS WHITE.		
In bbls	0 93	

PREPARED PAINTS.		
Pure, per gallon, in tins	1 37	
Second qualities, per gallon	1 15	
Barn (in bbls.)	0 65	0 80
Sherwin-Williams paint	1 50	
Canada Paint Co.'s pure	1 25	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
"British Navy deck"	1 50	
Brandram-Henderson's "English"	1 45	
Ramsay's paints, Pure, per gal.	1 20	
Thistle	1 00	
Martin-Senour's 100 p.c. pure	1 40	
Senour's Floor Paints	1 20	
Jamieson's "Crown and Anchor"	1 20	
Jamieson's floor enamel	1 50	
Blanchet's preservative and floor	1 15	
Sanderson Peary's, pure	1 20	
Robertson's pure paints	1 20	

PUTTY.		
Bulk in bbls.	1 60	
Shalliders in bbls.	1 85	
25-lb. tins.	1 90	
Shalliders in bulk or tins less than 100 lb.	1 90	
Bulk in 100-lb. irons.	1 85	

SHINGLE STAINS.		
In 5 gallon lots	0 75	0 80

SHELLAC.		
White	0 65	
Fine orange	0 80	
Medium orange	0 85	
F.o.b. Montreal or Toronto.		

TURPENTINE AND OIL.		
Castor oil	0 08	0 10
Gasoline	0 22 1/2	
Benzine, per gal.	0 17	0 20
Turpentine, single barrels	0 95	0 98
Linseed Oil, raw	0 61	0 64
" boiled	0 64	0 67

WHITE LEAD GROUND IN OIL. Per 100 lb.		
Canadian pure	7 15	
No. 1 Canadian	6 80	
Munro's Select Flake White	7 40	
Elephant and Decorators' Pure	7 40	
Monarch	7 40	
Standard Decorators'	7 15	
Essex Genuine	6 80	
Brandram's B. B. Genuine	6 40	
"Anchor", pure	7 00	
Ramsay's Pure Lead	7 00	
Ramsay's Exterior	6 65	
"Crown and Anchor", pure	6 50	
Sanderson Peary's	7 40	
Robertson's O.P., lead	7 20	

WHITE AND RED LEAD. white red.		
Genuine, 560 lb. casks, per cwt	6 75	6 00
Genuine, 100 lb. kegs	7 50	6 50
No. 1, 560 lb. casks, per cwt	6 25	5 75
No. 1, 100 lb. kegs, per cwt	7 00	6 25

WINDOW GLASS		
Size United inches	Star	Double Diamond
Under 26	\$4 25	\$3 25
26 to 40	4 65	3 75
41 to 50	5 10	4 20
51 to 60	5 35	4 50
61 to 70	5 75	4 95
71 to 80	6 25	5 40
81 to 88	7 00	6 20
89 to 90		15 00
91 to 95		17 80

95 to 100	20 50
101 to 105	24 00
106 to 110	27 50
Discount—18-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.	

WHITING.		
Plain, in bbls	0 70	
Gilders bolted in bands	0 80	

WHITE DRY ZINC.		
Extra Red Seal, V.M.	0 07 1/2	0 08 1/2

WHITE GROUND ZINC.		
Pure, in 25-lb. irons	0 08 1/2	
No. 1, " "	0 07	
No. 2, " "	0 05 1/2	

VARNISHES.		
In 5-gal. lots.	Per gal.	cans.

Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 15	
" No. 1	0 80	
" union	0 80	
Light oil finish	1 40	
Gold size japan	1 80	
Brown japan	0 95	
No. 1 brown japan	0 95	
Baking black japan	1 35	
No. 1 black japan	0 80	
Benzine black japan	0 70	
Crystal Damar	2 80	
No. 1	2 50	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lighting dryer	0 75	
Siastite varnish, 1 gal. can, each	2 00	
Granite floor varnish, per gal.	2 50	
Maple Leaf coach enamels; size 1	1 20	
Sherwin-Williams' kopal varnish, gal.	2 50	
Canada Paint Co.'s sun varnish	2 00	
"Kyanite" Interior Finish	2 40	
"Flint-Lac" coach	1 80	
B. H. Co.'s "Gold Medal" in cases	2 00	
Jamieson's Copalene, per gal.	2 00	

BUILDERS' HARDWARE.

BELLS.		
Brass hand bells, 60 per cent.		
Nickel, 55 per cent.		
Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	1 35	0 40
Peterboro' door bells, discount 37 1/2 and 10 per cent. off new list.		

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.	2 25	
Ready roofing, 2-ply, not under 45 lb. per roll	1 00	
Ready roofing, 3-ply, not under 65 lb. per roll	1 25	

Carpet Felt	per ton	60 00
Heavy Straw Sheathing	per ton	35 00
Dry Surprise	per ton	0 40
Dry Sheathing	per roll, 400 sq. ft.	0 50
Tar	" 400 "	0 45
Dry Fibre	" 400 "	0 55
Tarred Fibre	" 400 "	0 65
O. K. & I. X. L.	" 400 "	0 70
Resin-sized	" 400 "	0 45
Oil Sheathing	" 800 "	1 00
Oiled	" 400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof	small packages	0 25
Redned Tar	per barrel	5 00
Coal Tar	per gal.	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 80
Slate's straw	per roll	0 70
Heavy Straw Sheathing f.o.b. St. John and Halifax		37 50

BUTTS.		
Wrought Brass, net revised list.		
Wrought Iron, 70 per cent.		
Cast Iron Loose Pin, discount 60 per cent.		
Wrought Steel Fast Joint and Loose Pin, 70 per cent.		

CEMENT AND FIREBRICK.		
Canadian Portland	2 00	2 10
Belgium	1 60	1 80
White Bros. English	1 80	2 05
" Lafarge " cement in wood	3 40	
" Lehigh " cement, in wood	3 54	

'Lehigh' cement, cotton sacks	2 39
'Lehigh' cement, paper sacks	2 31
Fire brick, Scotch, per 1,000	\$7 00 30 00
Stable pavers, 12"x16"x2", ex wharf	17 00 21 00
" English, low	23 00 25 00
" high	27 60 35 00

Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000	35 00
Blue metallic, 9"x4"x3", ex wharf	50 00
Stable pavers, 12"x16"x2", ex wharf	36 00

DOOR SETS.		
Peterboro, 37 1/2 and 10 per cent.		

DOOR SPRINGS.		
Torrey's Rod	per doz.	1 75
Coil, 4 to 11 in.	"	1 85
English	"	2 00
Chicago and Reliance Coil 25 per cent.		4 00

STORE DOOR HANDLES.		
Per Dozen	1 00	1 50

ESCUTOCHONS.		
Discount 50 and 10 per cent., new list		
Peterboro, 37 1/2 and 10 per cent.		

ESCUTOCHON FINS.		
Iron, discount 40 per cent.		
Brass, 45 per cent.		

Hinges.		
Blind, discount 60 per cent.		
Heavy T and strap, 4-in., per lb. net	0 06	
" 5-in., " "	0 05 1/2	
" 6-in., " "	0 05 1/2	
" 8-in., " "	0 05 1/2	
" 10-in. and larger	0 05	

Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in.	per 100 lb.	4 65
over 12 in.	"	3 65
Spring, No. 20, per gro. pairs		10 80
Spring, Woodrat pattern, per gro.	No. 5,	
\$17.50 No. 10, \$18; No. 20, \$10.80; No.		
12 \$20; No. 51, \$10; No. 50, \$27.50.		
Crate hinges and back flaps, 65 and 5 p. c.		
Hinge hasps, 65 per cent.		

SPRING HINGES.		
Chicago Spring Butts and Blanks 12 1/2 percent.		
Triple End Spring Butts, 30 and 10 per cent.		
Chicago Floor Hinges, 37 1/2 and 5 off.		
Garden City Fire House Hinges, 12 1/2 p.c.		

CAST IRON HOOKS.		
Bird cage	per doz.	0 50
Clothes line, No. 61	"	0 70
Harnes	"	0 60
Hat and coat	per gro.	1 10
Chandelier	per doz.	0 50
Wrought hooks and staples—		
1/2 x 5	per gross	2 65
5-16 x 5	"	3 30

Bright steel gate hooks and staples, 40 p.c.		
Hat and coat wire, discount 62 1/2 per cent.		
Screw, bright wire, discount 65 per cent.		

KNIVES.		
Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75
Harnes, Genuine	"	6 00
Shutter, porcelain	F. & L.	9 00
screw	per gross	1 30
White door knobs	per doz.	2 00
Peterboro knobs, 37 1/2 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.		
Lock, Canadian dis.	40 to 40 and 10 per cent.	
Cabinet trunk and padlock		
American	per gross	0 60

LOCKS.		
Peterboro, 37 1/2 and 10 per cent.		
Russell & Erwin steel rim \$2.50 per doz		
Eagle cabinet locks, discount 30 per cent.		
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.		

SAND AND EMERY PAPER.		
B. & A. sand, discount, 35 per cent		
Emery, discount 35 per cent.		
Garnet (Rutro's) 5 to 10 per cent. advance		

SAND WHEELS.		
Sectional	per 100 lb.	2 00
Solid	"	1 50

SASH COORD.		
Per lb.		0 31

BLIND AND RED STAPLES.		
All sizes, per lb.	0 07 1/2	0 1

WROUGHT STAPLES.		
Galvanized		2 75
Plain		2 60
Coopers', discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
Bright spear point, 75 per cent. discount.		

TOOLS AND HANDLES.

ADZES.		
Discount 22 1/2 per cent.		

AUGERS.		
Gilmour's, discount 60 per cent. off list.		

AXES.		
Single bit, per doz.	8 00	9 00
Double bit, " "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	5 75	
" hunters	5 25	

BITS.		
Irwin's auger, discount 47 1/2 per cent.		
Gilmour's auger, discount 60 per cent.		
Rockford auger, discount 50 and 10 per cent.		
Jennings' Gen. auger, net list.		
Gilmour's car, 47 1/2 per cent.		
Clark's expansive, 40 per cent.		
Clark's gimlet, per doz.	0 65	
Diamond, Shell, per doz.	1 00	
Nail and Spike, per gross	2 25	

BUTCHERS' OLMAVERS.		
German	per doz.	7 00
American	"	12 00

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's aug. 47½ per cent.

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

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We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

CUTLERY AND SILVERWARE.

RAZORS.	
per doz.	
Elliot's	4 00 18 00
Boker's	7 50 11 00
King Cutter	13 50 18 50
Wade & Butcher's	3 60 10 00
Lewis Bros. "Klean Cutter"	8 50 10 50
Henckel's	7 50 20 00
Berg's	7 50 20 00
Claude Razors and Strope, 50 and 10 per cent	
KNIVES.	
Farriers-Stacey Bros., doz.	3 50
PLATED GOODS	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 10, fancy, 40 and 5.	
SHEARS.	
Claude, nickel, discount 60 per cent.	
Claude, Japan, discount 67 1/2 per cent.	
Claude, tailors, discount 40 per cent.	
Seymour's, discount 50 and 10 per cent.	
Berg's.	6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.	
Woodyatt Hudson, per doz., net	4 50
BIRD CAGES.	
Brass and Japanned, 40 and 10 p.c.	
COPPER AND NICKEL WARE.	
Copper boilers, kettles, teapots, etc.	30 p.c.
Copper pitta, 20 per cent.	
ENAMELED WARE.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 p.c.	
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Japanned ware, discount 45 per cent.	
Hollow ware, tinned cast, 35 per cent. off.	
KITCHEN SUNDRIES.	
Oven openers, per doz.	0 40 0 75
Mincing knives per doz.	0 50 0 80
Duplex mouse traps, per doz.	0 60 0 65
Potato mashers, wire, per doz.	0 60 0 70
" wood	0 0 0 60
Vegetable slicers, per doz.	2 25
Universal meat chopper No. 0, \$1; No. 1, 1.15.	
Enterose chopper, each	1 30
Spiders and fry pans, 50 per cent.	
Star Al chopper 5 to 32	1 35 4 10
" 100 to 103	1 35 2 00
Kitchen hooks, bright	0 62 1/2

LAMP WICKS.	
Discount, 60 per cent.	
LEMON SQUEEZERS.	
Porcelain lined..... per doz.	2 20 5 60
Galvanized.....	1 87 3 35
King, wood.....	2 75 2 90
King, glass.....	4 00 4 50
All glass.....	0 50 0 90
METAL POLISH.	
Tandem metal polish paste.....	6 00
PICTURE NAILS.	
Porcelain head..... per gross	1 35 1 50
Brass head.....	0 40 1 00
Tin and gilt, picture wire, 75 per cent.	
SAD IRONS.	
Mrs. Potts, No. 55, polished..... per set	0 80
" No. 50, nickle-plated,"	0 92
Common, plain.....	4 50
" plated.....	5 50
Asbestos, per set.....	1 25

TINWARE.

CONDUCTOR PIPE.	
2 in. plain or corrugated, per 100 feet.	
\$3.30; 3 in., \$4.40; 4 in., \$5.8; 5 in., \$7.45;	
6 in., \$9.9.	
FAUCETS.	
Common, cork-lined, discount 35 per cent.	
EAVETROUGHS.	
10-inch..... per 100 ft.	3 30
FACTORY MILK CANS.	
14 account off revised list, 35 per cent.	
Milk can trimmings, discount 25 per cent.	
Creamery Cans, 45 per cent	

LANTERNS.	
No. 2 or 4 Plain Cold Blast..... per doz.	6 50
Lift Tubular and Hinge Plain, " "	4 75
No. 6, safety.....	4 00
Better quality at higher prices.	
Japanning, 50c. per doz. extra.	
Prism globes, per doz., \$1.20.	

OILERS.	
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal- ion, per dozen	10 92
Davidson oilers, discount 40 per cent.	
Zinc and tin, discount 50 per cent.	
Coppered oilers, 20 per cent. off.	
Brass oilers, 50 per cent. off.	
Malleable, discount 25 per cent	

PAIS (GALVANIZED).	
Dufferin pattern pails, 45 per cent.	
Flaring pattern, discount 45 per cent.	
Galvanized washtubs 40 per cent.	

PIECED WARE.	
Discount 35 per cent off list, June, 1899.	
10-qt. flaring sap buckets, discount 35 per cent.	
6, 10 and 14-qt. flaring pails dis. 35 per cent.	
Copper bottom tea kettles and boilers, 30 p.c.	
Coal hods, 40 per cent.	

STAMPED WARE.	
Plain, 75 and 12 1/2 per cent. off revised list.	
Retified, 72 1/2 per cent. revised list.	

SAP SPOUTS.	
Bronzed iron with hooks..... per 1,000	7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.	
5 and 6 inch, per 100 lengths	7 91
7 inch.....	8 18
Nestable, discount 40 per cent.	

STOVEPIPE ELBOWS.	
5 and 6-inch, common..... per doz.	1 32
7-inch.....	1 43
Polished, 15c. per dozen extra.	

THERMOMETER.	
Tin case and dairy, 75 to 75 and 10 per cent.	
TINNERS' SNIPS.	
Per doz.....	3 00 15
Claude, discount 35 per cent.	

TINNERS' TRIMMINGS.	
Discount, 45 per cent.	

WIRE.

ANNEALED CUT HAY BAILING WIRE.	
No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.2; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 10; lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.	

BRIGHT WIRE GOODS.	
Discount 62 1/2 per cent.	

CLOTHES LINE WIRE.	
7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$1.70; 8 wire solid line, No. 17, \$4.45; No. 18, \$2.80; No. 19, \$2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.	

COILED SPRING WIRE.	
High Carbon, No. 9, \$2.90; No. 11, \$3.45; No. 1, \$3.15.	

COPPER AND BRASS WIRE.	
D count 37 1/2 per cent.	

FINE STEEL WIRE.	
Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5 - No. 18, \$5.50 - No. 19, \$6 - No. 20, \$6.65 - No. 21, \$7 - No. 22, \$7.30 - No. 23, \$7.65 - No. 24, \$8 - No. 25, \$8.30 - No. 26, \$8.50 - No. 27, \$10 - No. 28, \$11 - No. 29, \$12 - No. 30, \$13 - No. 31, \$14 - No. 32, \$15 - No. 33, \$16 - No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2 - Nos. 26-31, \$4 - Nos. 32-34, \$6. Coppered, 75c.-olling, 10c.-in 25-lb. bundles, 15c.-in 5 and 10-lb. bundles, 25c.-in 1-lb. hanks, 25c.-in 1-lb. hanks, 35c.-in 1-lb. hanks, 50c.-packed in casks or cases, 15c.-bagging or papering, 10c.	

FENCE STAPLES.	
Bright.....	2 75
Galvanized.....	3 15

HAY WIRE IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85; f.o.b., Montreal.	
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GALVANIZED WIRE.

Per 100 lb.-Nos. 4 and 5, \$3.70 - Nos. 6, 7, 8, \$3.15 - No. 9, \$2.50 - No. 10, \$3.20 - No. 11, \$3.25 - No. 12, \$2.65 - No. 13, \$2.75 - No. 14, \$3.75 - No. 15, \$4.30 - No. 16, \$4.30 from stock. Base sizes, Nos. 6 to 9, \$2.35 f.o.b. Cleveland. In carlots 12c. less.	
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LIGHT STRAIGHTENED WIRE.	
Over 20 in.	
Gauge No. per 100 lbs. 10 to 20 in. 5 to 10 in.	
0 to 5	\$0.50 \$0.75
6 to 9	0.75 1.25
10 to 11	1.00 1.75
12 to 14	1.50 2.25
15 to 16	2.00 3.00

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.30; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.	
Extra net per 100 lb.-Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.	

POULTRY NETTING.	
2 in mesh 19 w.g., discount 50 and 5 per cent. All others 50 per cent.	

WIRE CLOTH.	
Painted Screen, in 100-ft. rolls, \$1.62 1/2, per 100 sq. ft.; in 50-ft. rolls \$1.67 1/2, per 100 sq. ft. Terms, 2 per cent. off 30 days.	

WIRE FENCING.	
Galvanized barb.....	2 95
Galvanized, plain twist.....	3 30
Galvanized barb, f.o.b. Cleveland, \$2.70 for small lots and \$2.60 for carlots.	

WOODENWARE.

CHURNS.	
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount, Taylor-Forbes, 30 and 30 per cent.	

CLOTHES REELS.	
Davis Clothes Reels, dis. 40 per cent.	

LADDERS, EXTENSION.	
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c. Waggoner Extension Ladders, dis. 40 per cent.	

MOPS AND IRONING BOARDS.	
"Best" mops.....	1 25
"900" mops.....	1 25
Folding ironing boards.....	12 00 16 50

REFRIGERATORS.	
Discount, 40 per cent.	

SCREEN DOORS.	
Common doors, 2 or 3 panel, walnut stained, 4-in. style..... per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in. style..... per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.....	9 55

WASHING MACHINES.	
Round, re-acting per doz.	60 00
Square	63 00
Eclipse, per doz	64 00
Dowdell	39 00
New Century, per doz	75 00
Daisy.....	64 00

WRINGERS.	
Royal Canadian, 11 in., per doz.	34 00
Royal American, 11 in.	34 00
Eze, 10 in., per doz	3 75
Terms, 2 per cent, 30 days.	

MISCELLANEO

AXLE GREASE.	
Ordinary, per gross.....	6 00 7 00
Best quality.....	10 00 12 00

BELTING.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 p.c.	
Agricultural, not wider than 4 in., 75 per cent	
Lace leather, per side, 75c.; cut laces, 80c.	

BOOT CALKS.	
Small and medium, ball..... per M	4 25
Small heel.....	4 50

CARPET STRETCHERS.	
American..... per doz.	1 00 1 50
Bullard's.....	6 50

CASTORS.	
Bed, new list, discount 55 to 57 1/2 per cent.	
Plate, discount 52 1/2 to 57 1/2 per cent.	

PINE TAR.	
1 pint in tins..... per gross	7 80
" " " " " "	9 60

PULLEYS.	
Hothouse..... per doz.	0 55 1 00
Axle.....	0 22 0 33
Screw.....	0 22 1 00
Awning.....	0 35 2 50

PUMPS.	
Canadian cistern.....	1 40 2 00
Canadian pitcher spout.....	1 80 3 16
Berg's wing pump, 75 per cent.	

ROPE AND TWINE.	
Sisal.....	0 10 1/2
Pure Manila.....	0 15 1/2
"British" Manila.....	0 12 1/2
Cotton, 3-16 inch and larger.....	0 23 1/2
" 5-32 inch.....	0 25 3/4
" 1 inch.....	0 25 3/8
Russia Deep Sea.....	0 16
Jute.....	0 09
Lath Yarn, single.....	0 10
" double.....	0 10 1/2
Sisal bed cord, 48 feet..... per doz.	0 65
" 60 feet.....	0 80
" 72 feet.....	0 96

Twine.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply.....	0 25
" 4-ply.....	0 29
Mattress twine per lb.	0 33 0 45
Staging.....	0 27 0 35

BINDER TWINE.	
500 feet, sisal.....	0 09 1/2
500 " standard.....	0 09 1/2
600 " " manilla.....	0 10 1/2
650 " " " ".....	0 12 1/2
" " " " " ".....	0 13 1/2
Car lots, j.c. less; -ton lots, j.c. less.	
Central delivery.	

SCALES.	
Gurney Standard, 40 per cent.	
Gurney Champion, 50 per cent.	
Burrow, Stewart & Milne.....	1 50
Imperial Standard, discount 40 per cent.	
Weigh Beams, discount 40 per cent.	
Champion Scales, discount 50 per cent.	
Fairbanks standard, discount 35 per cent.	
" Dominion, discount 55 per cent.	
" Richelieu, discount 55 per cent.	
Warren new Standard, discount 40 per cent.	
" " Champion, discount 50 per cent.	
" Weighbeams, discount 35 per cent.	

STONES-OIL AND ROYTHE.	
Washita..... per b.	0 25 0 37
Hindustan.....	0 06 0 10
" alip.....	0 18 0 20
" Axe.....	0 10
Deer Creek.....	0 19
Deerlick.....	0 25
" Axe.....	0 15
Lily white.....	0 43
Arkansas.....	1 50
Water-of-Ayr.....	0 10
Scythe..... per gross	3 50 6 00
Grind, 40 to 200 lb., per ton.....	20 00 22 00
" under 40 lb.,.....	24 00
" 300 lb. and over.....	26 00

Nicholson File Co., MADE BY Dominion Wks. **Port Hope, Ont.**

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CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine.

Alabastine Co., Limited, Paris, Ont.

Auditors.

Davenport, Pickup & Co., Winnipeg.

Awnings.

Tobin Tent and Awning Co., Ottawa

Babbitt Metal.

Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co., Montreal.

Bath Room Fittings.

Forryth Efg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.

Gutta Percha and Rubber Mfg.
Toronto.
Sadler & Haworth Toronto.

Bicycles and Accessories.

Johnson's, Iver, Arms and Cycle Works
Fitchburg, Mass.

Binder Twine.

Consumers Cordage Co., Montreal.

Bolts.

Toro to & Belleville Rolling Mills,
Belleville.

Box Strap.

J. N. Warrington, Montreal.

Brass Goods.

Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.

Canadian Bronze Powder Works, Mon-
treal.

Brushes.

Ramsay, A., & Son Co., Montreal.
United Factories, Toronto.

Cans.

Acme Can Works, Montreal.

Builders' Tools and Supplies.

Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Luffkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.

Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.

Guelph Spring and Axle Co., Guelph.

Carpet Beatas.

Ontario Metal Novelty Co., Toronto.

Cartridges.

Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.

Greening, B., Wire Co., Hamilton.

Churns.

Dowdell Mfg. Co., Hamilton.

Clippers—All Kinds.

American Shearer Mfg. Co., Nashua, N.H.

Clothes Reels and Lines.

Hamilton Cotton Co., Hamilton, Ont.

Clutch Nails.

J. N. Warrington, Montreal.

Cordage.

Consumers Cordage Co., Montreal.

Cork Screws.

Erie Specialty Co., Erie, Pa.

Cow Ties.

Greening, B., Wire Co., Hamilton

Cut Glass.

Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.

Birkett, Thos., & Son Co., Ottawa.
Clausen Shear Co., Toronto.
Dorcken Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
Heinrichs, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London,
Eng.
Lampough, F. W., & Co., Montreal.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.

Canadian General Electric Co., Toronto.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.

Cameron & Campbell Toronto.

Enameled Ware

Kemp Mfg. Co., Toronto.

Engines, Supplies, etc.

Kerr Engine Co., Walkerville, Ont.

Eavetroughs

Wheeler & Bain, Toronto

Fencing—Woven Wire

Dominion Wire Mfg. Co., Montreal.
Owen Sound Wire Fence Co., Owen
Sound.
Banwell Hoxie Wire Fence Co.,
Hamilton.

Files and Rasps.

Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.

Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co.,
Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works
Fitchburg, Mass.

Food Choppers

Enterprise Mfg. Co., Philadelphia, Pa.
Lampough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville, Ont.

Furnaces.

Pease Foundry Co., Toronto.

Galvanizing.

Canada Metal Co., Toronto.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co.,
Toronto.

Glass Ornamental

Hobbs Mfg. Co., London
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds.

Gibson, J. B., Montreal.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Handles.

Still, J. H., Mfg. Co.

Harvest Tools.

Marle Leaf Harvest Tool Co., Tillson-
burg, Ont.

Hoekey Sticks

Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.

Frothingham & Workman, Montreal.
Montreal Rolling Mills Co., Montreal.
J. N. Warrington, Montreal.

Horse Blankets.

Honey, E. N., & Co., Montreal.

Horseshoes and Nails.

North Bros. Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capwell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills,
Belleville.

**Hot Water Boilers and Radi-
ators.**

Cluff, R. J., & Co. Toronto.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.

Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.

Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.

Montreal Rolling Mills, Montreal.

Iron Pumps.

Lampough, F. W., & Co., Montreal.
McDougall, E., Co., Galt, Ont.

Lanterns.

Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.

Birkett, Thos., & Son Co., Ottawa.
Frothingham & Workman, Montreal.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Mower Grinders

Root Bros. & Co., Plymouth, Ohio.

Ledgers—Loose Leaf.

Business Systems Toronto.
Copeland-Chatterton Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Lithographing.

London Printing & Lithographing Co.,
London, Ont.

Locks, Knobs, Escutcheons, etc.

Peterborough Lock Mfg. Co., Peter-
borough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.

Pink, Thos., & Co., Pembroke Ont.

Lye

Gillett, E. W., & Co., Toronto

Manufacturers' Agents.

Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.

Metals.

Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Eadie, H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New
Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.

Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston,
Ont.

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Nails Wire

Dominion Wire Mfg. Co., Montreal.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Dols, P. D., & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jameson, R. C., & Co., Montreal.
Lucas, John & Co., New York.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ottawa Paint Works, Ottawa.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcey & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal.
Standard Paint and Varnish Works
Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint & Glass Co., Winnipeg

Perforated Sheet Metals.

Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.

Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Glauber Brass Co., Cleveland, Ohio.
Jardine, A. B., & Co., Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshaw
Robertson, Jas., Co., Montreal.
Robertson, Jas. Co., Limited, Toronto
Somerville, Limited, Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope.
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Polishes.

Majestic Polishes, Toronto

Portland Cement.

International Portland Cement Co.
Ottawa, Ont.
Hanover Portland Cement Co., Han-
over, Ont.

Hyde, F., & Co., Montreal.

Thompson B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.

Printing.

London Printing & Lithographing Co.,
London, Ont.

Razors.

Clausen Shear Co., Toronto.

Refrigerators.

Fabien, C. P., Montreal.

Registers.

Pease Foundry Co., Toronto.

Roofing Supplies.

Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Wheeler and Bain, Toronto

Saws.

Atkins, E. C., & Co., Indianapolis, Ind.
Sharly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.

Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.

Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.

Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co.,
Ingersoll, Ont.

Soil Pipe

McFarlane, V. alter, Glasgow

Sewer Pipes

Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shelf Boxes.

Cameron & Campbell, Toronto.

Shears, Scissors.

Clausen Shear Co., Toronto.

Shovels and Spades.

Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.

Hutton, Wm., & Sons, Ltd., London,
Eng.
McGlashan, Clarke Co., Niagara Falls,
Ont.

Phillips, Geo., & Co., Montreal.

Round, John, & Son, Sheffield, Eng.

Skates.

Canada Cycle & Motor Co., Toronto.

McFarlane, Walter, Glasgow.

Sprayers

Cavers Bros., Galt

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glas-
gow, N.S.

Stove Pipe.

Chown, Edwin, and Son, Kingston

Stoves, Tinware, Furnaces

Canadian Heating & Ventilating Co.
Owen Sound.

Copp, W. J., Son & Co., Fort William

Davidson, Thos., Mfg. Co., Montreal

Down Draft Furnace Co., Galt

Guelph Stove Co., Guelph.

Gurney Foundry Co., Toronto.

Harris, J. W., Co., Montreal.

Howard, Wm., Toronto

Kemp Mfg. Co., Toronto.

McClary Mfg. Co., London.

Merrick Anderson, Winnipeg

Pease Foundry Co., Toronto.

Smart, James, Mfg. Co., Brockville

Stewart, Jas., Mfg. Co., Woodstock, Ont.

Taylor-Forbes Co., Guelph, Ont.

Wright, E. T., & Co., Hamilton.

Tacks.

Montreal Rolling Mills Co., Montreal.

Ontario Tack Co., Hamilton.

Tents.

Tobin Tent and Awning Co., Ottawa

Turpentine

Defiance Mfg. Co., Toronto.

Ventilators.

Harris, J. W., Co., Montreal.

Pearson, Geo. D., Montreal.

Wall Paper

Stanton Limited, Toronto.

Wall Paper Cleaner.

Gilbert, Frank U. S., Cleveland

Washing Machines, etc

Dowdell Mfg. Co., Hamilton, Ont.

The Shultz Bros. Co., Brantford.

Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows

London Foundry Co., London, Ont.

Schultz Bros. Co., Ltd., The Brantford.

Wholesale Hardware.

Birkett, Thos., & Son Co., Ottawa.

Caverhill, Leonard & Co., Montreal.

Frothingham & Workman, Montreal.

Hobbs Hardware Co., London.

How

“Seeing is Believing”

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., . . . QUEBEC

SUPPORT CANADIAN INDUSTRIES

FREE TO HARDWARE DEALERS



We are supplying electros of the cut in this ad. for use in your local advertising, besides offering special terms for immediate orders for

“LION” Brand
PUTZ TRIPLE EXTRACT
METAL POLISH
IN LIQUID OR PASTE

The most reliable metal polish in the market. Once tried always used.

Support Canadian Industries

Manufactured by

English Embrocation Co., Montreal

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**“Apollo Best Bloom,” Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,**

**Wellsville Polish, Range Steel,
Wood’s “A” Planished Iron,
Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

HARDWARE BABBITTS

No. 1, No. 2, No. 3

The wearing quality of our
HARDWARE BABBITTS
is the secret of the large orders the
HARDWARE MERCHANTS

are sending us. If not on our list

GET IN LINE

LIBERAL DISCOUNTS. TERMS RIGHT

The **James Robertson Co., Limited**

144 William St., MONTREAL, QUE.

PFLUEGER'S Fishing Tackle

Hooks, Flies,
Trolls, Spin-
ners, Phan-
toms, Reels,
Furnished
Lines.

Everything
in Fishing
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods,
Sent Express Prepaid, 170-Page Illustrated Cata-
logue No. F25, and Metal Fish Sign in 8-Color
Lithograph.

The Enterprise Mfg. Co.
AKRON, Ohio, U.S.A.

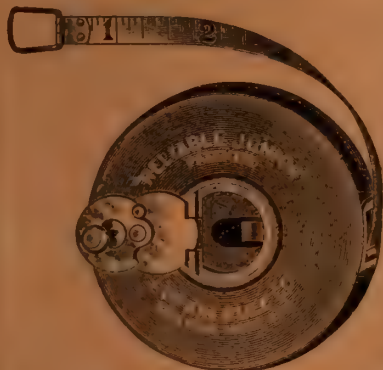
WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL, OIL TEMPERED, ANTI-RUST, NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

Est. 1898.



Inc. 1898.

Black Diamond File Works
G. & H. Barnett Company
PHILADELPHIA

Twelve



Medals

Awarded

By **JURORS** at

International Expositions
Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



REMOVAL NOTICE

We have removed our
Office and Warehouse from
53 St. Sulpice Street to
381 and 383 St. Paul Street.

Please note new address.

B. & S. H. THOMPSON & Co.
LIMITED

Metals, Hardware, Chemicals, etc., etc.

381 and 383 St. Paul St., Montreal

"Cyrus" Bicycles "Adlake" Bicycles

*Two wheels that sell
readily on their merits*

Every cent of their price is represented in the wheel.

Write for our catalogue. Get our trade price on these lines.

JOHN MILLEN & SON,

Limited

321 St. James St.
MONTREAL

132 Bay Street
TORONTO

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, MAY 18, 1907

NO. 20.

BUTCHERS' **JOHN WILSONS** KNIVES
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS'  STEELS

Canadian Agents: DORKEN BROE. & CO, MONTREAL

"Redcliffe" and "Globe"

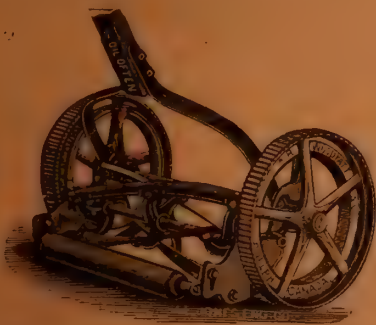
The best sheets for corrugating. Uniform in weight.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL
Managers, Canadian Branch.

A Guarantee of Quality

The people of Canada know that our name on a Lawn Mower is an unalterable guarantee of Durability and Quality. Only the best material can enter our construction rooms and only skilled artisans are employed.



Lawn Mowers

are divided into two classes in Canada. Taylor-Forbes machines and those of inferior make. You assure a continuity of trade and make your reputation solid by stocking our Lawn Mowers.

Write for Particulars.

TAYLOR - FORBES COMPANY, Limited
GUELPH, ONT.

H. C. ROGERS,
St. John

122 Craig St., Montreal

W. A. McLennan, Vancouver.

See Classified List of Advertisements on Page 71.

The Manufacturers'

Output during the past year has been greater than ever before, and although the difficulty of securing competent labor increases from month to month, and the supply of raw material is unequal to the demand, our buyers have put forth every effort to

Provide

for our ever increasing requirements. Our contracts with the producers have been made, our dates of delivery have been given, and our supply of goods will be forthcoming. Though our sales department reports the largest number of booked orders for Fall delivery in our history, we have seen fit to issue a circular to our representatives

For Our Customers'

protection. We have given instructions to book orders over a larger range of goods at current prices than heretofore, and to secure our patrons against further advance in the market on such orders.

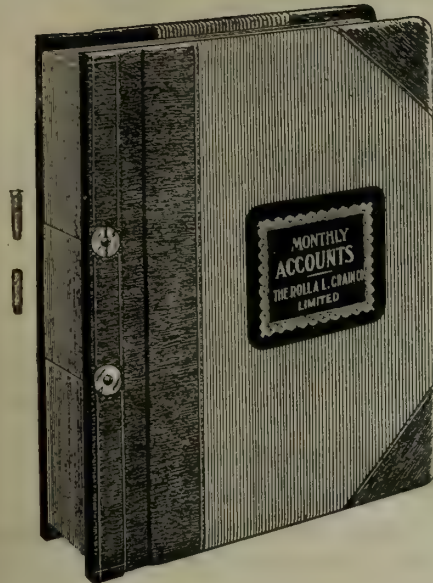
We know that this is for their benefit, that although it may not mean as large a profit to us, it will guarantee them greater remuneration, more prompt deliveries, and to both of us greater satisfaction.

RICE LEWIS & SON

LIMITED

TORONTO.

As a Means of Success



Are you still using that old antiquated system of bookkeeping—bound ledgers, day book, etc., which are awkward to handle and never posted to date?

If you are it is surely not because they supply what you want but because you have not troubled yourself to look for something better. You soon would change your mind if you could see the many advantages and conveniences arising from the use of

THE CRAIN CONTINUOUS SYSTEMS

The use of this system tends very greatly towards the success of any business. Why? Because it saves time, labor and worry. It is always handy, is compact and is the best system in use to-day.

You had better investigate this, for you will profit thereby. Drop us a card and ask for Catalogue "E" which will give you all details.

THE ROLLA L. CRAIN CO., Limited
OTTAWA, CANADA

Branches—TORONTO, 18 Toronto Street; MONTREAL, Alliance Bldg., St. James Street;
WINNIPEG, Nanton Block, 430 1-2 Main Street.

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sargent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sargent's Front, Store Door and Inside Locks

Stanley's Butt Hinges—all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,
Wholesale Hardware LIMITED
OTTAWA, ONT.



American Twin Freezer

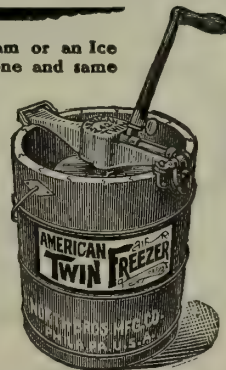
Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW—NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the Automatic Twin Scrapers by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS



ICE CREAM FREEZERS THAT SELL



THEY ARE

Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

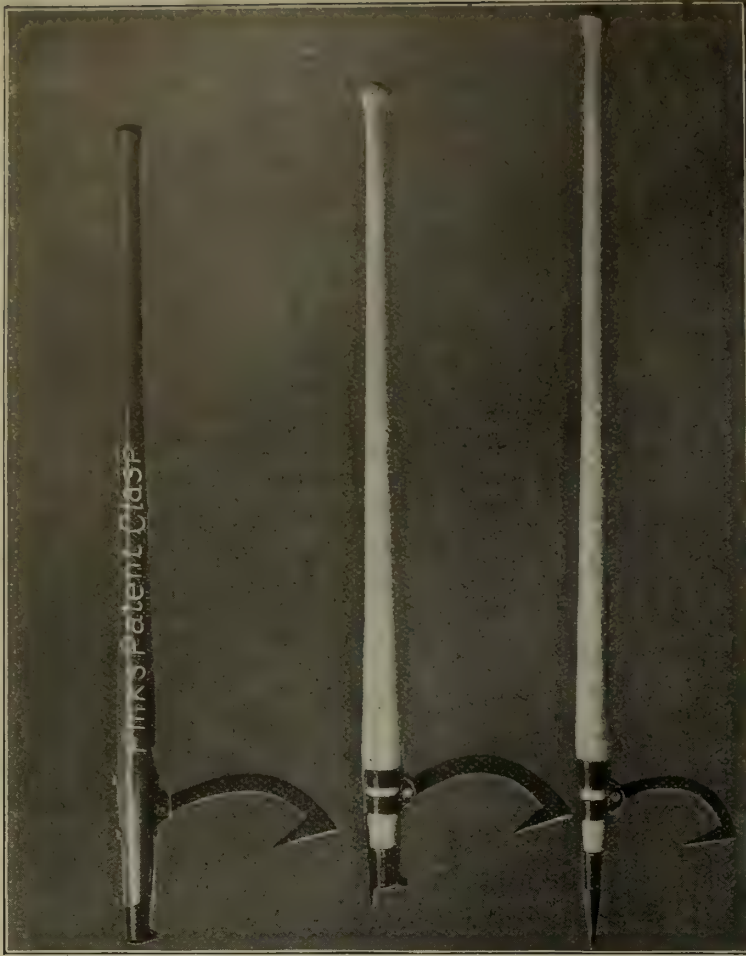
THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results

North Bros. Mfg. Co.
Philadelphia, Pa.



Send for Catalog.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO

DISSTON FILES

CARRY A FULL WARRANTY

MATERIAL

The **DISSTON FILES** are made of the Finest Crucible Steel. This material is made in the Disston Steel Works, and, being under personal supervision, an absolute uniformity of quality is thereby secured.



SHAPE

The Blanks are carefully **FORGED** to shape, of the most approved patterns adapted for the various classes of work.



TEETH

The Teeth are so formed as to have the greatest amount of strength, with sharp, keen cutting edges and at the same time sufficient clearance is allowed to prevent clogging.



QUALITY

Hardened by the Disston Special Process which renders them strong and durable, and warrants the claim that

**For Wearing Qualities the Disston Brand
of Files are Unequalled**



Over 30,000 dozen Disston Files are used annually in the Disston Saw Works, consequently they know what a good file should do, and make them so they will **DO IT.**

LEWIS BROS., LIMITED

TORONTO

OTTAWA

MONTREAL

WINNIPEG

CALGARY

VANCOUVER

Consumers Cordage Co.,

LIMITED

CORDAGE

Manufacture every variety of

PACKING

BINDER TWINE

LATHYARN

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

SMALL TWINES

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

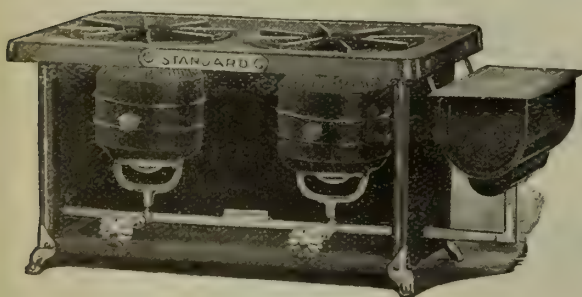
MacGOWAN & CO., Vancouver

TEES & PERSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The Standard Wickless Blue Flame Oil and Gasoline Stoves



Absolutely the cleanest, safest and most easily operated Stoves on the market to-day.

Lights like gas—simply turn on the **oil and apply the match.**

Catalogue shows full line of these stoves. Mailed on application.

THE GEM OIL TANK

(IMPROVED STYLE)

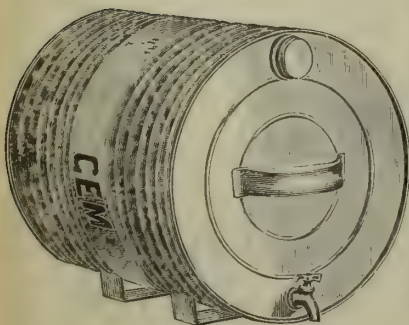
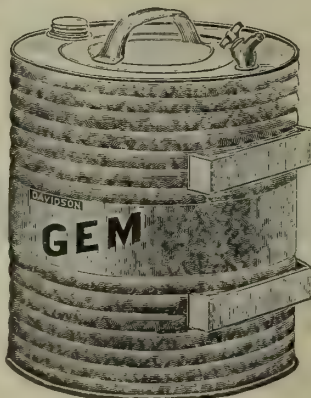
HOLDS 5 GALLONS

The advantage of this Tank is that it can be carried upright in a waggon, and the tap being then on the top is not in the way. There is therefore no risk of the tap being accidentally opened or knocked off and the oil spilt.

Placed on its Side (as illustrated), on table or shelf at convenient height, it is always ready for use and makes the filling of lamps an easy task.

The THOMAS DAVIDSON MFG. CO., Ltd.

MONTREAL and WINNIPEG



(Body galvanized after being made up.)
Fitted with Special Dripless Kerosene Tap.

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

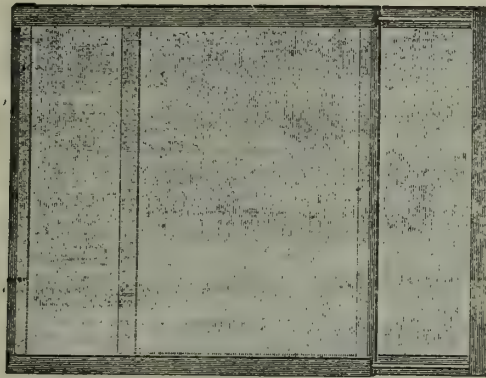
HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO

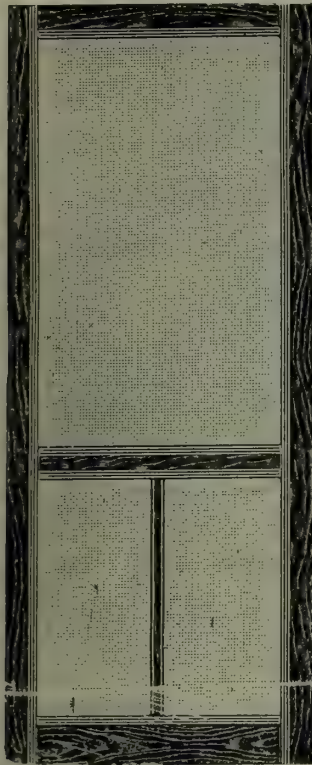
Only
Wholesale

Wholesale
Only

Screen Doors and Windows 1907



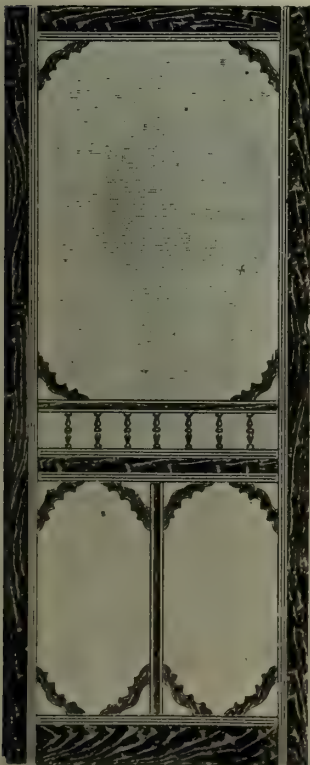
"Perfection"—Window Screen.



No. 1. Pine—Walnut Stain.
1. "—Grained, Quarter Oak.



No. 2. Stained Pine—Light Stained.
2. "—Quarter Oak.



No. 3. Clear Pine—Quarter Oak.
3. "—Filled and Varnished.



No. 6. Clear Pine—Filled and Varnished.
6. "—Grained Quarter Oak.



No. 8. Clear Pine—Grained.
8. Quarter Oak—Varnished.

SIZE OF DOORS

2 feet 6 inches x 6 feet 6 inches.
2 " 8 " x 6 " 8 "
2 " 10 " x 6 " 10 "
3 " x 7

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

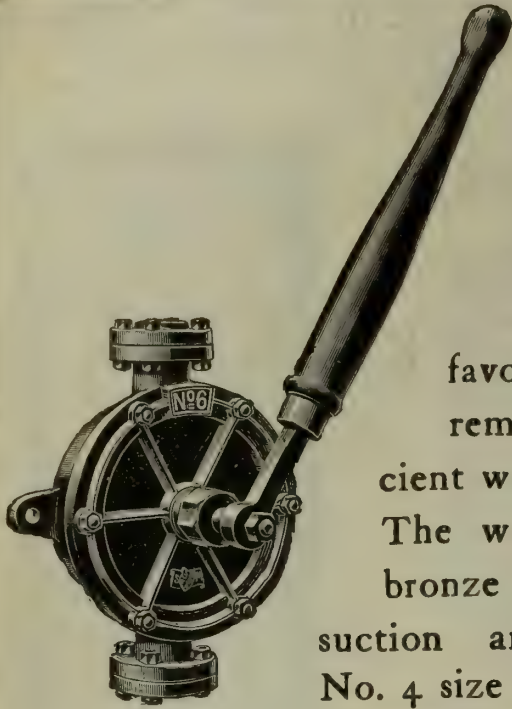
GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto, Ont.

We Ship promptly

Our Prices are Right

CLOCK PUMPS



are distinguished for their durability and easy working qualities. They are frequently used as house force and lift pumps. The small sizes on account of their compactness find favor as yacht pumps. They may be readily removed when not in use. It is equally efficient when used in a horizontal or vertical position. The working parts are brass, metallic fitted, with bronze valves. They are made in 5 sizes with suction and discharge $\frac{1}{2}$ to $1\frac{1}{4}$ in. diameter. No. 4 size with suction and discharge pipes $1\frac{1}{4}$ in. diameter and pumping 17 gal. per minute, is the most convenient size for household use.

Their price is low. Many of our customers handle them; all should do so.

No.	Size pipe	Capacity gal. per minute.
0	$\frac{1}{2}$	5
1	$\frac{3}{4}$	7
2	1	10
3	$1\frac{1}{4}$	12
4	$1\frac{1}{2}$	17

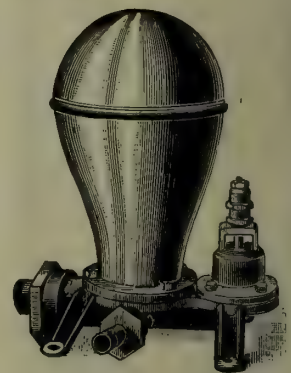
HYDRAULIC RAMS

in certain situations afford a cheap and efficient water supply. We have them in stock. The illustration shows the working. Our catalogue gives all the particulars you require to know for determining the proper size for any amount of work.



Can any of your customers use them?

Find out and see if you can't make some sales.



No.	Drive Pipe.	Discharge Pipe.
2	$\frac{3}{4}$ -in.	$\frac{1}{2}$ -in.
3	1-in.	$\frac{3}{4}$ -in.
4	$1\frac{1}{4}$ -in.	$\frac{1}{2}$ -in.

F. & W. Hardware Montreal



F. & W.

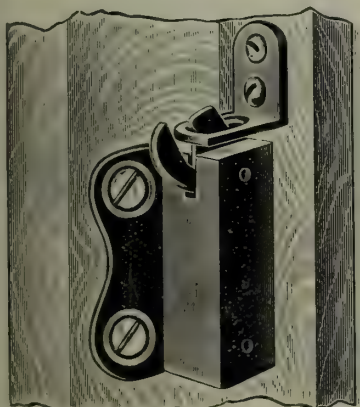
FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA



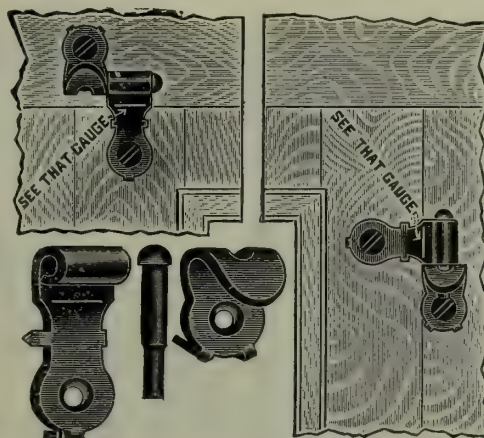
No. 17. Watrous Screen Hanger
In use on top hung screen

The up-to-date hardware man is looking for up-to-date hardware ideas that will sell. The No. 17 Watrous Screen Window Hanger is such an article. It may be used on full sized screens hung at the top, or on half screens hung at the side. The ease of applying will make it the coming method of attaching screen windows. It may be used also as a storm sash hanger and will be a year round seller. It is strong, well-made and finished. Packed one dozen in a box, with screws. A working model supplied helps to sell them.

Screen doors are not left now to sag open at the top. Automatic catches are used. The



TWO-THIRDS ACTUAL SIZE
No. 5. Watrous Screen Door Catch



17. Watrous Screen Hanger. Illustration about one-half size

No. 5 Watrous is one you ought to handle. It is small, neat and easily applied; catches easily and has a strong hold. One dozen in a box.

Mounted sample supplied with your order.

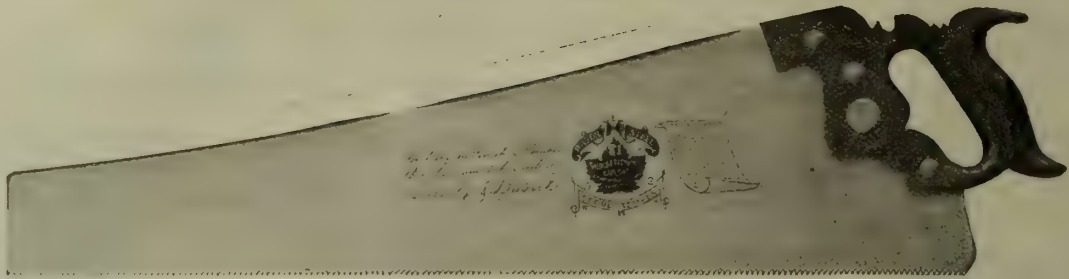


No. 17. Watrous Screen Hanger on side hung half screen

Caverhill Searmont & Co.

MONTREAL and WINNIPEG

Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 31

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

-

GALT, Ontario



NORTON GRINDING WHEELS

MADE OF ALUNDUM

SAVE TIME

because ALUNDUM is the sharpest of all abrasives and grinds correspondingly quicker.

SAVE LABOR

because fewer men are required to handle a given amount of work on account of their superior cutting qualities. Always sharp and quick. Norton wheels never glaze.

SAVE MONEY

because of the above characteristics and their wearing qualities. If you use grinding wheels, a trial of the Norton will convince you of their superiority.

FURNISHED IN ANY SHAPE AND SIZE FOR EVERY REQUIREMENT

The Canadian Fairbanks Co., Ltd.

MONTREAL

TORONTO

VANCOUVER

WINNIPEG

Sales Agents

Machine Shop Tools and Supplies

SIMPLE



STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

DEALERS: When you handle this line you handle QUALITY.

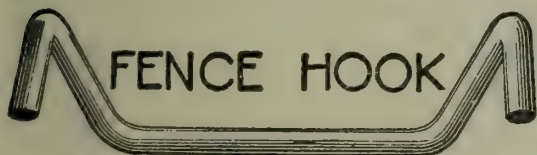
The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK

FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT.

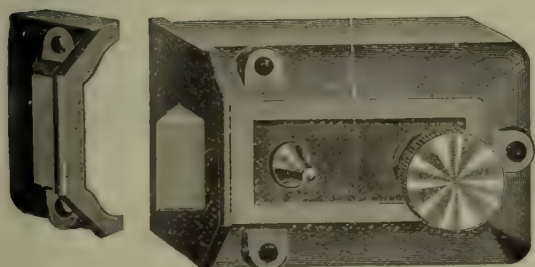
PRIEST'S CLIPPERS

Largest Variety, Tonic, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines
WE MAKE THEM.
SEND FOR CATALOGUE TO
Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds



Cylinder Night Latch, No. 108.



Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

SAFEGUARD YOUR PROFITS--MR. DEALER

Every hardware dealer should make room for an effective display of gas ranges, and he should do it now. **THE OXFORD GAS RANGE** should occupy a prominent place on your floor because it gives complete satisfaction and assures the paying trade—the trade most Dealers strive hard to gain and hold.



The Oxford Gas Range "B" Series

has many devices and exclusive features which make for range perfection. These captured the trade while the superiority of The Oxford Oven construction won the women of Canada. **THE OXFORD GAS RANGE** means the maximum of pleasure obtainable in cooking through the hot days of summer and the wise Dealer will not ignore this source of profit.

Our literature tells an interesting Profit Story. A Post Card brings it.

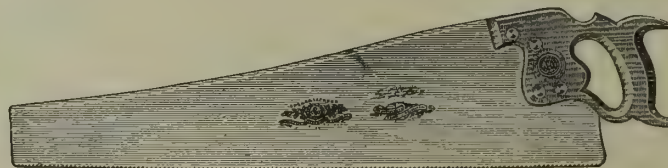
The Gurney Foundry Company, Limited

Toronto Winnipeg Vancouver Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.

THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta.

**FOOLS SELL THE CHEAPEST,
WISE MEN THE BEST**



THE BEST

*Being supported by good and liberal advertising among the
actual users of saws*

SPEAR & JACKSON, LIMITED

ÆTNA WORKS

SHEFFIELD, ENG.

COOKING UTENSILS

For use on

GAS STOVES

In Enamel Ware and Tin Ware



ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.

DID IT EVER STRIKE YOU

that a satisfied customer is the best advertisement in the world ?
You can more than satisfy all your farrier customers with

CAPEWELL HORSE NAILS

For strength, driving qualities and appearance, for everything, in fact, which tends to perfection, **Capewell Horse Nails** are incomparably superior.

Prices, Samples, Catalogue and 1907 Calendar free on request.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch: WINNIPEG, MAN.





DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL

TORONTO

Manufacturers of

**BARBED, PLAIN TWIST and COILED SPRING FENCING,
GALVANIZED WIRE,—FENCE STAPLES**

WIRE NAILS

Flat Head
Round and Oval Head

SCREWS

Bright, Brass,
Nickel-Plated, Bronze

BRIGHT, ANNEALED and OILED and ANNEALED WIRE

Tinned Wire for Mattress, Broom and Bottling

COPPER and BRASS WIRE

Bright Wire Goods

Steel Wire Barrel Hoops

STRAND GUY WIRE

Refined Bar Iron

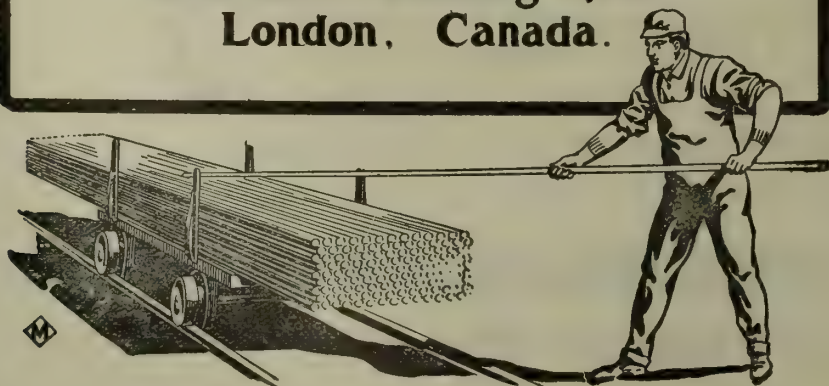
It is false economy to use poor quality bar iron. London Bars are the products of long experience, and the great demand for them is due to their uniform high quality.

They come in two grades, Common and Refined, and re-work with the greatest facility.

A trial order solicited.

65

London Rolling Mills
London, Canada.



Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG MAN.

AND AT BRANDON, MAN.

Square your Accounts

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

**WORK AND
PRICES
RIGHT**
GALVANIZING ONT
WIND
ENGINE & PUMP CO.
TORONTO, ONT. LIMITED.

The Best Door Closer Is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St.,

BIRMINGHAM

ATKINS SILVER STEEL SAWS



are profitable Saws. Full of Quality, you can safely recommend them to your trade. Every Atkins Saw you sell, sells others—There's money in them for Y O U. Shall we call?

E. C. ATKINS & CO., Inc.
The Silver Steel Saw People,
Home Office and Factory, Indianapolis, Ind.
Canadian Branch—No. 77 Adelaide St., E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB
65 SHANNON STREET
MONTREAL

It will pay you

We give herewith the experience of one of our subscribers. There is no reason why you cannot obtain just as good results

THE PEOPLE'S HARDWARE STORE.

HARDWARE AND METAL Essex, Jan. 27, 1906
Toronto, Ont.

Dear Sirs—Within one month I have "bought and sold" with the best of satisfaction—the result of \$1.68 worth of condensed ads. in HARDWARE AND METAL.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly, IVESON L. COOKE.

Remember your ad. will be read by Hardware Dealers in all parts of Canada.

2 cents per word for first insertion

1 cent " " " " subsequent insertions

Send cash with advertisement, 5c. additional for Box number

HARDWARE AND METAL
MONTREAL TORONTO WINNIPEG

AXE HANDLES

Shrewd dealers are aware that there is a comfortable profit in the famous brands of Axe Handles

**"Empire," "Imperial"
"Champion"**

Then they assure the satisfied customer and build up the paying trade. Can you supply the demand?

J. H. Still Manufacturing Company,
ST. THOMAS, ONTARIO Limited

ANCHOR CLOTHES LINE HOLDER



Either for outdoor, or inside house. Don't have to leave your lines out to the weather. Can put them up in a few seconds; no knots, no trouble, galvanized steel, no rust. The only article of its kind that has all the requirements—cheap, durable. Every house in Canada should have them.

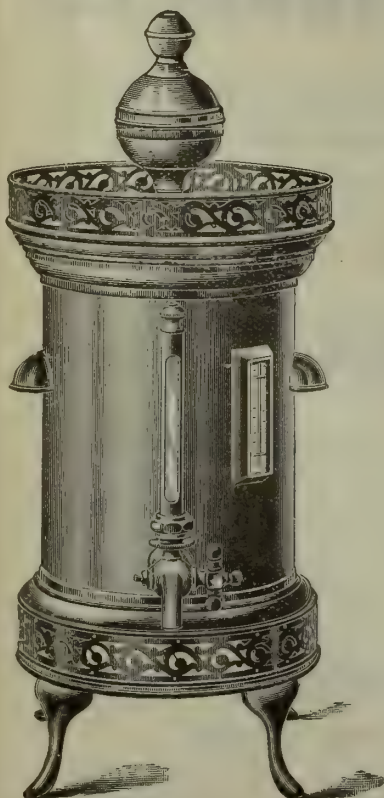
Cleanliness is Next to Godliness

Wash your clothes, put out your line and use the Anchor Clothes Line Holder.

Ontario Metal Novelty Mfg. Co.,

111 King Street East, :: :: TORONTO

The
Buffalo Manufacturing Co.
Buffalo, N.Y.



When you get our goods you know you get THE BEST.

We manufacture

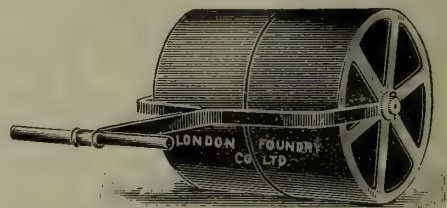
*Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.*

All High Grade and exceedingly presentable.

Represented by
H. F. McINTOSH & CO.
34 Yonge St.
TORONTO, - ONT.

Write for Catalogue

NOW IS THE TIME FOR LAWN ROLLERS



We manufacture all kinds.

Water Ballast, 1, 2 and 3 Section Cast Iron, and Box Top with Cast Iron Rolls.

The London Foundry Co.
London, - Canada

Hamilton Rifles

made Plymouth famous because of honest, uncompromising merit and merit alone. They are different to the next best brand and most shrewd Dealers know it.

HAMILTON RIFLES

are constructed of **specially selected** and **tested rolled steel** by skilled and high-salaried workmen. It pays the Dealer to stock one or all of our three models:

No. 15 sells at \$2.00

No. 19 sells at \$2.50

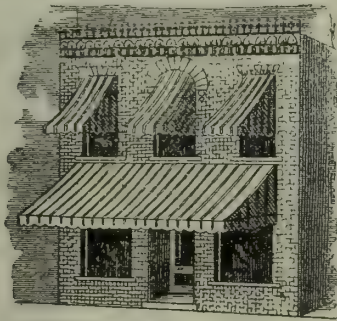
No. 23 sells at \$3.50

Write us for the "Profit Story"

THE HAMILTON RIFLE CO.

Dept. 71

Plymouth, Mich.



If You want an Awning, why not try

The Tobin Tent & Awning Co., Ottawa?

It's worth considering.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.
HALIFAX, N.S.
OTTAWA, ONT.

HAMILTON, ONT.
QUEBEC, QUE.
VANCOUVER, B.C.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Want Help?

If you are located in a small city or country town, a want ad. placed in the local papers means that possibly half-a-dozen young men will read it.

If you are located in even a big city, a want ad. in any metropolitan daily costs money. You are paying for a circulation of 100,000, and there is no possibility of more than 200 of the men you want to reach seeing that ad.

Doesn't that look like throwing money away? It does. Because you are paying for 99,800 of a circulation that is absolutely worthless as far as your wants are concerned.

Every Hardware clerk sufficiently interested in his business to pay you as an employee, reads

Hardware and Metal

When you want a man your ad. should appear in our Want columns. It certainly will pay you well to consider this.

Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion, and 1c. a word for subsequent insertions. Box number, 5 cents extra. Write or phone our nearest office.

HARDWARE AND METAL

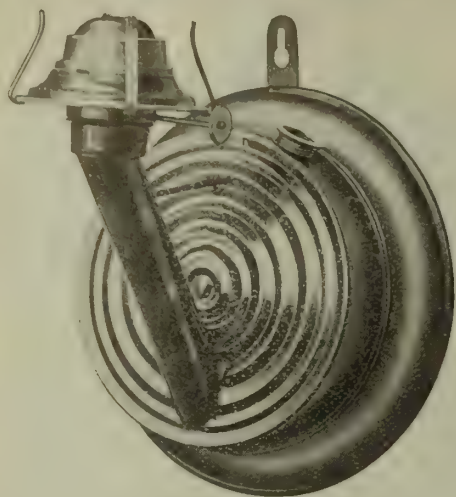
Toronto

Montreal

Winnipeg

SAFETY WALL LAMPS

CHEAP, DURABLE



MADE FROM HEAVY TIN

Just the article for parties camping, and no camp is complete unless supplied with these lamps.

Supplied in either dull black, or antique copper finish.

Made for both No. 1 and No. 2 Burners.

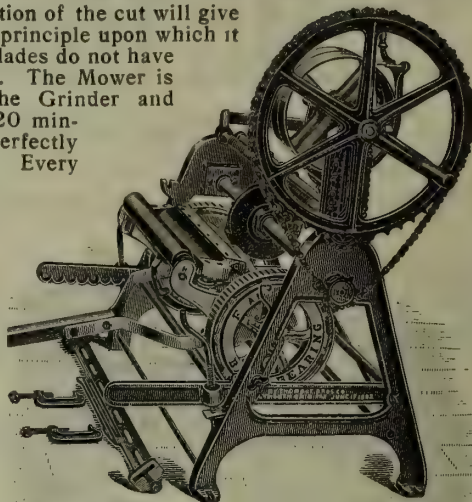
ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

GREAT WEATHER FOR LAWN

The whole area of the United States and Canada has been thoroughly soaked and lawns are growing at a great rate. Thus there is more use for Lawn Mowers and these must be put in condition for the season. In this connection we beg to call the attention of the readers of this journal to

The Ideal Lawn-Mower Grinder

An inspection of the cut will give an idea of the principle upon which it works. The blades do not have to be removed. The Mower is inserted in the Grinder and within 15 or 20 minutes it can be perfectly sharpened. Every blade will bear an exact bevel and a keen cutting edge. As a money-maker it has no superior, and we desire to tell you what has been accomplished in this direction. Send for a circular and we think we can demonstrate the value of the Ideal Grinder. You can't afford NOT to have one in your store or shop AND WE CAN PROVE IT.



Ideal Lawn Mower Grinder.

You can't afford NOT to have one in your store or shop AND WE CAN PROVE IT.

THE ROOT BROS. CO., PLYMOUTH, O.

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company
PITTSBURG, PA.

If you want the best.

"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,
Wellsville Polish, Range Steel,
Wood's "A" Planished Iron,
Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.

Place your order with

B. & S. H. THOMPSON & CO.
LIMITED

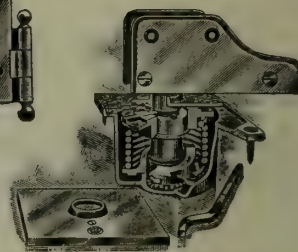
Dominion of Canada Sales Agents
MONTREAL, CANADA

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK
CATALOGUE ON REQUEST

Kelsey Warming

**Is HEALTHFUL, EFFICIENT,
ECONOMICAL**

FOR THE HOME, CHURCH OR SCHOOL

THE KELSEY SYSTEM has been in successful practical operation for the past eighteen years, with largely increasing sales each and every year.

THE KELSEY SYSTEM assures the *proper* and *even* warming of every portion of every room, *at all times*, and quite independently of outside atmospherical conditions.

THE KELSEY SYSTEM provides large volumes of *pure, fresh, properly-warmed* air, which means the most economical warming with good ventilation.

THE KELSEY SYSTEM is quite unlike any other, and any intending purchaser of a warming and ventilating apparatus cannot afford to decide without having first investigated the many special and valuable features of the "Kelsey Warm Air Generator" and the mode of installation and operation of THE KELSEY SYSTEM.

THE KELSEY SYSTEM is installed under the personal direction of experienced and competent "Kelsey Experts."

**Direct Contracts Taken.
Proper Results Guaranteed.**

The Kelsey Booklet will help you to decide.

A Postal Card will bring a copy to you.

SOLE KELSEY MAKERS FOR CANADA

**The James Smart Mfg. Co.
Limited**

Brockville, - Ont.

HEAD OFFICE AND WORKS—BROCKVILLE, ONT.
WESTERN BRANCH—WINNIPEG, MAN.

When You Want Real Cans

no matter what kind — for any purpose whatsoever—if you insist upon having **the best made** do not hesitate a moment, but

ORDER ACME CANS

Then you will secure the kind of can that makes not only an attractive package, but a package that is sanitary and of merit.

OUR ADDRESS IS

ACME CAN WORKS
MONTREAL



**DON'T
BUY
CALENDARS**

until you have inspected our very large and complete range of samples. The line includes subjects reproduced by every known process of the printing and lithographing art. The selection of these designs is made with a view of meeting the advertising needs of every merchant.

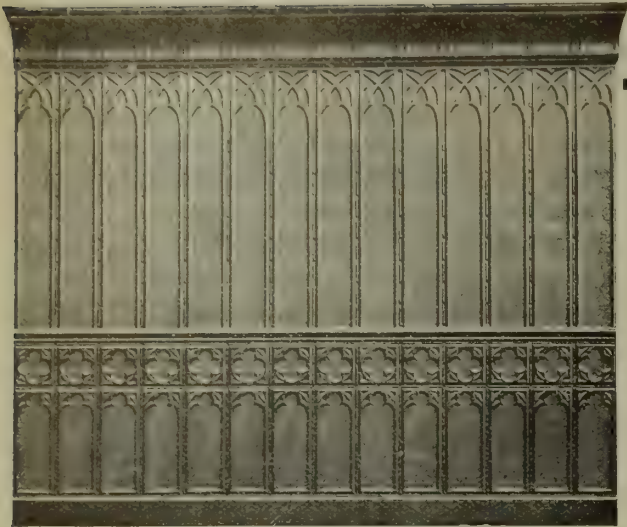
Our prices will interest you.

If You Cannot Wait

for our Representative to call on his regular trip, let us know. We will arrange for you to see the samples.

Give us a chance to demonstrate that we have the finest line on the market.

THE LONDON
Printing and Lithographing Company
Limited
London, Canada



AS A SELLING PROPOSITION

Our **Classified Steel Sidewalls** are without an equal. They produce beautiful and harmonious effects, impossible to plaster and wall paper. **You can interest your customers** by showing them our catalogue. Our draughtsmen and travelers will help you to make sales.

"We Work With the Trade."

GOthic SIDEWALL DESIGN NO. 5087.

THE METAL SHINGLE and SIDING CO.,
PRESTON, ONT., and MONTREAL, QUE. LIMITED

ST. JOHN. N.B.
Emerson & Fisher, Ltd.

QUEBEC
J. A. Bernard.
VANCOUVER, McLennan, McFeely & Co., Ltd.

WINNIPEG
Clare & Brockest.

CALGARY
Ellis & Grogan.

MITCHELL'S SELF-TESTING SAFETY CODE

REVISED EDITION

A New and Scientific System for the Transmission of Messages by Telegraph or Cable, so arranged that one word may convey several meanings, such as Article, Quality, Price, Quantity, Terms, etc.

By other codes three and four words are required to express what this system will convey in one word, thus costing three and four times as much as the same message if sent by this system.

EXAMPLES

Code Words

LUDELPHEL MEBDIKOLAF WOCUMZEXGI—Ship by Cunard Steamer from your port 28th June, 150 pieces Bevelled Plate Glass, 18" bevel, 18½ x 24".
WULYBSABNI—Steel sheets 27 g, 24 x 101", 10,000 packages.
WUPHABHE—Wire Nails 5d. Buy 500 kegs.
WIWULKAFDE—Rosin, "T" quality, quote cost and freight shipment 1st half of next month, 200 barrels.
XASYJABBA—Delivery Waggon Platform Springs 2 to 3,000 lbs. increase our order to ten.

Try these with your codes. An 8-page prospectus with full particulars sent free on request.

The Mitchell Self-Testing Safety Code Co.

8 COLBORNE ST.

TORONTO, CANADA

Persons addressing advertisers kindly mention this paper.

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.

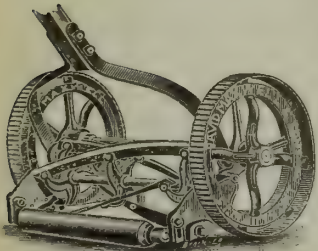


H. & C. No. 100.

A TRINITY OF TRADE BUILDERS

Maxwell Lawn Mower

Two Household Favorites



The name means clean-cutting, durability and finish.



Stock them. They come near selling themselves.



PURITAN
REACTING
WASHING
MACHINE.

ROLLER BEARING

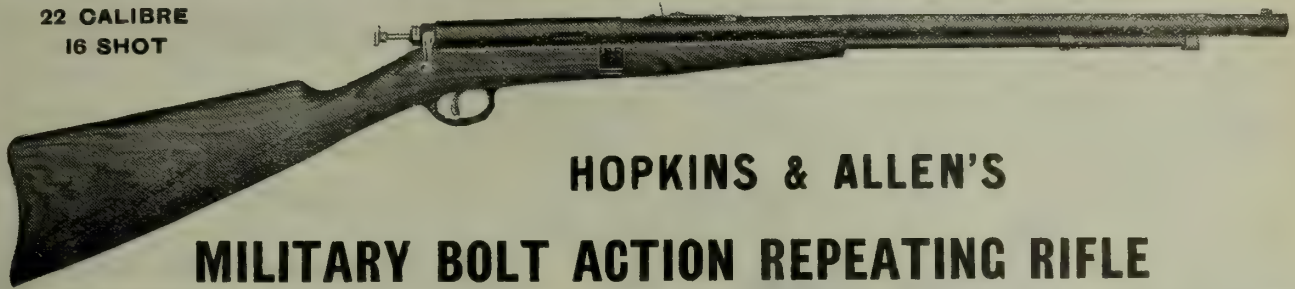
RUNS EASY.

David Maxwell & Sons, St. Mary's, Ont.

For Sale. Have you anything for sale which any Hardware Merchant, Plumber, Stove and Tinware dealer would be interested in? Advertise in our "want ad." column. It will bring results. **Hardware and Metal, Montreal, Toronto, Winnipeg.**

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

\$8²⁵
LIST

There has long been a demand for a good rifle at this price—and the HOPKINS & ALLEN Junior Repeater fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept 67, NORWICH, CONN., U.S.A.



Shows Bolt Drawn Back—Position for Ejecting Shells.



THE POSTED DEALER KNOWS

that H & R gives greatest revolver value for the money. The new

H & R DOUBLE ACTION REVOLVER MODEL 1906



Model
1906

is no exception to the rule. It is surprisingly good for the price. Surprisingly cheap for so good a revolver. Is a thoroughly well made, durable and serviceable arm. Light in weight, only ten ounces, and small in size, it is particularly adapted for those who desire a safe and efficient revolver at a moderate price.

Specifications 22 Calibre, Seven Shot. Rim Fire, Double Action; 2½ in. Barrel, Finest Nickel Finish. Also made with 4½ in. and 6 in. barrel.

The Celebrated H & R Hammerless is always a good seller. Write for Catalog of Revolvers and Single Barrel Shot Guns.

H & R
Greatest
Revolver
Value for
the
Money

HARRINGTON & RICHARDSON ARMS CO.

314 Park Ave.,

- Worcester, Mass.

PAROID ROOFING

"THE TIME TESTED KIND"



Plant Steamship Co.'s Wharves, Halifax, N.S., covered with Paroid.

Dealers all over Canada and the United States doubled their sales on Paroid last year. Our new advertising plan promises to make a bigger increase for them this year. Paroid is used by the leading railroad systems, manufacturers and farmers throughout Canada. It has stood the test of time and that's the test that tells.

Let us tell you about our advertising plan which will bring customers to your store for other things as well as Paroid. Sign your name to a postal to-day—the best roofing season of the year will soon be here.

F. W. BIRD & SON, Makers

Established in U.S.A. 1817

Factory at HAMILTON, ONT.

Offices at Winnipeg, Man., and Hamilton, Ont.

HIGH-GRADE BATHROOM FIXTURES



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto



Can. Feb. 27, 1889

Stuffy Rooms and Deadly Air

can be avoided by ventilators. Mine is guaranteed to work all the time and give satisfaction. Fix up your chimneys. Write to-day for particulars about the best seller on the market.

CAUTION—Beware of imitations; any with Fan or Wheels in the inside to block the interior not genuine

G. D. Pearson Co., Montreal.

Dear Sir,—The three eighteen-inch Cone Rotary Ventilators you put on the stable and storage have given the best satisfaction and can safely recommend them to anyone wanting a really good ventilator.

JOHN ATKIN, Brewer,
per C. H. Wallace.

Bell Telephone
East 2106

GEO. D. PEARSON & CO., Office and Works: 17 Pontiac Street, MONTREAL

Montreal, Aug. 1st. 1894.

BUSINESS FOR SALE

You will find on our want ad. page particulars regarding hardware businesses for sale. If none of these suit you insert a want ad. giving in detail just what you want. There must be someone in Canada who has for sale just what you want to buy. We can find that man for you. Try a want ad. Write or phone our nearest office,

HARDWARE AND METAL
Montreal, Toronto, Winnipeg.

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

The
AUTO-SPRAY
WARRANTED
PATENTED.

WARRANTED
PATENTED.

Auto Spray

Compressed-Air
Automatic

Best hand sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT
ONT.

Sole Agents for the Dominion

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

Let us Help You Increase Your Business

Why not **go after**
and get the fire brick
trade in your locality?

Our expert informa-
tion is at your com-
mand and will enable
you to make this a pay-
ing line.

Make this one of
your resolutions and
KEEP IT.

Francis Hyde & Co.

**Contractors
and
Foundry Supplies**
31 WELLINGTON ST.
MONTREAL

**List your "Wants" with us and see how
quickly we'll satisfy them.**



QUALITY, FINISH, DESPATCH

MANUFACTURERS

**Cutlery, Electro Plate and Solid
Nickel Silver Flatware**

The **McGLASHAN, CLARKE CO., Limited**
NIAGARA FALLS, CAN.

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.



CANADA PAPER CO.

LIMITED

Toronto

Montreal

Windsor Mills, Que.



Don't Stop

to ask your neighbor, lift
the load yourself with
The Burr Self-Locking

Tackle Block Saves the labor of two or three
men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio



BEAVER POST-HOLE DIGGER

will please your customer. A pleased customer is an
asset to any business. No wood to rot, check or break.

Special Discounts to Trade

CANADA FOUNDRY COMPANY

LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Rossland

OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS "SUPERIOR"

FARLEY WORKS, SHEFFIELD, ENG.

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help
every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot
duplicate elsewhere. **ALL MONEYMAKERS.**

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL

TELEPHONE M 557

An Imperishable Window Glass —

has not been manufactured. Our various brands are just as near indestructible as human ingenuity can make window glass. Since the demand for high-grade glass goes on increasing shouldn't you be reaping your share of the profits? Secure our catalogue. It not only shows

WINDOW GLASS

plain and in all the variations of the glass manufacturer's art, but it also contains suggestions for **Fan Lights, Door Lights, Hall Windows, Side Lights, Etc., Made in Copper or German Silver Bars.**

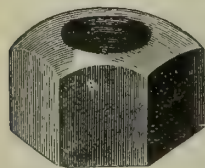
This catalogue is a source of money to every dealer who owns it. We have one for you. Can you afford to be without it when your name and address on a post-card will bring it to you?

The Hobbs Manufacturing Co., Limited

LONDON

TORONTO

WINNIPEG



The John Morrow Screw, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



COVERT MFG. CO.

Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web
Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

CELEBRATED

HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.



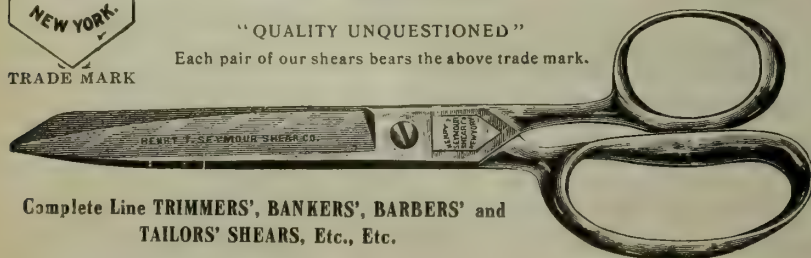
TRADE MARK

SEYMOUR SHEARS

have been the Standard for over half a century

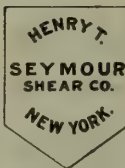
"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.



Complete Line TRIMMERS', BANKERS', BARBERS' and
TAILORS' SHEARS, Etc., Etc.

HENRY T. SEYMOUR SHEAR COMPANY



TRADE MARK

Latest Catalogue will be
sent in exchange for your
business card.

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

TREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO. OF ONTARIO, Limited.

Water Proof Floors for
Malt Houses, Breweries,
Slaughter Houses,
Cheese Factories, Cellar,
Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for
Septic Tanks.

GALVANIZING AND TINNING THE CANADA METAL CO. TORONTO, ONTARIO.

"The Tool Holder People"

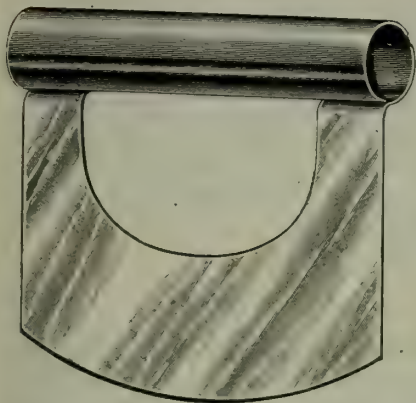
ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer
Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

Persons addressing advertisers will
kindly mention having seen this advertisement in Hardware and Metal.

Good Sellers



It's always safe to stock

The Forsyth Line

of Household Specialties.

That Mincing Knife sells well because it is a good one. It cannot rust — unless absolutely neg-

lected—because it is nickel-plated on copper—buffed bright.

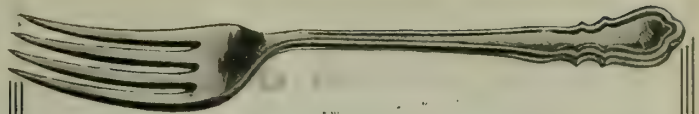
The blade of this Cleaver is made from hard, cold-rolled steel.

Handle—a special design and hardwood—wax finish. A good seller, because Al in quality and easy priced.



Forsyth Manufacturing Co.
Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



THE ORIGINAL

“Chippendale” Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

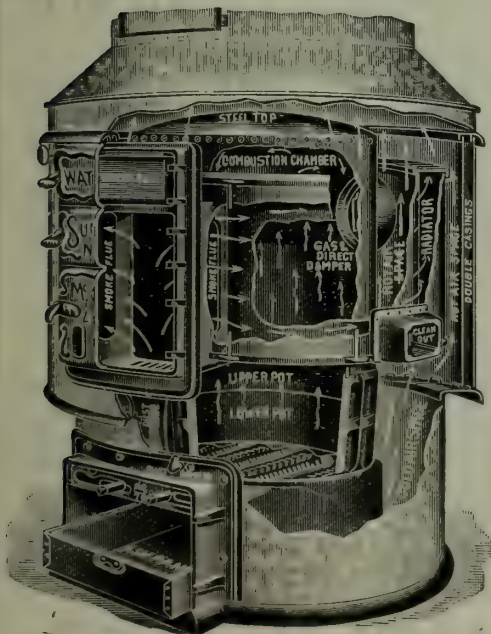
Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



“SUNSHINE” Furnace



A few of the “Sunshine's” good features are two-piece fire-pot, large double feed doors, cup joints, heavy, strong double set of triangular grates; automatic gas damper; water fan, dust flue, steel dome and radiator joined like a steam boiler, burns coal or wood.

We are advertising in more than 400 Canadian papers telling their readers all about our successful “Sunshine.” Are you handling the “Sunshine” and taking advantage of all this publicity.

Sunshine folders supplied to our agents. Write for complete information. . .

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited
WOLVERHAMPTON

Scotch Soil Pipe

Light and Medium, all sizes,
5 and 6 ft. long. **Preferred** for its
Uniformity of Thickness and
Perfection in Casting.

JAMES BARBER, Era Works,
SHEFFIELD

HIGHEST GRADES OF

TABLE and POCKET CUTLERY, RAZORS,
CARVERS, Etc.

J. H. ROPER

CANADIAN REPRESENTATIVE

82 St. Francois Xavier Street,

MONTREAL



"DILLON"

That name stands for the best there is in the wire fence industry of Canada. It must therefore mean continuity of trade and solid reputation for dealers shrewd enough to recommend it.

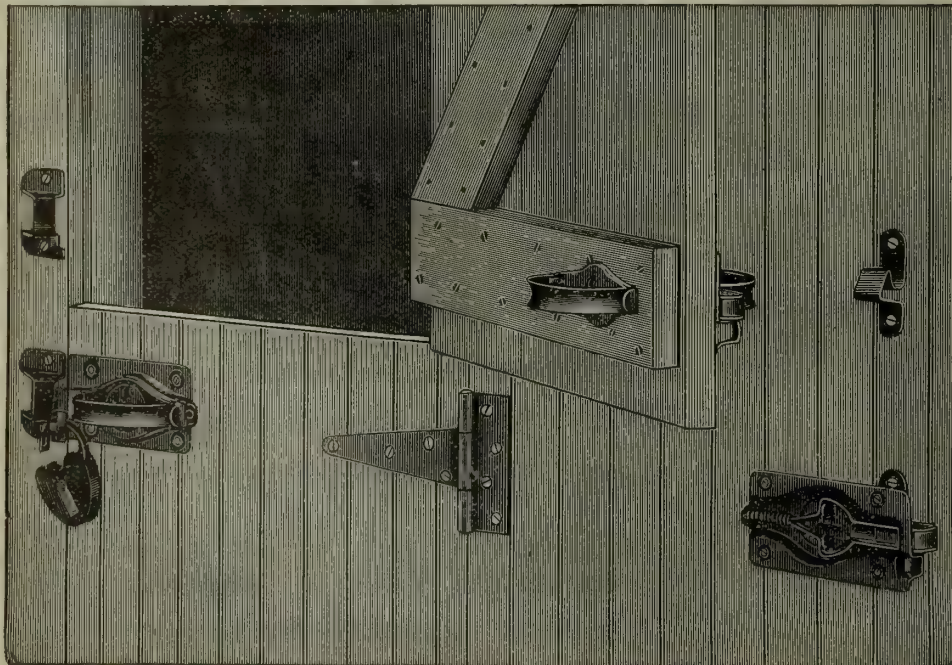
"DILLON" HINGE-STAY FIELD FENCE

is different and better. It stays put. And our constant advertising in the popular dailies and weeklies has acquainted farmers with "DILLON" merit facts. It would interest you to know how much that means to you.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

IT'S A LATCH THAT EVERY BARN NEEDS



WHITCOMB

STEEL BARN DOOR LATCH

It is convenient; it is strong: it is durable; it is adapted to any thickness of door; and harness, etc., will not catch on it. Fully guaranteed.

Get a sample and see what an excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of PATENTED SPECIALTIES BY CONTRACT
ALBANY, WISCONSIN, U.S.A.



The Mineral Surfaced Roofing



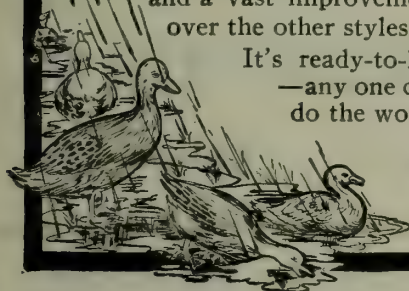
Ever heard of Amatite?
Well, if you haven't we want to tell you something about it.
First of all remember the name—Am-a-tite.

It's worth your while because it is the real mineral surface roofing that everyone who sees buys. It's the winner in Ready-Roofings, and a vast improvement over the other styles.

It's ready-to-lay—any one can do the work.

It's rainproof, wind and weather-proof—outwears all other kinds, is less expensive, and, most important—it never requires painting or repairs.

That is a pretty broad claim, but we can back it up to the letter. But don't take our word for it. Send in your name and address to-day and we will send you the proof—an illustrated booklet and free Sample. Once you see the roofing itself you will not wonder why everyone is buying it. Write to-day.



Barrett Manufacturing Co.,
New York, Chicago, Cleveland, Allegheny, Kansas City,
St. Louis, Boston, Minneapolis, Philadelphia,
New Orleans, Cincinnati, London, Eng.
Paterson Mfg. Co. Ltd., Can. Agts. Toronto & Montreal.

Telegraphic Address :
"MADDERETTE, LONDON"

W. J. COWAN AND SONS

Fine Colour Manufacturers

Works :
Hague St., Bethnal Green, London, E.

SPECIALTIES :
Blues, all shades and qualities
Chromes, " "
Greens, " "
Imitation Vermilion and Carmine
Lakes

Also all colours made from
Aniline, Cochineal, Madder, Wood Extracts,
Lithol, Paranitriline, Etc.

REPRESENTATIVE
WM. O. GREENWAY
13 ST. JOHN ST., - MONTREAL

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

The Finest Family Polish on the market.



BLACK JACK

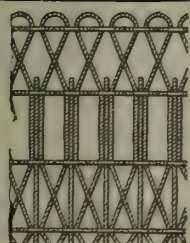
AT YOUR JOBBERS'



This is the Mark that
Means Something

It is the distinctive brand of genuine Armstrong Stocks and Die and Pipe Fitters' Tools.
No "Armstrong pattern" or "just as good as Armstrong" have this stamp. Don't buy anything in this line that hasn't this brand as it is the mark of genuineness.

THE ARMSTRONG MANUFACTURING CO.,
292 Knowton Street, Bridgeport, Conn.



ORNAMENTAL WIRE LAWN
FENCE. Sold in Rolls
With or without posts
and rails.

You can sell our
**Wire and Iron Fences, Gates, Lawn
Seats, Vases, Trellises**
and other specialties for Lawns and
Cemeteries from Catalogues.

Send for Booklets and Price Lists of these
seasonable lines.

Dennis Wire and Iron Works Co.
Limited
LONDON, ONT.



WIRE AND IRON
GATES

Extra Quality
Special Prices to
the Trade

ONE CENT

Is it worth one cent to know well
not only the paints and brushes you
are selling but also those your com-
petitor is selling? A Post Card sent
to our advertisers will bring you full
information about their goods.

Persons addressing advertisers will
kindly mention having seen their adver-
tisement in Hardware and Metal.



A Paying Investment

It may pay you to stock some step ladders. It will pay you to stock our

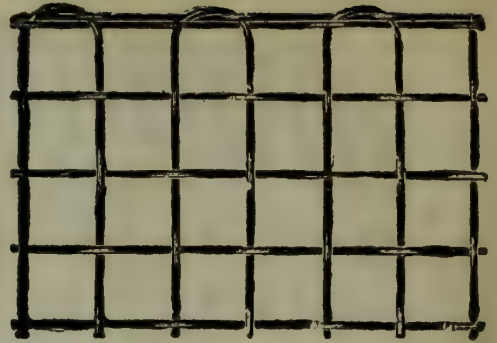
Ladders

because they give your customers lasting satisfaction.

A look at the cut tells all but the "Profit Story." Do you know it?

**SHIRREFF
MFG. CO.
Brockville,
Ont.**

Wire Cloth



For

Sand Screens, Coal Screens,
Cinder Sifters, Evaporators,
Grain and Seed Cleaning Machinery,
Milk Strainers,
Galvanized and Regalvanized Cloth,
Wire Lathing, Window Protection,
Malt Kiln Floors, Woolen Mills,
Smoke Stacks, Mining Screens,

and for all purposes.

THE B. GREENING WIRE CO.,

LIMITED

Hamilton, Ont.

Montreal, Que.

THE BEST BARROW BUILT

There is no hesitancy about that statement. We know that we make **the best barrow** ever placed on the Canadian market, and we say so. But—and this is an important point—we do not ask you to pin your faith to that



BARROW

until you have proven to your own satisfaction that our claims are true. And **you can prove our claims at our expense.** Let's ship you a sample barrow—you test—prove its merit. Have your friend, the contractor, test it. If it doesn't

fill the bill ship it back at our expense. Can you suggest a fairer way of doing business?

The Schultz Bros. Co., Brantford, Canada

Facts

About the "C" Brand Horse Nails That You Should Know

They are made from Swedish Charcoal Steel Nail Rods, of a special quality for our purpose. **No better material for Horse Shoe Nails is known, or used in the world.** The "C" brand Horse Nails are "Hot-forged" separately from the end of the nail rod, with the use of a special



anthracite coal of the purest and best obtainable quality. They are much superior in the strength of neck and head as compared with any horse nails made by the method known as the "Cold process," by which the heads are "upset" cold; no heat being used whatever. This method crystalizes the material at the neck, and makes them liable to become brittle and unreliable at that vital point.

The "C" "Oval"



and "C" "Countersunk"

patterns are the result of over forty years experience in dealing with the requirements of the Canadian Horseshoer. They are of the best designs and proportions for the several sizes and the service required of them. No reduction of material at the sacrifice of strength has been made to secure an increased count of nails per pound. The graduated taper and smooth finish of the blade, combined with the fine hardened bevel points of the "C" nails, enables them to be driven easily into the hardest hoofs without bending. They are tough and flexible in twisting or clinching. They never split in driving, or break off under the heads, and hold the shoes on firmly under the most severe strain, until required to be removed. **Every "C" nail is examined and warranted perfect, and ready for immediate use.** They are, therefore, the most economical to buy or use. Our name and registered trade mark "C" is on each box of our manufacture. Your purchase money will be refunded, if they are not perfectly satisfactory and as represented by us.

Your orders solicited either through the wholesale hardware trade, or direct if you cannot obtain them on request.

No Better Horse Nails Are Made in the World.

CANADA HORSE NAIL COMPANY
MONTREAL

Established
1865



High Grade Printing

from the conception of the idea to the finished job—we are now ready to produce in our **NEW PRINTING DEPARTMENT**

With everything new—
NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—

NEW PRESSES—the latest products of the press makers—

NEW TYPE—the best faces selected from the stocks of leading foundries and a

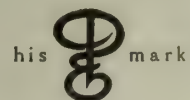
NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish layouts, dummies, schemes and designs for anything from a letterhead to a catalog—

If you want
"printing that's
different"
let us hear from you

**MACLEAN
PUBLISHING
CO. LTD.**

John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG

PRINTING DEPT
Charles Edward Peabody
Manager



Kemp Manufacturing Company



Milk Cans Railroad

**Bodies 18 ga. Tinned Iron,
Seamless or Dome Covers.**

		8 gal.	10 gal.
Iron Clad,	-	\$5.00	\$5.60
Roll Rim,	-	5.50	6.00



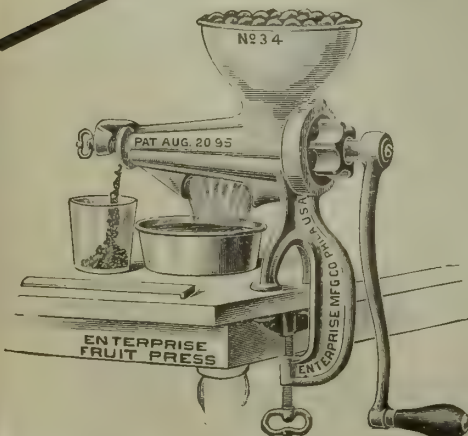
Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL

Don't wait for people to ask you for season-
able things before you order them—
things that you ought to be
showing. Lead the de-
mand, don't fol-
low it.

SHOW YOUR "ENTERPRISE"



Just now
show the En-
terprise Fruit,
Wine and Jelly
Press and Enterprise
Cherry Stoner. The de-
mand will be great, and the
dealer with the most "Enterprise"
will capture the most cash. Order
from jobbers. Write us for complete cata-
logue and advertising matter for store use.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

10 Warren St., New York City

438 Market St., San Francisco, Cal.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

DISTRICT ASSOCIATION.

A deputation consisting of President Scott, Executive Member Brocklebank and Secretary Wrigley visited London on Wednesday of this week and had a conference with representatives of the London Retail Hardware Association. Plans to make the provincial and local associations of greater benefit to the trade were discussed, and at the next meeting of the local association it is probable that arrangements will be made for all of the London dealers to join the provincial association. Mr. Purdom, of the Purdom-Gillespie Co., and Messrs. Parsons and Taylor, members of the London association, all expressed themselves as pleased with the work which had already been accomplished by the Ontario Retail Hardware Association, and considered that the organization could be made the means of greatly improving the conditions surrounding the trade in all parts of the province. The matter of organizing a large Western Ontario District Association, with headquarters at London, and taking in not only the hardwaremen but general merchants who carry stocks of hardware, was discussed and favorably considered.

In St. Thomas every hardware dealer is already enrolled in the Ontario Association, and with a little work on the part of an organizer the whole district, with London as a centre, could be organized on an effective basis, which would eliminate such evils as jobbers selling to consumers and promiscuous price cutting.

The St. Thomas hardwaremen are also desirous of having an organizer visit that city and encourage a better understanding between the men of the trade there. At present too much price cutting is going on with such staples as wire nails, and white lead being sold at considerably below the wholesale price plus freight charges. In some cases standard articles, such as Gillette Safety Razors, are being advertised for sale as low as \$4.25. These conditions cannot last, of course, and they only exist as a result of lack of understanding among intelligent business men, who although not desirous of charging more than market conditions warrant, should find it necessary to secure reasonable prices on all goods sold in order to meet their obligations with their creditors.

District associations are also in process of formation in other parts of western Ontario. A meeting was held at Fergus last Friday, but owing to short notice given the attendance was not as large as expected. Another meeting will be held, however, at Palmerston next week, when everyone of the trade within reasonable distance to that town should be on hand to take part in the discussion regarding the formation of a district association in that section of

the country. Dealers in other parts of Canada where it is considered that district associations can be formed to advantage, should write the secretary, giving an outline of the territory which should be comprised in the district association.

GOOD ROOFING STORY.

Now that the retail hardwaremen of Ontario have at last tackled the problem of stopping the "selling to consumers" evil through their association, some interesting stories are being told.

"I got two commissions this week on roofing jobs which were undertaken in my district by roofing manufacturers. They sold direct to consumers and as I know they are after business from the retail trade I went after them for my commission, and secured it in both



M. W. HOWELL, GODERICH

Who has been doing some effective organization work for the Ontario Association.

cases," said one member of the Ontario executive at the meeting a fortnight ago.

This seems an effective way of stopping the evil, and where it fails recourse can easily be taken to the plan of notifying the secretary, giving names and other definite information! Then, if the facts are found to be correct, after the firm complained of has been consulted, the members of the association can be notified that the concern is selling to consumers. Of course, there is nothing to prevent dealers from continuing to buy from such firms, but most retailers desire to do business with jobbers and manufacturers who do business in recognized trade channels.

A good story is told of one dealer in Ontario who recently took a trip out to see a farmer who intended to build a barn. He intended to sell a metal roofing, but on his way out found that a metal roofing manufacturer had quoted a close trade price direct to the farmer. The dealer quickly side-stepped and be-

came a warm advocate of a certain roofing paper which he was agent for, and after some negotiations he landed his order and left the metal manufacturer in the cold.

ADVOCATE GOOD ROADS.

The head of one of the largest American mail order houses was recently asked what the opposition of retail merchants amounted to. He replied that, with the exception of hardware, no effect was noticeable, owing to lack of organization. He added, "The real peril to the business lies in low rate excursions, rapid extension of trolley lines and the good roads movement." It is to the last feature that we direct especial attention. This is a matter for which each community is directly responsible. There is evidence that roads are being improved year by year. There is also evidence that because benefits from this improvement come to him indirectly, Mr. Merchant does not appreciate them as much as he might otherwise. Mr. Farmer, the direct beneficiary, initiates the move; Mr. Retailer, who in the end is benefitted more than Mr. Farmer, wonders where all this money is going to. It is well for each of us to maintain our vision at as good a focus as possible, to look out, not in, to "find tongues in trees, books in running brooks, sermons in stones, and good in everything." Introspection may be beneficial at times. It is liable, however, to result in a chronic, visual squint, or, as is related of a young lady who was endeavoring to fasten the middle button at the back of her waist, in a broken arm.

SELL TO TRADE ONLY.

It is pleasing to see the manufacturers and jobbers swinging into line with the "sell to trade only" movement. The Ontario association is steadily gaining in strength, having now upwards of 200 members, and its prospects were never brighter. It is, therefore, wise action for representative business concerns such as Lewis Bros., Montreal, to place themselves on record as they have done in the following letter:—

Secretary Ontario Retail Hardware and S. D. Association, Toronto,

Dear Sir:—We have a letter from one of your members asking us to write you a line in regard to the sales of this company to retailers, etc., and without going into the matter in detail would say that we sell to the trade only. We do not encourage orders from manufacturers except people in the lumbering business. We do not encourage orders for tools from any manufacturers and will not fill orders of this kind.

We have the largest trade among the retail dealers in Montreal and they say it is on account of us selling to the trade only and protecting them. You can likely verify this by writing to any of the trade here.

Yours very truly,

LEWIS BROS., LIMITED,

James G. Lewis, vice-president.

Montreal, May 13, 1907.

SPORTING GOODS SEASONABLE

OPPORTUNITY FOR HARDWARE DEALERS.

At this season of the year athletic associations and sporting clubs are looking around for their supplies of sporting goods, and all live and enterprising hardware dealers will get after them and will be soliciting their patronage. It is an opportunity which the merchant should not let slip, and which if he allows to pass by his doors will enter in at the doors of the next hardware store, and will there be used to good advantage in strengthening and expanding the business, for the profits from the customers in sporting goods represent no small margin. In large cities the income derived by a sporting goods house from such a source is so large that they find it profitable to keep in their employ men to especially attend to this business.

Another thing which has always proven to be a profitable undertaking for the dealer is the fixing up of his window and displaying such goods in it as will keep the interest in the sport at the highest pitch at all times. Dealers also will find it advisable to offer prizes to the youngsters and ball teams of his city purchasing the first ball, set of uniforms, of the season. The above plan serves to stir up considerable talk among the followers of athletics of a town and keep the dealer's name on the sportsman's tongue. So strong is the sportsmen's desire for keeping up his stock of supplies that it does not take much effort or persuasion to make him a purchaser at your store.

AUTOMOBILE SUPPLIES.

No hardware dealer during the summer months can afford to ignore the automobile supply trade, even though not an auto is in commission within the limits of his territory, says Hardware. No locality is exempt from their invasions any longer and there is no person on earth who has more insistent use for the hardware store, no matter at what prices, than the autoist who has had a breakdown.

This does not mean that the hardware dealer is justified in levying ungodly toll on the misfortunes of another; still he may safely expect and conscientiously demand somewhat greater remuneration on the sale of articles so irregular in demand than on the staples of his locality, and the average autoist will be only too glad to pay the extra profit. It is a matter of frank confession among autoists that there is an element of safety to them in the out-of-town hardware store prepared to take care of their usual road troubles, and not a few of them reciprocate by giving as liberal a patronage as their conveniences allow to the dealers who invite their trade.

The auto trade is somewhat clannish. Most of their periodicals are full of pleasant-route schedules, written up by

some one who has been there and does not fail to tell the details of bad roads, fine scenery, and good treatment had along the line to his fellow autoists. Because the auto has been a comparative stranger to some locality is no sign that a troupe of them may not of a sudden render their "honk-honk" a continuous performance for days, attracted there by the favorable report of some lone pioneer explorer. Autoists, as a rule, like variety and novelty and are constantly pushing farther and farther out into the hitherto unknown by-paths of travel.

The mere chance of an autoist's invasion would not justify a hardware store in stocking up with all the nick-nacks of the trade, but it does justify every hardware dealer in studying up a little on the construction of an automobile, enough, at least, so that he will know the headlight from the steering wheel, and is not in danger of mistaking the horn for an oil cup. Furthermore, he ought to have a man about with enough automobile knowledge to give a broken-down road engine as intelligent attention as could be accorded the steam-thresher outfit. This does not require such an unreasonable expenditure of time or cash. A good assortment of the smaller and least costly accessories, and enough familiarity with the general make-up of the machine to make the most of the material at hand, will generally be sufficient to send the autoist upon his way, a little wobbly, perhaps, but still with a favorable impression of the man who got him into motion again.

Almost always when an auto breaks down the owner takes his troubles to the nearest hardware store, if he can get it that far; if not, he takes himself there with his tale of woe. As a general thing, too, he is able to pay a fair price for the service, if efficient service can be rendered him; it's up to the hardwareman to answer that. Any well-equipped hardware store is likely to have something that will do for a temporary make-shift, if nothing more, providing the man behind it knows his business well enough to suggest the proper combination. Frequently, in the case of an extended tour, the use of inferior gasoline is the direct cause of the difficulty. A little judicious cleaning and a supply of first-quality fuel will in that case be all-sufficient. One dealer, in the writer's knowledge, by simply making a practice of keeping a supply of high-grade gasoline in constant stock during the automobile season, attracted to himself a wide notoriety among autoists, who, knowing from past experience, either personal or reported, that good gasoline could be obtained there, would travel some miles out of their logical course for the sake of stocking up with a fuel upon which they could depend. Many other articles were sold to these gasoline patrons, and the auto trade proved one of the most profitable that dealer handled.

The sale of the automobile itself is

quite another matter. In the cities, of course, there are special agents and the general hardware dealer might not in many instances be justified in entering the field. In the smaller cities, however, in towns, even in country villages there are almost always a few men of sufficient wealth and endowed with enough interest in easy locomotion to become interested in automobiles. In such places the individuality of such well-known citizens is generally an open book to every tradesman, and there is an opportunity for the development of a local automobile trade that very few hardwaremen are taking the advantage of the profits a sale would justify. Often an article sold at a profit of 25 cents or 50 cents requires some little time and trouble to land safely in a buyer's hands. On the same time schedule the sale of one auto might require months of consummate diplomacy and still be the more profitable transaction of the two. Of course it is the "quick sales and small profits" idea that the hardware dealer must adhere to for his success; still that is no reason why a large sale should be referred to some adjoining town or the catalogue house for attention. Catalogue houses may not yet have entered the automobile field to any great extent; still it is safe to say that they will be there before a great many of our small-town hardware dealers are awake to the possibilities of their own neighborhoods.

There can be no longer any question about the practicability of the automobile; it is here to stay, unless succeeded by something better. Comic papers may still amuse their readers with exaggerated records of the auto tourist's troubles; the hardware dealer had better let his neighbors read them and himself be studying up on auto literature, learning how to overcome the various difficulties to which an auto's flesh is heir.

KEEP OUT OF DEBT.

The credit business is being carried to an abnormal extent in this country, that causes much trouble and is destined to wreck many more homes. The people are besieged to buy anything and everything on credit, books, clothing, stoves, diamonds, horses and carriages, and articles ad infinitum. It is argued that it is only ten cents a day, and too many thoughtless ones do not stop to consider what that amounts to in a year, etc. It is safe to say that in three cases out of five, if a person starts to buying on the instalment plan, that the habit becomes chronic, and a new slave to debt is made.

There is only one legitimate purchase which a young man working on a salary has a right to run in debt for, and that is a home or a piece of real estate. In such case, if good judgment is used, the purchase will increase in value as it is being paid for, and even if hard times do come, and payments cannot be made, the sum paid in is not lost, and can generally be recovered. However, even in this the salaried man should not go in "over his head," or ability to carry.

Effective Hardware Advertising

HOW TO PRODUCE IT

By T. Johnston Stewart.

"Some fellers can't tell a truth with a straight face any more than an advertiser can always sell below cost."—Rusty Mike's Diary.

Blessed art thou, Rusty Mike! Once more you have provided the text for our advertising talk. You may be the rustiest-looking proposition on the Pacific slope; but your quaint philosophy is always pleasing and sometimes profound. Keep on living and ousting Solomon from the hearts of the populace as king of the proverb business. And if I may not attend your marriage may I be permitted—in the fulness of time—to write your epitaph. Both are sorrowful jobs for men who have peered into human nature as we have done; but I never go back on a pal. Let's dismiss 'em and all other phases of life which our all-important subject—advertising—does not embrace. But when we ponder o'er our subject for a moment we discover that there is nothing which we can dismiss. History is the fulfilment of advertising, and without advertising there would be no history at all. Nor will there ever be.

Let us return to Rusty Mike's statement. Are you one of the dealers who sell — not infrequently — below cost? There are so many hardwaremen doing that very thing that I am worried about their future and the future of their posterity. Miracles seem to happen in the hardware business. Unfortunately, I belong to a considerable and growing class, easily discoverable in any community, which does not believe in impossibilities. Already this minority is too considerable for any wise man to ignore. And it is expanding—growing rapidly all the time. We believe in "sweet reasonableness" in all things. A goodly number of the dealers in Canada have been selling goods below cost for years. These generous gentlemen are not the sons of bankers. When they started business all they possessed was in their wives' name. It's decidedly amusing to realize that the poor merchant, who persists in selling below cost, can only invest in one lot annually when he might just as well sell at a decent profit and invest in two. This type of a merchant is a regular wonder-worker—at least for some time. He goes on selling goods below cost—just to oblige the public and demonstrate the art of living on nothing—minus less than cost. The game is amusing but it is utterly impossible to fool all the people all the time on any spot on the globe. Gradually the public loses faith in the business rectitude of the man who persists in the "Below Cost" refrain. Only the ignorant, poorly-paid people of a community—the people who have little to spend—attach any significance to that brand of advertising. There are rare

occasions when a merchant can advertise goods at less than cost. Shrewd merchants seldom do so, and when they do they are quite frank in their reasons for holding such sales. If this "Below Cost" paragraph serves to warn the man who inconsiderately advertises goods that way too often it will have served its purpose.

* * *

The Mills Hardware Co., of Hamilton, is a young firm little more than six months' old. They attribute their success, which has been beyond their expectations, to advertising and a cash

ers worth holding admire the man who carries on a cash business. The ad., small as it is, appeals strongly to me because price talks all through it. The man who wanted any of the articles mentioned in that ad. knew exactly what he'd have to pay if he went to the Mills store for it. And that brand of advertising pleased him, even suppose he didn't wish to pay the price stated, because it saved his time. Reasonable prices, stated frankly as in this ad., and stated in three different papers, are bound to build up a paying, progressive cash business. I agree with Mr. Mills. Business on a cash basis is the better plan.

* * *

G. M. Shepardson, of Sombra, has sent in a very excellent little ad., about half the size of the one we have repro-

MILLS HARDWARE CO.

AGENTS GENUINE PLYMOUTH BINDER TWINE

Free For 3 Days

On Thursday, Friday and Saturday of this week we will give FREE to every person mentioning this advertisement, two packages of seeds of their own choice. Take advantage of this offer and come and see our new store.

Good Bargains This Week

Malleable Rakes, 12-tooth	25c	Spring Seeds, 1½ packages for ...	25c
Malleable Rakes, 14-tooth	30c	Broadcast Seeders, each	\$1.45
Steel Rakes, 12-tooth	45c	Axle Grease, 3 lbs. for	25c
Steel Rakes, 14-tooth	50c	French Plyers	25, 30, 35, 40c
Manure Forks, 4-prong	60c	Hand Horse Clippers	\$1.25, \$1.75
Manure Fork Handles, 15, 20 and	25c	Buggy Whips	15, 25, 35, 50, 75c
Round Mouth Shovels	75c	Cistern Pumps	\$1.50, \$1.75, \$2.00
Heavy Steel Spades	75c	Step Ladders	60, 75, 90c, \$1.05
Wagon Whiffletrees	60c	Varnish Brushes	8, 10, 15, 20c
Whiffletree Irons, each	10c	Flat Paint Brushes	25, 30, 35c
12 lbs. Wire Nails, 1 3-4 in. for	25c	50 pairs Men's Braces, pair	10c
		10 lbs. Mixed Wire Nails for	25c

A Carload of Fence Wire

No. 11 Black Wire, 100 lbs.	\$2.65	No. 12 Grape Wire, 100 lbs.	\$3.00
No. 9 Plain Galv. Wire, 100 lbs.	\$3.00	Barbed Wire, 100 lbs.	\$3.00
No. 9 Coiled Wire, 100 lbs.	\$3.00	Fence Staples, 6 lbs. for	25c

We Don't Keep Paint — We Sell It

MILLS HARDWARE CO.

94 JOHN ST. SOUTH, HAMILTON

business. "We use this method of advertising in three different papers and the same ad. never appears twice." That sentence, quoted from their letter, enclosing the ad. we reproduce, explains the secret of their success. If you study their ad. for a few moments you'll realize how it is possible to carry on a progressive business on strictly cash principles. Mills Company waste no space. They make no promises, they say nothing, not one word about the inferiority of their competitors' lines. They simply state unalterable facts, and that kind of advertising is bound to appeal to common sense folks all the time. Custom-

duced. Mr. Shepardson draws attention to the things required by the lady with the spring-cleaning microbe and he does it very effectively.

* * *

G. A. Binns, of Newmarket, believes in specializing in his advertising. His reasons for the faith that is in him are about unanswerable. It is true that country merchants cannot buy enough space to "effectively display an ad. to cover the general line." The ad. submitted is undoubtedly good of the kind. It's attractiveness is its special feature, and the descriptive matter is more than merely good.

Business Management

By HOWARD R. WELLINGTON.

Cash Discounts — Percentage
to and for Profit — A Point
for Bookkeepers.

A SUGGESTION FOR THE BOOK-KEEPER.

A great deal of time is unnecessarily wasted in posting items to a customer's account in the ledger, and it might not be out of place to suggest a few simple ideas, which are not new by any means, but which will save considerable time in posting. When posting merchandise to the debit of an account, use the letter "M"; for cash use the letter "C"; for bills payable, "B.P."; for bills receivable, "B.R."; for January "1", the first month; for February "2," the second month, etc. Some ledgers have item after item written in carefully in detail. Note the difference:—

1907.	
Jan. 2, Mdse.	\$25.50
Feb. 2, Cash	\$25.50
March 5, Bills Rec.	25.50
Apr. 5, Bills Pay.	24.50
May 6, Bills Pay.	25.00
1907.	
1, 2, M.	\$25.50
2, 2, C.	\$25.50
3, 5, B.R.	25.50
4, 5, B.P.	24.50
5, 6, "	25.00

It is a small matter, but of some importance when a number of items are involved.

WHAT PER CENT. SHALL I ADD FOR PROFIT?

Is it a general practice in the retail trade to add a certain percentage to the cost of an article in order to obtain the selling price, or does the dealer say, for instance: "These goods cost me 80 cents per yard; I can get \$1.50 per yard for them?"

Is it more profitable to impress a customer favorably with the fact that your prices are right, than to have him leave your store feeling that he has paid a fairly high price for the article purchased? There is no doubt that a customer who is well satisfied with his purchase is the most valuable advertisement a dealer can have.

As to percentage to be added for profits, this depends upon several things:—

1. The cost of selling.
2. The general expense cost of maintaining the store outside of the selling force, such as rent and taxes, insurance, stationery, bookkeeping, etc.
3. The profit which the dealer should have over and above all expenses.

It is difficult to state any definite percentage which would represent a fair margin of profit, as it depends altogether upon the particular business in which the dealer is engaged. For instance, the margin in a certain business is very fine, owing to necessity of maintaining low prices on account of keen competition. In such a case the dealer will have to be satisfied with a small margin on this particular line, even though his selling expense is high. Again, there may be a good margin on a certain line, but sales are rather slow and the selling expense is fairly high. In such a case the dealer will find it necessary to maintain a good price for his goods in order to meet expenses and leave a fair profit.

It should be ascertained definitely at the end of a period what percentage of the sales or profits, the expenses, salaries, rent, taxes, insurance, light, etc., formed, and in this way a certain percentage added to the invoice cost of the goods for each expense item involved, will give the true cost, to which the percentage for clear profit is added.

CASH DISCOUNTS.

The system of paying all accounts once a month, either on the 10th, 15th or 25th, as the case may be, is steadily growing in favor, and this is a good indication of the fact that the merchant is becoming more conversant with his business, the stock he carries, and his ability to handle quantities of goods during the season when his stock is largest.

Have you ever stopped to think, Mr. Merchant, of the amount which could be earned annually through taking advantage of cash discounts? Suppose your purchases amount, as per invoices, to \$30,000, subject to cash discounts of $2\frac{1}{2}$ per cent., 3 per cent., or even 5 per cent. By taking advantage of each in turn, our cash discount amounts to \$750, \$900, and \$1,500, respectively.

Now the question arises as to whether this cash discount should be taken into consideration when arriving at the selling prices placed on goods. Suppose a shipment of goods is subject to 20 per cent. trade discount and 5 per cent. for cash within 10 days. Should this rebate of 5 per cent. enter into the matter of cost and selling price, or is it simply a clear profit for the merchant who buys the goods? The retailer almost invariably sells his goods for cash or "net" terms of 30 or 60 days, and does not, therefore, allow the item of cash discount to enter into his selling price. This being the case, one might suppose that it would be in order for the retail merchant to figure his cost price on the basis of 20 per cent. trade and 5 per cent. cash discount; but look at it from another standpoint: the merchant finds that business is not very brisk, money is tight and he is unable to take advantage of his cash discount, although his prices have been figured on this basis. It will be seen that the wiser plan is to figure cost and base selling prices irrespective of cash discounts. The merchant will either take "time" on his goods to run his business or borrow money from his banker in order to take advantage of his cash discounts. In the first place he loses his discounts, in the second he makes a profit of the difference between the cash discount earned and the interest paid the bank for the use of money borrowed. It is only by actual experience in operating a business that a merchant knows whether or not he is in a position to take advantage of all his cash discounts. An unusually backward season, when sales are comparatively small, will tighten up the finances of even a business with ample capital for ordinary requirements to such an extent that renewals must be asked for or cash discounts lost, through not being in a position at a particular time to take advantage of short dates and cash discount.

HARDWARE TRADE GOSSIP

Ontario.

John Bailes, Oshawa, was in Toronto on business this week.

J. W. McDonald, of McDonald & Hay, North Bay, was in Toronto last Saturday.

Geo. Ingram, of Ingram & Davey, St. Thomas, paid a visit to Cleveland and other American cities last week.

J. A. Henderson, Brampton, and L. P. Foucar, Tottenham, spent a couple of days in Toronto this week purchasing supplies.

Wallace Flanagan is leaving his position with D. Sinclair, Paris, to accept the managership of the Fraser Hardware Co., of Preston.

Fred. Holland, of G. A. Richardson & Co., Guelph, leaves in a few days to accept a position with S. & C. Penfold, hardware merchants, of the same city.

Stanley Olhmon, late of the Bond Hardware Co., Guelph, has accepted a position as clerk with S. & C. Penfold, hardware merchants, of the same city.

T. N. Healey, of Rice Lewis & Son, Toronto, is traveling between Toronto and Sarnia, temporarily taking the place of J. D. Brown, who is now manager of the retail portion of the business.

Through an accident in the works of the Taylor, Forbes Co., Guelph, the president, J. M. Taylor had the misfortune to dislocate his left shoulder and as a result Mr. Taylor will be obliged to carry his arm in a sling for a couple of weeks.

Watts & Bate, St. Catharines, have built a two-storey warehouse, 20 feet x 48 feet, as an addition to their present up-to-date hardware store, which speaks well for the progress made by this company, which started in business just one year ago.

W. G. Scott, president of the Ontario Retail Hardware Association, has made a change in his business, purchasing the interests of his silent partner, Mr. Murphy. The firm will be known hereafter as W. G. Scott & Co., Mount Forest. The transfer took place on Tuesday.

A number of Goderich merchants appeared in the police court this week for having awnings below the regulation height of seven feet. They were ordered to have them raised to the required height, which is now being done. The storekeepers had received no warning nor had they been asked before to raise their awnings.

The first sod of the St. Marys & Western Ontario Railway was turned on May 14, by the president, James Chalmers, hardware merchant, St. Marys. This railway will connect the town of St. Marys with Embro and the C.P.R. system, a long felt want, and under the conditions of the contract will be completed by December 1st next.

Geo. Taylor & Son, hardware merchants, London, have been conducting a London closing-up sale, their intention being to discontinue the London store and concentrate all their energies upon the Cobalt mining district, where they already have a large wholesale and re-

tail establishment at New Liskeard, with branches at Cobalt and Larder Lake, with another branch to be established shortly. The stand at London is to be taken over about June 10th by a firm of well-known retail hardwaremen, who are not yet ready to make an announcement.

About three years ago the Canada Stove Company began to do work in Harriston, under the management of John Cave. The old premises proved inadequate and the town lent the company \$10,000 to build a new foundry. Still the equipment and moulders are unable to supply the demand and the company having now secured a charter for \$100,000, under the name of the Harriston Stove Company. Nearly all the preferred stock has been sold to citizens of Harriston, it guaranteeing a 7 per cent. dividend. The company has a bright future and is a valuable asset to the town.

W. G. Howell, who has been connected with the Bond Hardware Co., Guelph, for the past four years, has been admitted as a partner in that firm. Mr. Howell went to Guelph from Brampton, and from the very beginning made good in the Royal City, both in business and social circles. For the last two years he has had charge of the retail portion of the business and now, upon becoming a member of the firm, he will devote his entire attention to that department. Mr. Howell, besides being an ardent enthusiast in all kinds of manly sports, has made himself a most valued member of Guelph's musical talent.

Quebec.

O. B. H. Maille, Longueuil, was in Montreal last week buying goods.

M. Vezina, St. Denis, was in Montreal last week purchasing supplies.

J. McN Austin, Chapleau, called on the Montreal jobbers during the week.

J. A. Paquin, St. Eustache, was in Montreal this week purchasing supplies.

E. C. McCoy, Huntingdon, Que., was in Montreal during the week on business.

Mr. Mortimer will call upon the retail trade prepared to demonstrate the merits of the Ross sporting rifle.

J. F. Armstrong, of the Northern Engineering and Supply Co., Fort William, Ont., was in Montreal last week on business.

Mr. Schummermann, contractor, from Prince Edward Island, visited Montreal during the week, and called at some of the wholesale houses.

A. B. Wiswell, of A. M. Bell & Co., wholesale and retail hardware dealers, Halifax, was in Montreal during the week on his way to Ottawa, Toronto and other points west.

George Mortimer, former member of the Bisley team and of enviable reputation in military and sporting circles, is representing the Ross Rifle Co., Quebec, throughout the various parts of Canada.

Wm. O. Greenway, manufacturers' agent, 13 St. John street, Montreal, left for a flying visit to Chicago, Detroit and Toronto, on the 10th inst., previous to his sailing for England at the end of the week.

Maritime Provinces.

The Sydney Cement Co., Sydney, N.S., has been awarded a gold medal as a result of the excellence of their exhibit shown at the Dominion Exhibition held at Halifax last fall.

Western Canada.

Robert Nethercutt, Wawanesa, Man., was in Winnipeg last week on business.

Robert Lynch, of Vonda, Sask., visited several Winnipeg wholesale houses last week.

Flanagan & Wilson, Saskatoon, are preparing plans for a new hotel to be erected there at a cost of about \$100,000.

R. E. Walton is organizing a company to start a new hardware store in Medicine Hat, Alta. He was in Winnipeg last week calling on the wholesale trade.

H. V. Lawlor, paint specialist for the Marshall-Wells Co., Winnipeg, was in the Manitoba capital last week en route to Duluth on a short business and pleasure trip.

Geo. A. Mackenzie, formerly foreman of the metal department of the Sommerville Hardware Co., Edmonton, has recently joined the selling staff of the Pease-Waldon Co., Winnipeg.

A. J. Falconer, Deloraine, Man., president of the Western Retail Hardware and Stove Dealers' Association, was in Winnipeg early in the week conferring with Secretary G. E. McRobie.

C. D. Waldon, sales manager of the Pease-Waldon Co., returned to Winnipeg last week from an extended business trip through Saskatchewan and Alberta. He reports business very active in the two western provinces in spite of the backward spring.

Plans have been issued by G. F. Stephens & Co., of Winnipeg, for the erection of a large varnish plant and also a linseed oil mill. These factories will be situated on the five acres of property recently purchased by the above firm near the Manitoba Gypsum Works, in the city of Winnipeg.

WESTERN BUSINESS CHANGE.

Arthur Desmarchais, who has been in charge of the plumbing and heating department of Carter Bros.' business at Picton, Ont., called at the Toronto office of Hardware and Metal on Monday. Mr. Desmarchais has the western fever and is on his way to Red Deer, Alberta, to take charge of the plumbing and heating department of Illsey Bros., W. J. Illsey, of the J. H. Ashdown Company, Winnipeg, having purchased the interests of Mr. Stephenson in the Stephenson & Illsey business. Mr. Desmarchais carries with him a splendid testimonial from his late employers and success is assured him in his new location. W. J. Illsey will not remove to Red Deer until the fall.

HARDWARE AND METAL

Established - - - - - 1888

The MacLean Publishing Co.

Limited

JOHN DAYNE MACLEAN - President

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FREIGHT SHORTAGES.

There is much room for improvement in the methods in use by the railway companies in looking after shortages in shipments. A case which was brought to our notice this month was of a shipment of wire, only part of which was received by the Ontario merchant who was the consignee. The balance of the shipment was somewhere along the line of railway, but where, no one knows.

The dealer naturally wants the balance of the wire and he wants it now or not at all. He has told the local freight agent that unless it arrives soon he cannot accept it—but as everyone knows, that is an unsatisfactory settlement of the problem, as the railways do pretty nearly as they like in such matters.

Too often the local freight agent pigeon holes the complaint and it is forgotten until the wire turns up. To make certain of having prompt attention given to complaints it is well to write the "Shortage Freight Agent" of the big railways at their head offices in Montreal. Then it is reasonably certain that something will be done to look after the matter—even if that something is not done in a rush.

Another similar case is the statement made by Mr. Fisher, of St. John, N.B., last week that some Calgary hardwaremen had not yet received some of their shipments of Christmas goods when Mr. Fisher was in the Alberta metropolis a fortnight ago. What can the jobber and retailer do in such a case as this? The season is gone, the goods are stale, the jobber's capital has been tied up and the retailer's profit has failed to materialize. Will the railways make good?

Anyone who knows the railways can answer the question.

We invite readers to forward us particulars of freight delays and shortages so that a clear understanding of the rights of retailers can be arrived at and, if necessary, steps can be taken to bring the matter to the attention of the Railway Commission.

IS IT LACK OF COURAGE?

There are still numbers of merchants about the country who think it necessary to keep their stores open until nearly midnight every Saturday. Some even go so far as to make their closing hour eight or eight-thirty o'clock every other night in the week. Is there any one of them who can give us a good sound reason why his business could not be done before six o'clock ordinarily and ten o'clock Saturday? Ask why the practice is continued and you will very often get the answer: "The others all do it."

In a town of fifteen hundred population the stores closed any time between eleven and twelve o'clock every Saturday night. One progressive merchant determined that he would no longer be a party to the maintenance of such abominably long hours, and he announced that thereafter he would lock up at ten o'clock. Others told him he would lose business; that the thing could not be done; that it had been tried before and had to be given up. He replied that the men who made the move and then went back to the old conditions were lacking in courage. He has demonstrated that he is right, although his competitors still refuse to follow his good example. However, that does not appear to be worrying him, and he is now looking forward to the time when he can get his customers to do their buying before nine o'clock. We would like to see the same spirit manifest itself in some other quarters.

The merchant needs recreation and change of occupation as much as any man living, and if he sticks in his store from 7 a.m. to 8, 9, or 10 p.m., when is he going to vary the monotony? No man can do it and maintain the physical and mental energy, vim, resourcefulness, snap and initiative that make for success.

THE CASH SYSTEM.

In a recent issue of Hardware and Metal appeared an article on the subject of the cash system—its advantages, and the experiences of various merchants who have adopted the system. That it is the ideal of all merchants to have the cash system in successful operation is obvious, because it will in every way be advantageous to them.

The farmers are the people who have the money and are in the best position to pay cash, and thereby relieve the stringency in the money market. They can do much to lighten the hardware merchants' load of care by paying cash, and it is in the interests of hardware dealers to demand cash, and by organization and co-operation to secure it. The farmers may not like it at first, but they will, after a consideration of the matter, reconcile themselves to the situation, and honor the dealers for demanding cash.

If cash cannot in every case be secured, notes should be secured from the farmers good for thirty days or two months, but not beyond that limit. One hardware merchant in western Ontario found this plan feasible and very satisfactory. The farmers can be made more liberal only by being strict with them in matters of payment. They will be conservative as long as they are left to walk in their own ways.

Be insistent upon getting cash, or, second to that, promissory notes, for all goods sold to farmers, and thus put your business on a sounder and more lucrative basis, and aid very materially in easing money matters generally.

REGULATION OF EXPRESS RATES.

Complaints are frequently heard that express rates are unequal and excessive—that retailers are charged regular rates while departmental store bundles are carried at about 25 per cent. less than ordinarily charged.

Retail merchants who opposed the extension of the parcels post system are entitled to fair treatment at the hands of the express corporations. Are they getting it at present? Is there room for a discussion on this point? A discussion is invited and readers who have complaints to register are asked to send them to the editor for consideration.

We make the point now that the franchises of the express companies should not be disturbed, but that the revision of rates on a reasonable and uniform basis should be enforced by the Government through the Railway Commission.

For retailers to advocate low express rates would be to jump from the frying pan into the fire as it would only tend to increase the volume of mail order business, but they can safely advocate the establishment and enforcement of reasonable and uniform rates.

That there is a lack of uniformity in express rates is directly proven by the following extract from a communication from a general merchant at Fergus, Ont.: "There is another matter which needs investigating, and that is the excessive rates charged on express parcels. For instance, about two months

ago "We paid \$1.90 express on three boxes, weighing sixty pounds, from Mulgrove, N.S. Four days later we received three more boxes, of the same nature and weight, and the charges were only \$1.12. We may say this is not an isolated case." There was either an overcharge of seventy-eight cents in the first case or an undercharge of the same amount in the second. It is very likely that at \$1.12 the express company received a liberal rate.

Another communication which we received reads, in part: "Both express companies here take all the parcels I can give them at the same rate as the post office, and I am under the impression that they make even more favorable rates to the department store people in the cities."

NEW POSTAL REGULATIONS.

Canadian publishers appear to have dealt themselves a gold brick in the recent postal regulation shuffle which went into effect on May 8.

For some years some Canadian publishers have been waving the old flag and crying out against the importation of such a large number of American magazines and periodicals. Their undoubted purpose was to erect a fence which would tend to keep out American publications and encourage the circulation of Canadian publications which found it difficult to make headway in competition with the American publications. In their agitation these publishers were aided by the blue law believers who objected to Canadians being given the opportunity to secure American Sunday newspapers, postage stamps, or enjoy a cigar or a dish of ice cream on Sunday.

The agitation in favor of imposing the restriction on American literature reached a climax last Winter when the Canadian Press Association again endorsed proposals, and the Canadian Postmaster-General was influenced to abrogate the existing postal convention with the United States.

Colonel MacLean, on behalf of the MacLean trade newspapers, opposed the proposition at the meeting of the Canadian Press Association, his views being given in an editorial published a few weeks ago in this paper. With the exception of this opposition in the Canadian Press Association and various articles in the MacLean trade newspapers, the agitation in favor of restricting the circulation of American publications was practically unopposed.

A conference was arranged between the official representatives of the Canadian and United States postal department, and new regulations were drafted increasing the postage charged on newspapers and magazines sent to sub-

scribers in the States from 1 cent to 4 cents per pound, the original suggestion being that 8 cents per pound be imposed. Included in the arrangement, however, was a provision that on every paper or parcel mailed postage stamps to the amount of the postage should be attached to the paper or parcel. The increase in the postage rates was announced to go into effect almost immediately. The amount of the increased cost to many Canadian publishers amounts to thousand of dollars each year. Besides this they are put to the enormous inconvenience of having to attach postage stamps to every parcel or paper they mail to the United States.

The new regulation has been in force about ten days and already protests have been made from one end of the country to the other. Canadian publishers now recognize that the Can-

PLANS TO INCREASE SALES.

Very few replies have been received to the questions asked below. There is still time to forward them, however, and travelers, merchants and clerks are urged to jot down their ideas on paper and forward to the editor before June 1. Answer these questions:

What is the best plan a hardware merchant can adopt to increase the sale of stoves and kitchen furnishings in the fall and winter season? What methods of display and what system of advertising can be used to the best advantage? Should the dealer canvass his district for business? How can old stoves be disposed of to best advantage and what plan of selling on easy payments brings the best results?

For the best letter answering the above questions received before June 1st, 1907, a prize of \$10 will be awarded, and the best letters will be published in order to be of value to the trade in outlining their fall campaign for stove business.

adian Postal Department were handed a gold brick by the representatives of the United States Postal Department. The cry is almost unanimous in favor of postponing the enforcement of the new regulation until the end of the present year at least. An arrangement to this effect is almost certain to be made. By that time it is likely that the matter will be further considered and the new regulations modified considerably. That they need moderation is certain, as while it is advisable that something be done to develop the publication of Canadian periodicals and encourage the establishing in Canada of branches of large American publishing houses it is unjust that Canadians

should be deprived of the right to secure technical publications which do much to educate the business, professional and mechanical sections of our population. Take as an example, The Iron Age. Many readers of Hardware and Metal desire to secure that publication to keep in touch with the American hardware markets. Under the new regulations such persons will be taxed to the extent of \$3.50 per year which they will have to pay in addition to the subscription price, postage amounting to 7 cents per copy being required to insure its delivery to Canadian subscribers.

Again, it is by no means certain that the greatest objection raised will be overcome by the change made. It was complained with some reason that the Canadian post office was forced to carry tons of United States papers in return for which the United States Postal Department carried only a fraction of the amount. Will the new regulation change the proportion?

Postpone the imposition of the increased postal rate until the beginning of next year and let Canadian publishers and postal officials thoroughly discuss the subject in the meantime so that when the regulation finally goes into effect, hardships will be removed and a reasonable and fair proposition permanently adopted.

FRAUD ON A BIG FIELD.

Intercontinental fraud is working the game on a considerably large field. Better, perhaps, it suggests how distance has been left out of the count by modern invention and commercial organization. A firm in Argentine with a confederate in Spain, sends an order to a manufacturing firm in Canada, accompanying the order with a 90-day draft on Madrid. The firm receiving the order puts the draft through for collection, is in due course advised of its acceptance, and then rushes the order. By the time the goods have reached their destination, the Madrid firm will have closed their bank account, and gone elsewhere. In one or two small cases the game may go through on the square to inspire confidence. This is being done and suggests the necessity for taking care.

HOLIDAY NEXT WEEK.

On account of the holiday next Friday advertisers and correspondents are requested to forward matter for publication one day earlier than usual in order to ensure publication.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

FIG IRON—Some lines advanced.
CANADA PLATES—Show advances.
CUT NAILS—Advanced 5c. per keg.
PURE MANILLA ROPE—Declined.
ANTIMONY—Declined 1 cent per pound.

TORONTO.

IRON PIPE—Advanced.
SOIL PIPE—Higher discounts.
BRASS GOODS—Lower quotations.
ANTIMONY—Now quoted at 25c.
HINGES—Advances in the States.
TURPENTINE—Quoted as low as 90c.
LINSEED OIL—Advancing.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 17, 1907.

For some unforeseen reason, business in hardware has dropped off very noticeably during the past week. Jobbers are of the opinion, however, that this is merely due to the backward spring, and as soon as the warmer days put in an appearance, things will liven up considerably.

The high winds drive the dust in clouds through the city, with the result that people are reluctant about painting the outsides of their houses, until they are sure that their appearance will not be marred by the dust clinging to the wet paint. This has reduced the sales of paint in retail stores to a more or less degree, in comparison to the same period in former years.

The hardware jobbers will be no exception to the general mix-up that will occur should the strike on the wharf be as serious as the one experienced four years ago, and from present indications it seems as if it would be. The teamsters are threatening to strike also; in fact the Shedden Company's men have already gone out, and should the men of the other big companies join them, the situation will be very serious for such houses as depend almost entirely on the large cartage companies.

They will not only be handicapped as to getting in supplies, but will also be practically at a standstill as far as shipping large orders is concerned.

The only changes worthy of note this week are a five cent advance in cut nails (price now being \$2.50 per keg), and a reduction in the price of pure manilla rope, which is at present being quoted at 15 cents per pound.

All other prices remain the same.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 17, 1907.

There is a decided change for the better in the state of the hardware market as compared with last week. Trade is brisk in all lines of staple hardware, tools and builders' supplies especially moving very fast. Previous to this week dealers have been continually com-

plaining concerning the backward season, but now on all sides one hears satisfaction expressed at the decided improvement in the weather. Since much of the spring trade has been held back till within the last few days, business should now continue brisk without respite until summer goods begin to move.

The various strikes—on or pending—have exerted no appreciable influence on the trade. The manufacturers are still behind in wire and many other lines and the greatest difficulty of the large supply houses for the next few weeks will be in obtaining the goods to keep abreast of their orders. As far as wire and its by-products are concerned, the whole difficulty lies in the fact that the manufacturers are unable to get a speedy delivery of the raw material from the eastern mills. Prices in wire goods are still firm and unchanged, but the tendency of the market is distinctly upward.

So far as screws are concerned, the manufacturers are still away behind and the demand continues to increase.

The factories are still behind in poultry netting and green wire cloth. The discounts still remain at 50 and 5 off the list price, and as no relief seems to be in sight, some shrewd retailers are placing their orders now in order to escape the risk of a further advance in price. There is an exceptional demand for screen door hinges, and the manufacturers are very far behind in their orders.

A slight scarcity still exists in wire nails—more particularly two and a half inch; the Toronto price is buoyant at \$2.45 base, though Montreal records a raise of five cents above the base price.

The supply of bolts, nuts, rivets and burrs is still quite insufficient to meet the demand, though prices as yet are unchanged. Many dealers also report having great difficulty in obtaining certain lines of saws.

Lawn mowers, grass shears, rakes, spades, shovels, wheel-barrows, and all lines of garden tools are moving very fast. The warm weather of the past few days has caused a rush in these and kindred lines.

As might be expected, fishing tackle is leading as far as sporting goods is concerned, with an increasingly brisk demand for baseball, lacrosse and cricket supplies of all descriptions. If there is one line above others where variety counts, it is in sporting goods. The dealer who has learned to cater to the fastidious tastes of the angler and sportsman, will not be long in working up a profitable trade in these goods.

Horseshoes and horseshoe nails continue in good demand, with prices the same as last week.

We are in receipt of information that will no doubt be of interest to the hardware trade generally. Strap and T hinges and butts of all kinds, which have been but slightly advanced in price since the price of metal goods first started to go up, will soon be advanced considerably. The American manufacturers will advance prices next week, which will doubtless cause Canadian makers to

raise prices beyond the advance made this month. Many shrewd hardware dealers are taking advantage of the present conditions and are placing their orders now in anticipation of an expected advance.

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 17, 1907.

The longshoremen's strike is beginning to make metal dealers feel kind of apprehensive, and if it lasts for any length of time, will undoubtedly cause quite a shortage in all lines of metals that are imported from the other side, especially pig iron. Even should the strike end in the near future, the pig iron situation will not be bettered to any great extent, as there is only about one Montreal firm who were fortunate enough to have their supplies forwarded by the first boats, most concerns having depended on the tramp steamers which did not sail at the expected time. Some lines of pig iron have already advanced and unless the situation is relieved shortly, others may be expected to go up any day. Leaving the above cause aside, pig iron is extremely high in the Old Country at the present time.

Antimony weakened during the week to such an extent that prices here have been reduced one cent per pound.

Dominion Crown Canada plates have been advanced in the last few days and at present we are quoting: 18x24x52, \$4.45; 18x24x60, \$4.70; 20x28x80, \$8.90; 20x28x94, \$9.40.

Since last quoted, lead was steady for several days, then advanced a trifle, and has remained steady ever since; copper continues to advance, and ingot tin advanced steadily and then dropped; zinc is slightly weaker and ingot tin remains about the same. These fluctuations, however, have not been noticeable enough to make any changes in Montreal prices, but merely go to show the trend of the market.

On the whole, business is fairly brisk and the outlook, with the exception of the strike, is extremely good.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 17, 1907.

The Montreal longshoremen's strike is the main feature this week with large quantities of stock held up pending a settlement of the trouble. Iron is particularly firm and if the strike continues for any length of time it will be a serious matter for all users of iron. At present there is little to be had and sellers are by no means anxious to dispose of their holdings.

Every season the opening of navigation causes trouble at Montreal. If it isn't a longshoremen's strike, it's a congestion of freight. And this year it looks as though the trade is likely to experience both.

Both in the Old Country and in the

States the iron market is strong and there seems to be no weakening element in sight just now.

Antimony has slipped down a few points and Cookson's is now quoted at 25 cents in Toronto, although there are no stocks in hand.

Copper continues firm, with the tendency still upward, and buyers unable to secure any modifications. Figures have been published showing that sixteen years ago the visible stock represented 25 per cent. of the yearly production. Now it is only $2\frac{1}{2}$ per cent. at the end of 1906. This is just about sufficient for a week's supply. Since the year 1885 we have seen the advent of electric lighting, electric tramways and railroads and motor traction — three causes of a large consumption of the metal that did not previously exist, and which are even now only on the threshold of their commercial utility. The world's population is constantly becoming larger and its average of civilization increasing. This has an important bearing on copper consumption, as it is so largely used for generating light and power—two of the commonest necessities of civilized communities.

Tin ingots are very strong, with a scarcity reported from several centres. Finished lines such as sheets and plates are also firm, with a likelihood of many shipments being delayed on account of the strike at Montreal.

Bar iron supplies are fairly plentiful, with the usual complaints of shortages in bolts, nuts, screws and similar articles. Rods for wire nails also continue scarce.

Lead, zinc and spelter continue unchanged.

United States Metal Markets

From the Iron Trade Review, May 15, 1907.

Railroads have been prominent as buyers during the past week, the most important orders placed being 167,000 tons of open-hearth rails for the Harriman lines, 142,600 tons for the Pennsylvania, 28,000 tons for Pacific coast lines, 70,000 tons for the Chicago, Milwaukee & St. Paul, and 45,000 tons for Burlington. Heavy inquiries for shapes for railroads are also pending.

Agricultural interests have been more active in placing orders for steel bars, although on account of not having received concessions, they do so very reluctantly. There is danger of a shortage in the supply of steel bars, and sellers declare that buyers will be fortunate if they are able to cover for their requirements. Similar conditions apply to other lines, especially to plates. Bar iron continues weak and is selling at a very small advance over steel. In tin plate and sheets orders for normal tonnages are being received and specifications are extremely heavy.

Coke is still weak, and contracts have been made at lower prices than those recently quoted. Prices of old material are irregular and the market is generally weak, but improvement is noted in Chicago.

From the Iron Age, May 16, 1907.

A very large tonnage of rails has been arranged for delivery in 1908, with additional negotiations pending. The Tennessee Company has booked 55,000 tons for the Southern Pacific, a like amount

for the Union Pacific, and 40,000 tons for the Illinois Central, making with the usual allowance of 5 per cent. for seconds, a total of 157,500 tons. Deliveries are to begin in March, 1908, and are to continue in equal quantities monthly during the balance of the year. The company has now booked for rolling 260,000 tons for next year, and carrying over two months' rolling has enough business under negotiation to take up the estimated capacity for 1908, of 360,000 tons.

The Illinois Steel Company has closed contracts for 1908 delivery for 75,000 tons for the St. Paul, 45,000 tons for the Burlington, 25,000 tons for the Rock Island, 5,000 tons for the Nickel Plate, and 5,000 tons for the Chicago & Eastern Illinois. At the present time 100,000 tons additional are under negotiation.

The Pennsylvania Railroad has allotted to the mills on its lines a total of 142,600 tons for 1908 delivery. The specifications are very rigid, calling for the extraordinary discard of 25 per cent. from the top of the ingot, with special requirements as to straightening and as to ratio between section of bloom and of rail.

The total tonnage booked for 1908, therefore, foots up to about 500,000 tons, with important transactions still in abeyance.

Eastern steel makers have been heavy buyers of basic pig iron during the past two weeks, the sales during the movement thus far aggregating close to 100,000 tons, which includes purchases of 40,000 tons by one interest, 20,000 by another, and a number of 10,000-ton transactions by other works. The market has hardened, and some of the sales were made on the basis of \$23 at furnace, the delivery price being above \$24 in some instances. We cannot learn that these purchases were dictated by the necessity of covering sales of semi-finished and finished material already made, but have been forced by the fear that the supply of basic pig iron during the second half would not be adequate.

There has been some lively buying in the western territory of foundry iron, mostly in fair-sized lots, which has strengthened the market and has checked the downward tendency, which was somewhat pronounced in April, when lower figures were made than was generally admitted at the time.

Additional purchases of Scotch and Middlesbrough iron have been made for shipment to this country, and the foreign iron is selling more freely, in spite of the advance abroad and the correspondingly higher prices here.

An important event in the northern charcoal iron industry has been the merger of a number of charcoal blast furnaces under the title of the Lake Superior Iron & Chemical Company. The furnaces thus coming together are the Newberry, Marquette, Manistique, Gladstone, Elk Rapids, Boyne City, Antrim and Hinkle.

The National Tube Company has issued a new list of discounts on merchant pipe, which is equivalent to an advance of \$4 per ton on all sizes except 7 to 12 inch. New prices have also been made on boiler tubes. Some important contracts have been placed, among them 120 miles of 18-inch, and 10 miles of 14-inch pipe for a natural gas line to Cincinnati, and one line of 150 miles of 6-inch and 8-inch pipe.

A number of riveted pipe contracts have been closed, and others of considerable magnitude are coming up, which promise to give a good deal of work to the plate mills.

Among the largest structural jobs closed during the week is that of the approach to the Blackwell's Island bridge, calling for 6,000 tons. In Chicago, work which will call for an aggregate of 20,000 tons is now being figured on.

London, Eng., Metal Markets

From Metal Market Report, May 14, 1907.

PIG IRON — Cleveland warrants are quoted at 62s. 7½d., and Glasgow standards at 62s. 5d., making prices as compared with last week on Cleveland warrants, 4s. 1½d. higher and on Glasgow standards 3s. 11d. higher.

TIN — Spot tin opened weak at £190 10s., futures £185 7s. 6d. and after sales of 320 tons of spot and 550 tons of futures, closed steady at £190 for spot, £185 12s. 6d. for futures, making price as compared with last week £5 10s. lower on spot and £7 17s. 6d. lower on futures.

COPPER — Spot copper opened firm at £102 5s., futures £101 10s., and after sales of 100 tons of spot and 200 tons of futures, closed firm at £102 15s. for spot, £101 17s. 6d. for futures, making price as compared with last week, £92 15s. lower on spot and £91 12s. 6d. lower on futures.

LEAD — The market closed at £19 15s., making price compared with last week 10s. lower.

SPELTER — The market closed at £25 17s. 6d., making price as compared with last week 2s. 6d. lower.

Nova Scotia News

Halifax, N.S., May 13.

The demand for builders' hardware is unusually heavy, not only in the city but throughout the province. This is due to the large amount of building operations and the extensive alterations in various parts. In Cape Breton, Springhill, Stellarton, and other big mining sections, there is quite a building boom on.

The gold mines at the Ovens, Lunenburg County, will be operated this season. An American company has the matter in hand, and it is expected will employ about fifty men during the summer months. The management are fully alive to the fact that "all is not gold that glitters," but yet have every assurance that the precious metal is present there in quantities to give good returns for money invested.

The latest addition to Sydney's industries is the Sydney Foundry and Machine Works Company, which obtained a charter last week and has taken over the business formerly carried on by James Clarke and Wilfrid E. Clarke, and known as the Sydney Foundry and Machine Works. The business was founded upwards of nineteen years ago, and about 1901 was taken over by Mr.

Clarke and his son. New buildings will be constructed and the plant equipped with the necessary machinery for the class of work in demand and for which orders had to be refused by the company, such as bridge material. The capital of the company is \$100,000. The plans for the new foundry are about completed. Mr. Clarke, representing the company, is now in New York selecting the machinery and equipment. The new building will be of brick and concrete.

The Dominion Coal Company will expend \$60,000 in development work at No. 4 colliery this year.

The new Bessemer converters at the Dominion Iron and Steel Company's works, which were blown in last week, worked satisfactorily.

Mr. Derrick, of Montreal, and C. V. Wetmore, another director of the Sydney Rolling Mills Company, have selected a site for the plant in Sydney. The property, which is on Royal avenue, comprises twenty-eight acres. The former has gone to visit the big mills in the United States, and while there he will place orders for the structural steel required for the buildings and purchase the most modern machinery for the plant.

The destruction by fire of the enamelling department of the Amherst Foundry Company, of Amherst, is a very serious handicap to that thriving industry just at a time when the plant was in full operation and large orders in hand. Only a portion of the manufactured goods ready for shipment were saved. The building was 300 feet long and 65 feet wide, and gave employment to eighty men.

The output of this department was from \$10,000 to \$15,000 per month. Many of their goods were sent to upper Canadian and western cities. They have a distributing branch in Winnipeg through which their western trade was supplied. Frederick Schuler, an American expert, has charge of this department. The men were working three shifts of eight hours each. They put out from ten to twelve bathtubs and from 80 to 100 sinks per shift.

A deal of great magnitude and importance which will guarantee to the Nova Scotia Steel Co. their ore supply for practically all time to come has, within the past few weeks, been quietly consummated. The company has secured the great iron deposits in the vicinity of Rio Janeiro, and Harvey Graham has left here to take over the property for his company. The new property is said to be among the richest in the world, being surpassed in value only by the Bell Island deposits, now being operated by the same company. The new property is situated in the interior of Brazil, being one hundred miles from the nearest railway point.

New Brunswick News

St. John, N.B., May 13, 1907.

The opening of navigation last week between Prince Edward and the mainland, gave the local jobbers an opportunity to ship orders which had been in readiness for some time, but which were held, awaiting the breaking up of the ice in the straits. The opening of transportation to the island is nearly three weeks later this year than usual. The late spring has affected the sale of seasonable goods, such as ice cream freezers, refrigerators, etc., as a snow-storm of four inches visited here on Saturday and the weather all along has been cold and backward.

There is a great scarcity of screen windows and doors and green wire screen cloth. It has been difficult to secure enough to supply the demands. All lines of hardware continue high. Paris green advanced again last week and is now quoted at 29 cents.

Though the weather has been unfavorable, some golf enthusiasts have ventured out upon the links and W. H. Thorne & Co., who handle golf supplies, report several sales in this line.

Plans have been prepared for a new Sunday School building for Germaine Street Baptist Church. The total cost of the building will be \$17,680, of which \$11,127 has been subscribed, and the balance is expected to be raised in a couple of weeks. The Sunday School will have a frontage of fifty-six feet, with a depth of one hundred and twenty feet. The plans were prepared by Architect H. H. Mott, and provide for two floors, with seventeen class rooms, to be used in connection with the main school, and three class rooms for the primary department. Tenders will be called for in a few days.

A new company is being formed for the manufacture of school and general furniture, with the object of buying out the S. B. Lordly Furniture Company property, and carrying on the same business on a more extended scale. The capital stock of the concern will be \$10,000 and it is probable that operations will be commenced at an early date on contracts already secured for the Lordly adjustable school desk. This desk has been selected for the Hampton consolidated school.

A movement is on foot to establish extensive works at Moncton for the building of railway cars, either steel or wood. E. A. Wallberg, contractor for the new I.C.R. shops, is the promoter of the scheme. The proposition is to establish works employing from 1,000 to 2,000 men and to use the old I.C.R. shops. The board of trade and Moncton city council have approved of the scheme and the council has approved of granting free water and light and tax exemption for twenty years. A committee from the two bodies was appointed to wait on Hon. Mr. Fielding, acting Minister of Railways and urge the leasing of the old I.C.R. shops to the new concern.

The plans for the new Salvation Army building to be erected on Charlotte St. have been slightly altered at the Dominion headquarters, Toronto. The alterations will delay the awarding of tenders for some time.

In the circuit court last week, R. G. Haley, of Haley Bros. & Co.'s wood-working factory, was awarded a verdict

for \$840.79 for lumber supplied to George McArthur, a contractor, who built the immigration buildings on Part-ridge Island.

A letter received from Fred W. Sumner, of Moncton, who is now in England, states that he may not sail for home before next week. Having completed his business in connection with the oil company, he is now on a brief pleasure trip.

John Keefe, manager of the James Robertson Co., returned to day from a trip to Montreal and Toronto.

W. S. Fisher, of Emerson & Fisher, returned home this afternoon from a trip to the Pacific coast.

Eastern Ontario News.

Peterboro, May 14, 1907.

Peterboro retail merchants have won a great victory over the mayor and a couple of the aldermen who so strenuously fought to compel all business men to take down their signs and to keep their goods inside the store. For the past three or four weeks deputations have waited upon the council and upon the committee of the whole with the idea of getting the sign by-law amended, but his worship tried hard to defeat their object. The sign by-law was passed in 1879 and has never been enforced, except in extreme cases. Every business man was allowed to have a sign overhanging the street about two feet. But when the present mayor took hold of the reins of office he undertook to enforce the by-law to the letter and would hear of no modification.

He assumed the same attitude in regard to the displaying of goods and the box by-law. The local merchants' association took the matter in hand and fought it to a finish, with the result that the box by-law was amended to suit them; and they are allowed to put up signs eighteen inches over the walk, and they can use twelve inches of the walk on which to display goods.

A deputation recently waited on the council which fought over the matter for an hour and in the end his worship was turned down and the merchants were given what they asked for. This is one case in which organization proved its worth. It is only one of many which could be handled as successfully if the association was more active. The merchants are standing in their own light every day they neglect to advance trade organization.

Niagara Peninsula News

St. Catharines, May 13, 1907.

St. Catharines, with its population of nearly twelve thousand inhabitants, cannot be accused of having more hardware stores than some that have a lesser population. But if she is deficient in quantity, she makes up for it in quality, for they are up-to-date, and the proprietors are wide-awake business men who know the pulse of the people with whom they are in touch.

The oldest hardware establishment in St. Catharines is that of Coy Brothers & Southcott. It was opened more than sixty years ago by the late Francis Coy, and on his decease it was operated for a number of years by his brother-in-law for the estate, and upon the ar-

rival of the eldest son to manhood, John W. Coy, who took charge of and successfully managed the business for some time. George Coy then took charge of and managed the business until his death, when Frank W. Coy took charge of the management, though the George Coy estate held an interest in the business. A few years ago Frederick Southcott became the junior partner, and the firm is Coy Brothers & Southcott. The firm carries a very large stock of goods and are up-to-date. The firm do not confine their operations to St. Catharines alone, as they have customers throughout the counties of Lincoln and Welland. Their reputation for straight and honest dealings is well known and their establishment, situated on St. Paul street, the principal business street of the city, is largely patronized by the blacksmiths, carpenters and other trades for their supplies. The firm deals in all kinds of hardware—heavy and shelf—also ship supplies, and they do not allow their stocks to become depleted at any time. All of the members of the firm are native-born citizens of St. Catharines.

The second senior hardware establishment is that of A. W. Moore, who though not a native-born citizen, has lived here since his youth. He entered into co-partnership with ex-Alderman Alexander McEdward, and the firm, known as McEdward & Moore, continued for a number of years, when they dissolved, and Mr. Moore assumed sole proprietorship. He not only owns the business, but the large building on St. Paul street, where it is located. Mr. Moore is increasing in popularity. He is one of the principal entertainers at public functions, where he is a prime favorite.

Ex-Alderman McEdward, after the dissolution of his partnership with Mr. Moore, opened out and operated a hardware store on Queen street, but after a time sold out to Messrs. Watts & Bate, who conduct the business in the Peterson block. Mr. Watts has had large experience in the hardware trade, having learned the business in England, and coming to St. Catharines about twelve years ago he entered the employment of the Coy Brothers Company, until he went into his present business. Mr. Bate is a young man, the son of the late Thomas B. Bate, and served his apprenticeship with Coy Brothers & Southcott. This firm is also gaining in popularity the longer they remain in business. They, too, keep an up-to-date stock of all kinds of hardware, and are giving satisfaction to their customers.

Hugh J. Conn, though a dealer in hardware, carries on, principally, a stove and tinware business and gives general satisfaction in his various branches of business. His place is well located on St. Paul street. Mr. Conn has been a citizen of St. Catharines for a considerable number of years and is quite popular.

The principal metal working establishment in St. Catharines is that of the McKinnon Dash & Metal Company, whose place of business is at the extreme limits of the city at the junction of Ontario and Carlton streets. A few

years ago, finding that their business was increasing to such gigantic proportions, their then premises, along the hydraulic race, was of insufficient capacity and their territory to erect buildings on was so limited, they selected their present location where they erected some large buildings. But even these were soon found to be overcrowded, and during the past year they have erected two additional buildings. This firm, in addition to their plant in St. Catharines have one in the city of Buffalo. Both establishments employ large numbers of skilled and unskilled workmen. At the St. Catharines works a switch was constructed by the Niagara, St. Catharines & Toronto Railway Company, to connect with their Port Dalhousie division to convey goods to and from the factory, and the highway to these works has been so constructed to enable teams to haul large loads of requirements to and from the manufactory.

The window display in hardware stores is not so attractive to the general public as is that of the dry goods windows, and yet our merchants are not blind to the advantages derived from an attractive window. New ideas induces models of new varieties of goods in the hardware as well as other lines of trade. Our merchants, including the hardware, take great pride in having an attractive display. The hardware merchant is not slow to inform the public of new varieties of goods. They do not confine themselves to the window displays. They are constant advertisers in St. Catharines' two newspapers and they, in addition have their advertisements in pamphlets circulars, etc., so that the public generally, will know where to go to purchase needed hardware.

Kent County News

Chatham, May 15, 1907.

The axle department of the Dowsley Spring & Axle Company will shortly re-open with double the previous capacity. This company also intends to com-

mence the manufacture of a five-ton scale.

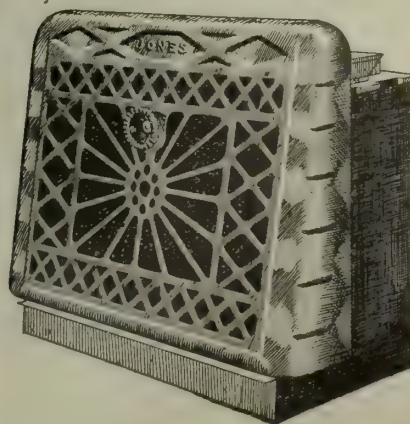
There is considerable likelihood just now of the city council substituting a gas engine plant for the present steam engine plant at the electric light and waterworks central station. L. G. Read, representing the Colonial Engineering Company, of Montreal, manufacturers of the Hornsby gas engines, was in the city last week and addressed the council respecting the matter.

An agreement was recently concluded between the city council and Louis A. and Harold C. Cornelius, representing the Wolverine Brass Company, of Grand Rapids, Mich., for the establishment in this city of a Canadian branch of that concern, to be known as the Canadian Wolverine Brass Company, Limited. The company manufacture brass goods of all kinds, including plumbers' supplies, gas fittings, etc. The city agrees to loan the company \$20,000, repayable in 20 annual instalments of \$1,000 each, with interest at 4 per cent. The concern will have a paid-up capital of \$30,000, and will spend \$32,000 on the site, factory and plant. The company agrees to employ 25 men all the year round from the start.

Frank Shoemaker, late of Westman Bros.' hardware store, has arrived in Vancouver, B.C., and, writing to Mrs. Shoemaker, reports a very enjoyable trip. He expects to settle in the west. Mrs. Shoemaker and family will follow as soon as he is definitely located. Mr. Shoemaker was a resident of Chatham for some twenty years, having been a member of the firm of O. & F. Shoemaker, predecessors to Westman Bros., with whom he has been employed for some twelve years past. Prior to his departure, Mr. Shoemaker was presented by the firm with a beautiful set of pearl-handled, silver-mounted knives and forks and an accompanying address expressive of the esteem in which his late employers held him.

ECONOMY—THE BEST POLICY

Shrewd dealers talk economy to their customers because it is good business to do so. Impress your customer with the idea that you safeguard his interests, and you've made him a friend for life. More than a few dealers recommend



JONES' SIDE-WALL REGISTERS

because of their great superiority to the next best register on the market. Our registers reduce the initial cost of a heating system by reducing piping 50 per cent. They mean warm living rooms, cool cellars, and no lost heat.

Let's show you how to make money by recommending our Registers.

The Jones Register Co.

732 King St. West

Toronto, Canada

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephens' Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand Will you supply it in your territory?

Write for our special pan, tells how "We help you sell."

G. F. Stephens & Co.

Limited

PAINT AND COLOR DEALERS

WINNIPEG,

CANADA

MANITOBA HARDWARE AND METAL MARKETS

Market quotations corrected by telegraph up to 12 a.m. Friday May 17. Room 511, Union Bank Bldg, Winnipeg, Man.

Business is suffering somewhat from the unfavorable weather, but nevertheless the volume of sales is quite as large as last year. Transportation conditions show a marked improvement throughout the west and on this score there are not so many complaints as there has been.

Poultry netting is selling now at 47½ per cent. off list prices, and turpentine has declined one cent. These are the only price changes of importance.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.96; 11, \$3.02; 12, \$3.10; 13, \$3.20; 14, \$3.30; 15, \$3.45; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

POULTRY NETTING—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSE NAILS—No. 10 and larger, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.e.; "M" brand and other brands, 55 to 60 p.e. Add 15c. per box. Capewell brand, quotations on application.

WIRE NAILS — \$2.95 f.o.b. Winnipeg, and \$2.50 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES — ¼ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS — Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS — Bolts, carriage, ¾ or smaller, 60 p.e.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.e. Stove bolts, 70 and 10 p.e.

RIVETS — Iron, 60 and 10 p.e.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—¼-in., \$7; 5-16, \$5.35; ¾-in., \$4.75; 7-16, 4.50; ½, \$4.25; 9-16, \$4.20; ¾, \$4.25; 1, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.e.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.e. discount off list; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS — Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.e.

HINGES—Light "T" and strap, 65.

HOOKS — Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.e.

GALVANIZED WARE — Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE — Rope sisal, 7-16 and larger, basis, \$11.25; Manilla, 7-16 and larger, basis, \$16.25; Lathyrn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS — Royal Canadian, \$35; B.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.e.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 94c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC. — Cartridges, rim fire, 50 and 5; central fire, 33½ p.e.; military, 10 p.e. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25;



- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

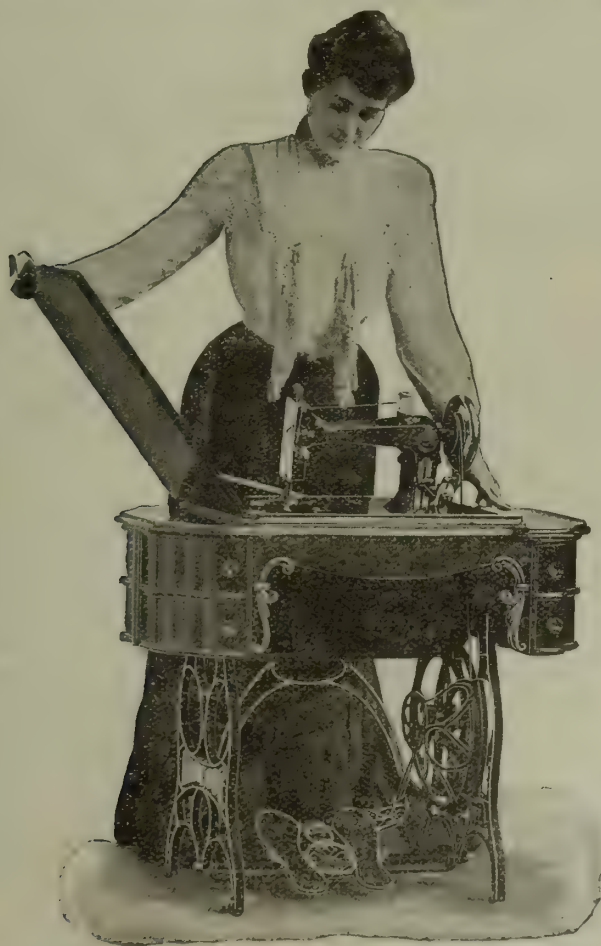
SAMPLE SHINGLES SENT ON APPLICATION

Winnipeg Paint and Glass Co. Limited

CALGARY WINNIPEG

"The Eldredge" B Sewing Machine

MAKE IT YOUR LEADER AND BE WITHOUT A COMPETITOR.



The No. 74 Improved "Eldredge B, with New De Luxe Finish, as shown in Cut, is the very best business proposition ever offered the Sewing Machine trade. It is new, original and artistic—simple in arrangement—positive in operation. Progressive hardware dealers have come to recognize the fact that it is to their best interests to carry a line of Sewing Machines, and the discriminating ones are selling "The Eldredge"—The day of the transient trader in Sewing Machines has past, and our most active agents for this line are hardware dealers.

Write for our latest catalogue, which also shows a line of Sewing Machines we can sell you to retail at \$25. Guaranteed for 10 years.

MERRICK-ANDERSON CO.,

Winnipeg.

EMPIRE STOVES AND RANGES



MAJESTIC EMPIRE

This is the largest Oak Stove made in the world. You may say: "Why did you make it?" Because Canada is as cold as any country in the world. Did you ever sell a large heater where you ought to have sold a larger, but could not get it? You have! Needn't any more, we have it.

W.J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
 Fort William, Ontario.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

BUSINESS CHANCE.

FOR SALE—Established plumbing, stove and tin-smithing business in one of best towns in Niagara Peninsula; last year's business \$12,000; stock and tools will run about \$2,500. Write at once to Box 621, HARDWARE AND METAL, Toronto. [22]

SITUATION VACANT.

TINSMITHS—Wanted for troughing, roofing and general job work; good wages. Peter Hymmen, Berlin. [21]

machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

PIG LEAD—Average price is \$6.

COPPER—Planned copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, 1-in., \$2.65; 3/4, \$2.80; 1/2, \$3.50; 3/8, \$4.40; 1, \$6.35; 1 1/4, \$8.65; 1 1/2, \$10.40; 2, \$13.85; 2 1/2, \$19; 3, \$25. Galvanized iron pipe, 3/4-in., \$3.75; 1, \$4.35; 1 1/4, \$5.65; 1 1/2, \$8.10; 1 3/4, \$11; 2, \$13.25; 2-inch, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10 3/4-oz., \$5.20; Queen's Head, 20 \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES — 18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE — Silver Star, in bbls., per gal., 20c.; Sunlight, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 26c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases, \$2.75.

PAINTS AND OILS — White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2 1/2c.; in kegs, 3 1/2c.; turpentine, barrel lots, Winnipeg, \$1; Calgary, \$1.07; Lethbridge, \$1.07; Edmonton, \$1.08. Less than barrel lots, 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gallon advance on these prices.

WINDOW GLASS — 16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.30.

Western Ontario News

London, Ont., May 15, 1907.

D. T. Westman, of the firm of A. Westman, retail hardware, has left for the Northwest in search of health, and may, if he regains his wonted strength, engage in business out there. Mr. Westman has been secretary of the Retail Hardware Merchants' Association.

London is in danger of losing an im-

portant metal industry, the Empire Brass Manufacturing Company, and all over a very trifling matter.

Recently, the company, finding its premises on Talbot street too small for the requirements of its growing business, purchased a site just outside the eastern boundary of the city, where it proposed to erect an immense factory. In order to secure sewer accommodation the company requested the city to lower the sewer which is now used by the Canada Packing Company, whose premises are located east of the Empire Company's new site. The city council was willing but the city solicitor pointed out that the city has no power to spend money outside the city limits. The council decided to seek legislative sanction to the annexation of the district, but as the law now provides that the consent of the ratepayers must first be obtained the prospects of amalgamation are not very encouraging. Berlin, Port Hope, Brantford and Hamilton have made bids for the concern, and it is quite possible that the company, which employs between 100 and 200 hands, will move elsewhere unless some way of overcoming legal objections can be found. The cost of lowering the sewer would be a very small matter.

The G. T. R. Co. intends to use electricity for power purposes in their car shops here, and to this end is preparing to have electrical machinery installed in the new addition to be shortly erected. It is hoped to eventually use electricity for power and lighting all through the shops. The company is also installing electrical locomotives at Sarnia tunnel.

An American concern, manufacturing a line of metal goods, is seeking a location in Ontario, and has approached the Strathroy town council with the view of securing a bonus, exemption or loan, in the event of the applicants establishing a factory in the town. The town clerk is investigating the matter, surrounding which is not a little mystery.

The Petrolia Bridge Company has been awarded the contract by the East Williams township council for the steel work on a new bridge in that township.

The thousand or more employes of the McClary Manufacturing Company are enthusiasts in amateur sports. Besides having a strong team in the City Baseball League, of which great things are expected, they have organized a rifle association, which has under consideration the securing of a new club house, to contain lockers for the men, where they can keep their guns and ammunition and other equipment required on the ranges, and will also serve as a headquarters for the club. Heretofore it has been necessary for each member to carry his rifle to and from the ranges whenever they went down for a shoot, and has meant considerable inconvenience. The officers of the club are sparing no pains to boom the sport this year, and prizes will be offered for the various classes, and matches with outside teams will be encouraged. The

members of the club made no mean showing at their final shoots last year, and it is expected that this season will witness some record scores. There is now a membership of sixty, and the number is being steadily added to. The shoots will be held every Saturday afternoon and on holidays, and there will be regular shoots for silver spoons similar to those conducted by the Seventh with the various companies. The officers of the club are: Captain, J. H. K. Pope; J. McKellar, secretary, and George Jacobs, treasurer.

British Columbia News

Vancouver, B.C., May 8, 1907.

One smelter has closed down in the boundary country, owing to lack of coke, through the coal miners' strike. This is the Dominion Copper Company's smelter at Boundary Falls. The other smelters have not closed down but their output is affected. The ore output has not yet been appreciably affected, because the mine managers are trying to hold their men until the settlement is reached. This is anticipated to-day, and if the agreement now being voted upon is put into effect, the troubles of the coal mining district, and with them, those of the smelters, are over for two years, that being the length of time the proposed agreement is to run.

In Vancouver the building trades have been tied up another week by the failure of the striking carpenters to come to a settlement with the builders. At the last moment, when a settlement was practically assured, the builders came out flat for the "open shop." That settled the matter. The carpenters called off all negotiations and have passed a unanimous and emphatic resolution that they will not treat again with the Builders' Exchange. They have announced that they will deal with individual contractors, and if these will sign the agreement for \$4.25 for the present season, with the extra 25 cents demanded, to be settled by arbitration or agreement later, they will furnish men.

Of course there is one feature of the whole case which is really a hardship to men and employers alike. That is the number of inefficient men who belong to the union and demand the union wage. Instances are quoted where union men have been put on to do finishing work and have confessed that they "never had put on casings before." The unions have not successfully coped with this, which is an important matter in a place where a large number of men are similarly incompetent.

The lumber and shingle mills report enormous business on the books, no chance of being able to cope with orders this season being the view of nearly all of the mill men. The car supply has not been brought up to demand yet, not more than half the desired number being yet supplied, as a rule. However, there is an immense improvement in the past three weeks. How deliveries are being made at points on the prairie is another question. The cars are being loaded here and moved forward, but how many of them are hung up and how far they get before they stop moving forward is something that, to quote Lord Dunsyre "No fellow can find out."

The log situation is unchanged as to prices. There is little expectation of prices being lowered on either logs or lumber this season. Indeed, the report is gaining ground that there is another raise in the price of lumber in store for the present season. In shingles it is simply impossible to place orders with any hope of their being filled. Movement in timber and in mill properties, especially up-country, has been active the past week. The Mundy Lumber Co., near Revelstoke, has sold out its mill and holdings, the consideration being the major fraction of a million dollars. Other large deals, involving timber areas, have also been reported.

* * *

Following the proposed establishment of car building works in this province, there has been some activity in investigating the large iron ore deposits of Vancouver Island. These deposits, in the northwest portion of the island, near Quatsino Sound, have been exploited in a sort of way before. No large industry has however been established yet. It would seem from the opinions of reliable mining men that there is a most favorable opening for a project of large size. Ore of several sorts, magnetic, hematite, both brown and red, or bog iron, are all found and the deposits are extensive, easily worked, and close and convenient to tide water.

* * *

The Canadian-Australian liner Moana sailed on the 28th, with a heavy cargo of Canadian goods for the Australian trade.

The Canadian Mexican steamer Georgia will be followed in a short time by a second vessel, now on the way to B.C. ports. The new line is to keep up monthly trips at first. Lumber was the chief item of the cargo sent out by the Georgia, but many other lines of manufactured goods are likely to be shipped. Several Canadian manufacturers' agents sailed on the steamer with the object of making a thorough investigation of all possible trade openings in the Mexican republic.

* * *

Hardware dealers report very still times in building supplies. The carpenters' strike in Vancouver has had a serious effect on trade, but it is expected that some 300 or 400 of a total of over 1,000 men who have been out, will be back at work by the end of this week.

No recent changes in hardware staples have been reported by dealers. Stocks are hard to keep up as merchandise in transit has been held up very seriously. Jobbing trade up-country has dropped off very decidedly, owing to the strike, but improvement is looked for as soon as the agreement is signed. In a general way trade would have been excellent had it not been for these local disturbances.

LONDON FUR SALES.

Below are the results of the London, Eng., fur sales for March:

Raccoon, 15 per cent. higher than last March. Muskrat, winter, 10 per cent. higher than January; muskrat, fall, 15 per cent. higher than January; musk-

SURVIVAL OF THE FITTEST

Our "Manitoba" pattern in

"Metallic" Sidings

continues to lead for Elevators, Warehouses, Factories, and our Brick and Stone patterns for Stores, Dwellings, etc.

Easily sold, readily handled and reasonable profit, and remember

OUR DEALERS ALWAYS PROTECTED

Prompt shipment.

Right prices.

THE METALLIC ROOFING CO.
OF CANADA, LIMITED

Manufacturers

TORONTO AND WINNIPEG

rat, black, 25 per cent. higher than January. Skunk, 30 per cent. lower than last March. Cat, Civet, 20 per cent. higher than last March. Opposum, 40 per cent. lower than last March. Marten, same as last March. Mink, southwestern, 20 per cent. higher than last March; mink, better kinds, 30 per cent. higher than last March. Sable, Russian, same as last March. Fox, silver, dark, 50 per cent. higher than last March; fox, silver, pale, same as last March; fox, blue, 10 per cent. higher than last March; fox, grey, 10 per cent. higher than last March; fox, red, 10 per cent. higher than last March; fox, white, 20 per cent. lower than last March; fox, cross, same as last March; fox, kitt, 50 per cent. higher than last March. Otter, 10 per cent. higher than last March. Lynx, same as last March. Fisher, 20 per cent. higher than last March. Beaver, same as January. Bear, same as last March. Wolf, 10 per cent. lower than last March. Wolverine, same as last March. Cat, wild, 25 per cent. high-

er than last March; cat, house, 15 per cent. lower than last March. Badger, same as last March. Ermine, American, same as last March; ermine, Siberian, 15 per cent. lower than last March. Squirrel, 20 per cent. lower than last March.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT.

FOUNDRY AND METAL INDUSTRIES

The Granby Co.'s smelter in British Columbia has been shut down for ten days, by reason of the coal miners' strike at the Crow's Nest Pass. It will probably take several weeks before sufficient coal and coke can be had to permit of the resumption of operations. The Granby Company has not been able to put out much above 5,000,000 lbs. of copper since Jan. 1, and its production in this time should have been well over 8,000,000 lbs., as its smelting plant has been enlarged, and is now in shape to produce 250,000 lbs. of copper per month, but between weather conditions and the coal strike, the company has not been able to take full advantage of the 25-cent copper market.

RECIPROCAL COAL TARIFF.

At the dinner of the Pittsburg Traffic Club, in Pittsburg, a fortnight ago, Chas. S. Hamlin, formerly assistant secretary of the treasury, made the principal address, commenting on Canada's trade with the United States in hard and soft coal, as follows:—

"At a time when other portions of our country joined in indignant protest, which soon turned almost into a hue and cry against the railroads, forgetting, for the time, in their natural indignation at certain acts which sober judgment must condemn, that the railroad is a great and effective power for industrial prosperity, the people of Massachusetts remained silent, placing implicit trust and confidence in the managers of the railroad properties of New England. Our people realize fully that the prosperity of our railroads is a necessary prerequisite to the prosperity of our state, and, conversely, our railroad managers keenly appreciate the fact that the lasting prosperity of the railroads can come only out of the prosperity of the community they serve.

"The people of Massachusetts desire the help of our friends in working out our industrial salvation. We feel it to be imperative for our future welfare that we increase our trade with the great country lying to the north of us—the Dominion of Canada.

"The Canadians bought of us last year more than \$157,000,000 of our products, while we bought of her only \$68,000,000. That is to say, for every dollar's worth of goods we buy of her, she buys more than two dollars' worth of us. We hear much of the necessity of increasing trade with South America. Canada buys of us each year more than the people of Mexico, Central America and South America combined.

"The people of Massachusetts earnestly desire, among other things, that coal be made reciprocally free of duty between Canada and the United States.

"In other words, Canada buys more than three tons of bituminous coal from us for every ton we buy from her. On every ton we import from Canada we have to pay duty to our Government, and, similarly, every ton of bituminous coal imported into Canada must pay duties to the Canadian Government, it is not an overestimate to state that last year more than \$1,000,000 of duties were paid to the Canadian Government by Canadian railroads alone on bituminous coal imported from the United States."



When you sell a Sherwin-Williams paint or varnish to a customer you make a friend for your store; you gain the good will of the purchaser through the quality of the goods.

THAT'S an important consideration, isn't it, when 50% of your business depends upon good will? Satisfy your customers—create in them a feeling that they have been fairly dealt with and have received their money's worth—and you build a successful and profitable business. What better way to do this than by handling goods that are of high quality and give satisfaction always?

In paints and varnishes—finishes for all purposes—there is no line that equals

SHERWIN-WILLIAMS PRODUCTS.

The name itself is a safeguard to your interests and your customers' interests. It stands for *quality*—the *best* products for all kinds of work.

Are you doing your best by your trade today? Are you giving your customers the highest quality in paints and varnishes? Do the goods you sell gain their good will and keep it? These are pertinent questions.

If you cannot answer them satisfactorily to yourself, write us about a Sherwin-Williams Agency and get our proposition.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

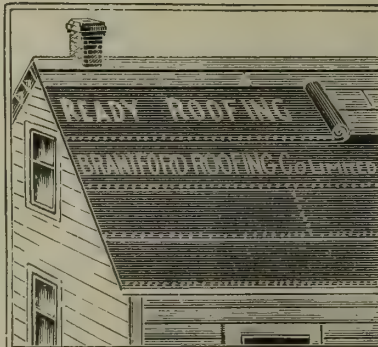
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto; Winnipeg, Man.

64

"Brantford Roofing"

Do you handle it? A post card to us will bring you samples, prices and the fullest information. Be first. There's no Roofing just as good as 'Brantford.' Compare our samples. A feature in dealing with us, is, we have two kinds

for your customers to select from. "See our Patent Metal Ends on Rolls." With this device goods arrive in nice shape. Looks fresh.



Brantford Roofing Co., Limited

BRANTFORD - - CANADA

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY
AND HIGHEST FINISH.

A.C. LESLIE & CO.

Limited

MONTREAL

Jardine Hand Drills New Designs

Get samples of these machines for
your show room. They will interest
your customers and prove a good in-
vestment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Be Sure You're Right, then go ahead

When you're SURE, you'll order Gilbertson's,
when you're NOT SURE, order Gilbertson's
any way; then you can't go wrong.

GILBERTSON'S

COMET

Brand

GALVANIZED FLAT SHEETS

are well galvanized, true to gauge and especially
soft for working purposes. Every sheet branded
"Gilbertson".

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

Agent, Alex. Gibb, 13 St. John St., Montreal.

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior
Ores, with Connellsville Coke as Fuel, "Mid-
land" will rival in quality and grading the
very best of the imported brands.

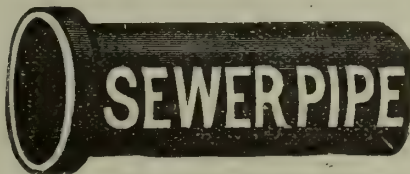
Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE

or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

Oakey's The original and only Genuine
Preparation for Cleaning Cut-
lery, 6d. and 1s. Canisters

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIMMONS-MARTIN

OPEN HEARTH STEEL

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

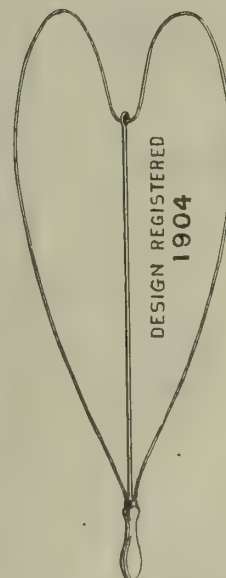
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade
very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents
and inquiries.



THE ANTON CARPET BEATER

Has double the beating
surface of any carpet
beater on the market.

LIGHT, yet STRONG and
DURABLE; STIFF, yet PLI-
ABLE and EASY TO HANDLE

Centred made of heavy
spring steel wire. Outside
wires go through the
handle and are clinched
at bottom end, making it
impossible for handle to
come off; handle filled
with lead, thereby mak-
ing it a perfectly balanced
article.

FOR SALE BY

E. T. WRIGHT & CO.
HAMILTON, ONT.



Will Hold up a Shelf

That's what a shelf brackets for.

For this purpose there can be
NOTHING BETTER, NOTHING
CHEAPER than the BRADLEY STEEL
BRACKET. It is well japanned, Strong and
Light. The saving on freight is a good profit
made from the lower price at which the goods
are sold. Order direct or through your jobbers

ATLAS MFG. CO., New Haven.

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

**Consolidated
Plate
Glass
Company
of Canada
Limited**

**Glazing
Glass
of all kinds**

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

**TORONTO
MONTREAL
WINNIPEG**

INDUSTRIAL DEVELOPMENT.

The London Fence Machine Co., London, will build this year.

A large addition is being built to the Guelph Carpet Mills, Guelph.

The Ames-Holden Co. will build a factory in Montreal costing \$240,000.

Tenders for waterworks in Quebec, Regina and Thorold are being called for. Dymont, Baker & Co., London, are preparing plans for an extension this year.

The Gorman, Eckert Co., London, are spending upwards of \$60,000 on a new plant.

The Montreal Steel Works Co., Montreal, will erect a dwelling and warehouse.

The Fowler Canning Co., Hamilton, is doubling its capacity at a cost of \$75,000.

The Foster Grocery Co., Brantford, will erect a new warehouse at a cost of \$25,000.

The Stratford Gas Co., Stratford, will erect a large addition to their present plant.

A power plant will be installed in the village of Streetsville, Ont., at a cost of \$20,000.

The Frontenac Gas Co., Quebec, will install a new plant at a cost of about \$1,000,000.

The Standard Fitting and Valve Company will build a \$100,000 factory in Guelph this year.

The Sanitary Packing Co., Weston, Ont., will erect a new plant at a cost of about \$20,000.

G. B. Reid, Toronto, will erect a two-storey brick factory on Sherbourne St., at a cost of \$12,000.

The Collingwood Shipbuilding Co., Collingwood, will double the capacity of their extensive plant there.

S. Runciman, Toronto, will build a five-storey brick warehouse on Wellington Street at a cost of \$45,000.

The Canadian Iron and Foundry Co., St. Thomas, Ont., are building a two-storey brick pattern storage house.

The Gananoque Spring and Axle Co. have been authorized to increase their capital stock from \$150,000 to \$300,000.

The Guelph Axle Works will extend its factory during the present year, the plans calling for a building 40 by 76 feet.

The Belleville Hardware Co., Belleville, are building a five-story addition 67 x 36 to their already large premises.

The Jobin, Marrin Co., Winnipeg, have found it necessary to double the capacity of their present large warehouse.

The Battle Creek Health Food Co., London, have machinery on the way that will double the capacity of their new plant.

W. E. Shantz and H. Quelsdorf will build a furniture factory in Berlin. The building will be 50 by 80 feet and two storeys high.

For the large smelter which Mackenzie & Mann will build in Ashbridge's Marsh, Toronto, one thousand acres of land will be required.

Fire caused by a spark from a cupola caused slight damage to the roof of the

Canada Iron and Foundry Company, Hamilton, this week.

The T. A. Lytle Co., Toronto, will build a three-storey brick factory on west side Sterling Road, near Dundas St., at a cost of \$35,000.

The Hamilton Steel & Iron Co. are extending their smelting plant at a cost of \$350,000 and are also putting another \$50,000 into an open hearth.

BUILDING NOTES.

J. Gilmour, Toronto, will build a brick residence at a cost of \$12,000.

Over 2,000 new buildings will be erected in Red Deer, Alberta, this year.

V. Cartier, Montreal, will build two three-storey houses to cost \$14,000.

An addition to St. Andrew's church, Brantford, will cost about \$8,000.

Sherbrooke, Que., Y.M.C.A. will erect a new building at a cost of \$30,000.

The electric light plant, Indian Head, will be extended at a cost of \$25,000.

A new public school will be erected at Norway, Ont., at a cost of \$17,000.

A new Oddfellows' Hall will be erected in Saskatoon at a cost of \$15,000.

A new eight-roomed school will be erected at Midland, at a cost of \$30,000.

The Canadian Pacific Railway Co. may erect a station and a hotel at Fort William.

S. Strathy will build a two-storey and attic brick dwelling at Toronto, to cost \$10,500.

A new provincial jail, to accommodate about 150 prisoners, will be erected at Winnipeg.

E. Hay, Toronto, will erect a dwelling on Castle Frank avenue at an outlay of \$11,000.

A new wing to the factory of the Mooney Biscuit & Candy Co., Stratford, will cost \$10,000.

A building, costing \$8,500, will be erected for the Waterloo County Golf and Country Club.

An addition to the roundhouse of the Canadian Pacific Railway Co. at Lethbridge, will cost \$18,000.

The congregation of the Baptist church, Port Arthur, will erect a new edifice at a cost of about \$30,000.

A large power house will be built in connection with the Canadian Pacific Railway hotel at Victoria, B.C., at a cost of \$40,000.

Otto Homuth, Preston, has contracted to build six residences on Breslau Park, and H. C. Edgar has contracted for ten new residences.

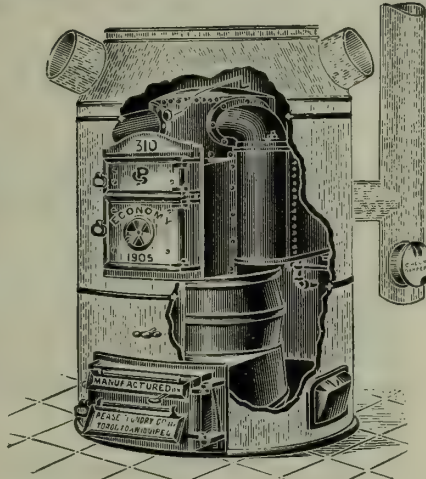
The London Street Railway Co., London, will erect an addition to their building and improve their equipment at a cost of \$50,000.

Over \$1,000,000 will be spent by the leading manufacturers of Toronto in a plan to erect 1,200 workingmen's houses. Operations will be under way by the 1st of June and 200 houses will be completed by the middle of October.

Take a Good Look at our "Economy, 300 Series" Warm Air Furnace

Note

The large double feed doors, that will let you use big rough pieces of wood, which have too many knots to be worth the trouble of cutting up for the kitchen stove.



WILL LAST A LIFETIME

Note

The heavy steel dome and radiator whose large surfaces absorb the heat contained in the smoke and gases and pass it out to warm the surrounding air currents.

The two-piece fire pot which has the peculiar merit of being larger at the bottom than the top, as well as having sides that slope towards its centre. This means that all the fuel rests on the grate, consequently it cannot pack and shut off the air, which insures a live fire at all times - one easily and fully regulated by the dampers.

➡ More Information Next Week ➡

Pease Foundry Co., Ltd. Toronto
Pease-Waldon Co., Ltd., Winnipeg

COMPANIES INCORPORATED.

Harriston Stove Co., Harriston, Ont., to manufacture stoves, ranges, heaters, furnaces, tools, machinery, etc., etc., and to take over as a going concern the Canada Stove Works of the same town; incorporators: J. E. Cave, F. Blacker F. Burger, Jas. F. Hinde, Anson Spotton.

Uxbridge and Scott Telephone Co., Uxbridge, to carry on within the County of Ontario the general business of a telephone company; provisional directors: Walter Lapp, W. S. Kennedy, B. A. Widdifield, W. J. Weldon, Frank Shier, R. J. Moore, Wm. Smith. Capital, \$10,000.

The Standard Fitting and Valve Co., Guelph, Ont., to manufacture cast and malleable iron fittings, valves, plumbers', engineers', steamfitters, and gasfitters' supplies and generally to carry on the business of foundrymen and machinists in all kinds of metals; incorporators: Henry Aird, George W. Aird, Elbert S. Platt, of Troy, New York; John M. Taylor, Guelph, Ont.; George D. Forbes, Hespeler, Ont.

J. W. Harris Manufacturing Co., Montreal; to carry on business as engineers, machinists, electricians and contractors, builders of ships and dredges and founders in metals of all kinds, also to acquire and take over as a going concern all the Dominion patents of an excavat-

ing machine known in the trade as the "J. W. Harris Excavator;" incorporators: Thos. Craig, William B. Powell, W. H. C. Mussen, F. D. Monk, J. W. Harris. Capital, \$1,000,000.

The Faireloth Art Glass and Decorating Co., Toronto; to take over the business of the firm hitherto known as Faireloth & Company; to manufacture stained glass of every description; to manufacture and sell wall paper and supplies and to carry on the business of contractors for painting, glazing and decorating; incorporators: J. M. Faireloth, R. J. Faireloth, Elizabeth S. Faireloth, G. A. Pringle, Toronto; G. S. Faireloth, Singhampton, Ont. Capital, \$40,000.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.



For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

JOBBER AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U. S. A.

OVER A MILLION AND A HALF IVER JOHNSON SAFETY AUTOMATIC REVOLVERS

ALREADY SOLD

Three Things Have Done it :

The superiority of the goods in every regard.

The immense popularity of
"HAMMER THE HAMMER"
advertising.



The complete protection of the dealer. These goods cannot be used as premiums, and we never sell by mail where dealers can supply.



Send for Dealers' Catalogues, or ask your jobber—he knows

Iver Johnson's Arms and Cycle Works, 330 River Street, Fitchburg, Mass.

Makers of

Iver Johnson Truss Frame Bicycles and Single Barrel Shotguns



TIGER BRAND

WHITE LEAD

Pure White Lead is best for either white or colored paint. By adding the proper quantity of pure painters' colors, any color from a delicate tint to a deep shade can be obtained

"TIGER" brand White Lead is absolutely pure, containing nothing but pure White Lead and Linseed Oil.

Its reputation for purity and excellent covering and wearing qualities is second to none.

Specify "TIGER" and get the best

MADE BY

The Montreal Rolling Mills Co.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES.

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and watermarks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [17]

HARDWARE business in Saskatchewan; best wheat district in the west; business well established; competition very weak; this is a snap for someone; good reasons for selling. Box 616, HARDWARE AND METAL. [18]

SITUATIONS WANTED.

THE Chief Assistant Electrical Engineer of one of the most successful undertakings in England desires situation in Canada, either electrical or mechanical, as manager of contract work or a similar position of trust; life abstainer and has excellent references from well-known British engineers; 30 years of age; associate member of Institution of Electrical Engineers; 14 years' professional experience. W. F. Stamp, 11 Somerset Place, Devonport, Eng. [18]

ACCOUNTANT, fifteen years with large manufacturer, desires a change, thoroughly competent to take charge, large experience, young Canadian. Address "Rustler," care HARDWARE AND METAL, Toronto. [21]

WANTED.

HARDWARE business wanted in Ontario town, village or city; good live business; well established; cash transaction. Box 619, HARDWARE AND METAL, Toronto. [18]

FOR SALE.

BICYCLES and Frames under the market price. Union Jack Works, Tillsonburg. [18]

ONE nearly new "Ontario" acetylene gas machine; reason for selling, we have natural gas now. Dobbins Bros., Wheatley. [21]

IHAVE two cases Gordon Crown galvanized iron; will sell at \$4.20, Toronto freight. Address Box 617, HARDWARE AND METAL. [18]

SITUATIONS VACANT.

TINSMITH WANTED—One who understands furnace work. State wages required, age and reference. Steady work to good man. The Guelph Stove Co., Ltd., Guelph, Ont. [18]

WANTED at once—A tinsmith for general work; three years' experience; wages no object to right man; yearly engagement. Apply H. F. Chappell, care of Manitoba Hardware and Lumber Co., Miniota, Man. [18]

WANTED—Ambitious hardware clerk for retail in Hamilton, Ont., with 4 years' experience; Address stating age, experience, also salary expected. Box 618, HARDWARE AND METAL. [18]

HARDWARE clerk wanted at once; apply stating age, experience and salary expected. George Taylor Hardware Co., Cobalt. [19]

WANTED—Young man with three or four years' experience as hardware clerk, to take position as junior clerk. Apply at once stating experience and giving references to Gilpin Bros., Orillia, Ont. [17]

HARDWARE clerks wanted with one to three years' experience, state references, age, experience and salary expected. McMillan Bros., Guelph. [20]

TRAVELER WANTED.

WANTED—Travelling salesman; we have a position open for a man who can get results, and who has otherwise a satisfactory record. Apply with particulars, experience, salary, etc., which will be treated confidentially and returned after perusal. Canada Horse Nail Company, Montreal. [20]

Galt Sure Grip Shingles

make the HAND-SOMEST and most DURABLE roof. Are the EASIEST and QUICKEST to either SELL or put on. See them and get acquainted.



GALT ART METAL CO. Ltd.
GALT, ONT.

Get in Shape

To give your customers intelligent information and trade-winning prices on the most up-to-the-minute and best-selling line of Sheet Metal Building Goods. This is an important matter to the Hardware and Tinsmith Trades. There will be an enormous demand for these goods this year. Builders and Owners from your very locality are now enquiring about this line. Speak up—And let them know "you're in the game."

Galt Steel Siding



is made in original designs. Sharp, bold patterns. Close-fitting and invisible joints make them great sellers. People won't have the ordinary kinds once they see ours.

GALT ART METAL CO. Ltd.
GALT, ONT.

Get Our Catalogs

and Price Lists. That's the surest way to be "in the game." Your Opposition will have to "step fast" if he beats you and Our Line. We are using our every endeavor to make Our Line interesting to "the trade." We want good representation in every locality. Write us about it to-day.

Western Distributing Agents:

THE McCLARY MFG. CO.
Winnipeg and Calgary



"Quality Unsurpassed"



BELLEVILLE BRAND



HORSE SHOES

We devote all our efforts to the manufacture of one brand, consequently are in a position to place on the market a superior grade of shoes.

Toronto and Belleville Rolling Mills

BELLEVILLE, ONT.

LIMITED



The Mark of Quality



Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

Paint, Oil and Brush Trades

TURPENTINE FROM SAWMILL WASTE.

An interesting experiment has just been successfully tried by a large saw mill company in Paxton, Fla., for the manufacture of turpentine by a steam process from sawmill waste and tree stumps. As a result of this new process, it is claimed that turpentine can now be manufactured for less than 30c. a gallon. Tree stumps are obtained at a minimum of expense from deforested (?) areas and after the turpentine has been extracted the refuse is still available for use as fuel in local power plants.

The waste is first passed through a "hog" and, with the sawdust, is carried by a conveyer chain through the upper part of a turpentine still, the dust being automatically dropped into the open retorts. These retorts, being filled, are securely closed; steam is introduced and the crude turpentine is extracted in less than an hour. The turpentine then passes into a tank with the condensed steam, the oil rising to the surface and being partially cleansed during the process. It then goes through another still and, entering a cooling apartment, its temperature is lowered in order to prevent evaporation. Leaving the cooler, it passes through a series of vats, by this means thoroughly cleansed from impurities.

It is claimed for this new process that more turpentine can be extracted per cord of wood than by any other present process of manufacture and it has the additional advantage of not destroying the fuel value of the wood. The company conducting the experiments cuts in the neighborhood of 75,000 ft. of lumber per day, or about 2,000,000 feet per month. It is estimated that the product of turpentine amounts to one gallon from the waste of 500 feet, board measure, of lumber output. The figures supplied by the company indicate the turpentine yield of sawmill dust at from five to ten gallons per cord; fat lightwood, 15 to 20 gallons; pine stumps, 20 to 30 gallons, and rich tops, 30 to 35 gallons.

Taking into consideration the fact that the cost of the raw material is practically reduced to zero, this novel method of turpentine extraction gives promise of developing into an industry of considerable proportions. At any rate this scheme for transforming the large loss from sawmill wastage into a source of profit will be followed with interest by lumbering interests throughout Canada.

PAINT SHOULD NOT BE A SIDE LINE.

No class of goods on the market today is more abused or more indifferently treated in the hands of the dealer than paint, although ranking in importance second only to the building on which it is used, representing millions of dollars in value and paying liberal profits to the trade, yet many druggists and hardware dealers regard their paint

stock as a secondary consideration, relegating it to the rear or out of the way shelves and once or twice a year bring it to the front, possibly making a few window displays and then retiring it again and always forgetting that they have it, says Cooperation and Expansion.

And, yet, looked at from a cold, hard, business standpoint there isn't a better proposition on the market than a good, reputable line of paints, backed by progressive and aggressive advertising methods. And looked at further, from the standpoint of investment, it is a wonder that so many dealers are willing to burden themselves with a line of paint, treat it as a side issue, and let it eat up interest, insurance and profit.

Yet this is exactly what is being done day after day and year after year by hundreds of merchants throughout the country. They are actually losing money every day that they have a stock of paint in their store.

Test the truth of this statement by reviewing the paint business of your own town if several stocks of paint are represented. How many dealers handling paint are doing a paint business of any extent? Mighty few, we'll venture to say. How much money is tied up in

paint, taking all the stocks into consideration? A goodly sum, you'll admit. And this investment, which costs money without earning anything in return, you will further admit is due largely to indifference on the part of each individual merchant toward the paint line.

A druggist does not think of embarking in business without knowing something about drugs; the same applies to the hardware dealer so far as his business is concerned. And yet, as a rule, these merchants are willing to invest good money in a paint stock without knowing anything about paint, and add to the injury of their business by relegating the paint stock to one side and not endeavoring to learn anything about paint and the knowledge they must have if their customers are to get the best results from what they sell them.

LONG OIL PIPE LINES.

The pipe line, conveying petroleum from Baku to the Black Sea, has been completed. It is 550 miles long and is capable of passing 400,000,000 gallons of oil yearly. Another important oil pipe line has been built for transporting Texas and California petroleum across the Isthmus of Panama. It is 8 inches in diameter and 51 miles long.

LOOK

in our Trade Catalogue No. 10, page 33, and read on the sign

"Imperial Aluminum Paint Does It"

These five words put the story in a nutshell. It does anything Aluminum Paint is supposed to do, and does it so well, we, our agents and their customers are all satisfied.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

The claims made for some brands of paint are as absurd as they are inferior. A really good reliable paint, a brand like

NEW ERA PAINT

with lasting life and lustre in every drop needs no extravagant claims. Endure! why it is the most durable thing ever marketed in cans and labelled paint. All practical men know that. Have you our catalogue?

STANDARD PAINT AND VARNISH WORKS CO., LIMITED
WINDSOR - ONTARIO

Most Floor Paints

are very unsatisfactory. By the time they are thoroughly dry, they have begun to wear out.

They always make a sticky floor, and are more or less affected by washing.

These are the paints you have always needed to apologize for.

Want Something New? Our Floor Enamel

is just what you are looking for.

It gives a mirror-gloss finish to the floor. It dries hard over night and is never sticky. Moreover, it will out-wear any floor *paint* on the market.

WRITE US FOR COLOR CARD AND PRICES

R. C. JAMIESON & CO.
LIMITED

Sole Manufacturers, MONTREAL

There's a reason for the popularity of

Pearcy's Pure Prepared Paints

and most Hardware Dealers know it. They say it's the paint that lasts longest.

OUR SPECIALTY

PROMPT DELIVERIES

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada



A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade

GLAZIERS' DIAMONDS



IN ALL PATTERNS

Made only by thoroughly experienced workmen, 10 years as glass cutter and 16 years as chooser and setter being the experience of our head setter.

Canadian Agent: J. B. GIBSON, P.O. Box No. 475, MONTREAL
From whom users of Glaziers' Diamonds can obtain the names of wholesale merchants who stock A. Rudd's goods.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal.

B-H

B-H

4

FORCEFUL FOLDERS

The work of our Advertising
Department

are just off the press,
designed with the sole
purpose of co-operating
with the seller to enhance
the salability of our paints.

No. 1 "Anchor Liquid
Marine Paints."

No. 2 "Anchor Shingle
Stains."

No. 3 "Frescota Cold
Water Finish."

No. 4 "The Evidence
in the Case" of
English Liquid House Paints.

They will be appreciated
by anyone interested
in painting.

Let us know how many
you can distribute.

BRANDRAM-HENDERSON,
LIMITED

**Montreal, Halifax,
St. John, Winnipeg,**

MARSHALL WELLS CO., Winnipeg

Sole Distributors for
Western Canada

B-H

B-H

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 17, 1907.

Paint markets remain steady as far as prices are concerned, and the only special feature to report is the remarkable call for all lead products such as red lead, orange mineral, litharge, etc.

Should the strike on the wharf last for any length of time, the paint and oil situation will be effected to a more or less degree. As it is, some dealers are awaiting delivery of their English products, and freight is piling up daily. At the present time there are about twenty steamers in port waiting to discharge their cargoes and almost every day sees this number added to.

LINSEED OIL—Stocks seem to be plentiful and prices firm and unchanged: Raw, 1 to 4 barrels, 65c.; 5 to 9 barrels, 64c.; boiled, 1 to 4 barrels, 68c.; 5 to 9 barrels, 67c.

TURPENTINE—No special features to report: 93c. per gallon; for smaller quantities than barrels, 5c. extra is charged. Standard gallon is 8.40 lbs., f.o.b. shipments, net 30 days.

GROUND WHITE LEAD—Demand remains strong: Government standard, \$7.25 to \$7.50; \$6.90 to \$7.15; No. 2, \$6.55 to \$6.90; No. 3, \$6.30 to \$6.55; all f.o.b. Montreal.

DRY WHITE ZINC—Expected advances have not yet come to hand: V.M. Red Seal, 7½c. to 8c.; Red Seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC GROUND IN OIL—Quotations are well maintained: Pure, 8½c. to 9½c.; No. 1, 7c. to 8c.; No. 2, 5½c. to 6½c.

PUTTY—Stocks are plentiful and prices firm: Pure linseed oil, \$1.75 to \$1.85 1-5; bulk, in barrels, \$1.50 1-5; in 25-lb. irons, \$1.80 1-5; in tins, \$1.90 1-5; bladder putty, in barrels, \$1.75 1-5.

ORANGE MINERAL—In remarkable demand. Prices are: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—Shipments are held up at the wharf waiting to be unloaded: Genuine red lead, in casks, \$6; in 1-lb. kegs, \$6.25; in less quantities, at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6; and smaller quantities, \$6.75.

PARIS GREEN—Featureless:—In barrels, about 600 lbs., 27½c. per lb.; in arsenic kegs, 250 lbs., 27½c.; in 50-lb. drums, 28½c.; in 25-lb. drums, 28½c.; in 1-lb. packets, 100 lbs. in case, 29½c.; in 1-lb. packets, 50 lbs. in case, 29½c.; in ½-lb. packets, 160 lbs. in case, 31½c.; in 1-lb. tins, 30½c., f.o.b. Montreal. Terms, 2 per cent., 30 days.

SHELLAC GUMS—No changes to quote: Bleached, in bars, or ground, 46c. per lb., f.o.b. Eastern Canadian points; bone dry, 57c. per lb., Eastern Canadian points; T.N. orange, etc., 48c. per lb. f.o.b. New York.

SHELLAC VARNISH—Moving fairly well: Pure white bleached shellac, \$3

to \$3.25; pure orange, \$2.80 to \$3.06; No. 1 orange, \$2.60 to \$2.80.

PETROLEUM—American prime white coal, 15½c. per gallon; American water, 17c. per gallon; Pratt's Astral, 19½c. per gallon.

WINDOW GLASS—First break, 50 feet, \$1.85; second break, 50 feet, \$1.95; first break, 100 feet, \$3.20; second break, 100 feet, \$3.40; third break, 100 feet, \$3.95; fourth break, 100 feet, \$4.15; fifth break, 100 feet, \$4.40; sixth break, 100 feet, \$4.95. Diamond Star: First break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second break, \$4.80; third break, 100 feet, \$5.75; fourth break, 100 feet, \$6.50; fifth break, 100 feet, \$7.50; sixth break, 100 feet, \$7.50; seventh break, 100 feet, \$8; eighth break, 100 feet, \$9. Double Diamond: First break, 50 feet, \$3.45; second break, 50 feet, \$3.75; first break, 100 feet, \$6.75; second break, 100 feet, \$7.25; third break, 100 feet, \$8.75; fourth break, 100 feet, \$10; fifth break, 100 feet, \$11.50; sixth break, 100 feet, \$12.50; seventh break, 100 feet, \$14; eighth break, 100 feet, \$16.50; ninth break, 100 feet, \$18; tenth break, 100 feet, \$20; eleventh break, 100 feet, \$24; twelfth break, 100 feet, \$28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 17, 1907.

Trade in the paint and oil market shows a marked improvement over last week. The few days of warm weather have set consumers buying and as a consequence orders from the retailers have been pouring in fast. One large firm reports being a full day's business ahead of last week. No particular line is leading, but the market in general is very brisk with the demand steadily increasing.

While we record no actual change in linseed oil this week, yet all the indications would seem to point to a sharp rise in the near future. Though differing opinions are expressed as to the real cause of the expected advance, the fact remains that the English market is very much excited at the present time. Some dealers claim that the lightness of the oil market is the result of an English combine which has obtained control of the Argentine seed; this report receives little credence, however, and the primary cause of the perturbed state of the linseed oil market is to be found in the partial failure of the seed crop in Russia, together with a less prolific yield of the crop from the Argentine Republic.

Turpentine has taken a slight drop in price since last week and the present



RAMSAYS PAINTS

You can buy Paints of every grade, from low to high, from bad to good. But there is one grade only that pays. It is stamped with a genuineness that means business and profits. Be sure of your brand, and not only the brand, but the backing it has, and all it stands for. Get Paint with a reputation for satisfaction to the consumer, and fair profits without the constant worry to the dealer. Get

RAMSAYS PAINTS

for a foundation building paint business.

A. RAMSAY & SON COMPANY

Est. 1842

MONTREAL

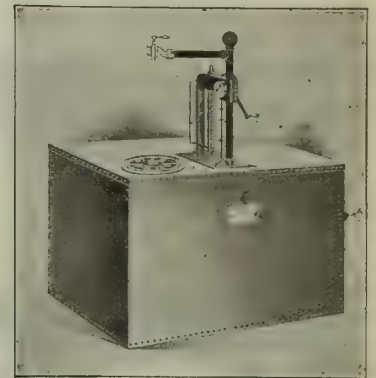
PAINT MAKERS

The Bowser for All Oils

No matter how heavy and gummy the oil may be, there is a Bowser Outfit just suited for it.

This outfit will handle the heaviest oils without gumming because its working parts are always immersed in oil.

Catalogue V illustrates and describes more outfits which will do the same thing. Sent free upon request.



Cut 9—First Floor Outfit
for Heavy Oils

S. F. BOWSER & CO., Inc.

66-68 Fraser Ave.

Toronto, Can.

BLANCHITE

We can supply you with the best **paints** and absolutely the finest **enamels** in Canada, also the only washable and practical cold water paint.

Our Three Star (XXX) White in paste form is superior to white lead in oil. It will not change color like white lead, and is cheaper, and has greater covering capacity. All our goods are double ground. These are big statements. Try our goods and be convinced.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, CAN.

TURPENTINE BROWN

JAPAN

This is a powerful dryer and a valuable adjunct in every paint shop. Use with discretion—too much dryer is injurious. With a little care good results will follow when the Canada Paint Co.'s Turpentine Brown Japan is used to hasten the drying qualities of paint or varnish.

The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Stains and Enamels for Interior and Exterior Decorations are made by The Canada Paint Company.

**THE
CANADA
PAINT CO.
LIMITED**

**MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG**

condition of the market is such that even lower prices may be looked for before long. There is not the slightest doubt that the present tendency of the market is downward. The numerous substitutes on the market, together with a slight surplus yield in the southern turpentine districts, accounts for the decline.

The fine weather of the last few days has given a great impetus to business in all lines of the trade and has put the managers of the large supply houses in splendid humor. If weather conditions continue favorable the local supply houses will do a hustling business during the next few weeks.

WHITE LEAD — Trade is good with no change in prices: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; ½c. will be charged extra for 12½-lb. packages; genuine dry white lead in casks, \$7.

RED LEAD — There is a steady demand. We continue to quote: Genuine in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

DRY WHITE LEAD — Trade is much better than last week. We still quote: In casks, 7½c.; in 100 lbs., 8c.; No. 1, in casks, 6½c.; in 100 lbs., 7c. Ground in oil—In 25-lb. irons, 8c.; in 12½ lbs., 8½c.

SHELLAC VARNISH—The improved weather has caused a stronger demand. There are no changes in prices. We quote as before: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange), \$2.50; gum shellac, dry bone, 63c. Toronto, T.N. (orange), 51c. net Toronto.

TURPENTINE — We record a slight drop in price with the tendency of the market downward. We now quote: Single barrels, 93c.; two barrels and upwards, 92c.; f.o.b. point of shipment, net 30 days; less than barrels, 98c.

LINSEED OIL — On account of the partial failure of the Russian and Argentine seed crops, the English market is much perturbed and everything points to higher prices in the immediate future. We quote: Raw, 1 to 3 barrels, 68c.; 4 to 7 barrels, 67c.; 8 barrels and over, 66c. Add 3c. to this price for boiled oil f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

PETROLEUM—The demand is brisk. Prices remain as before. We continue to quote: Prime white, 13c.; water white, 14½c.; Pratt's astral, 18c.

PARIS GREEN — The price remains the same as last week. We continue to quote: English and Canadian at 29½c. base.

For additional figures see current quotations at back of paper.

Keep one eye out for the main chance, all right, but keep the other eye out lest you make a mistake and tackle the wrong thing under the impression it is the main chance.

CAUSE OF PAINT FADING.

One of the most important features for a property-owner to know is in respect to the durability of tints of color. A property-owner will employ a painter to apply one coat on an old painted house, or a priming coat of one tint of color, and a second coat of another on a new house that had never been painted. In the course of a very short time, the one coat will have lost its gloss, and to a very great extent, the fine appearance of the second coat work will have become more or less faded.

One illustration given by a paint manufacturer in the Painter and Wood Finisher, will suffice to show the bad policy of applying a single coat of paint over an old surface. In one of the most prominent sections of the south, where a number of hotels have been erected, and painted quite a number of times since their erection, a certain one of the hotels had received a single coat of paint, placed on top of two previous coats, a priming and a second coat, which was applied after the priming and second coat had borne the buffeting of the elements for a period of years. Indeed, this last coat of paint, after having remained exposed for two years, presented a very faded appearance. The exposed part of the building retained but little gloss. The paint all over the surface was solid; and no question existed whatever as to its durability or adhesive qualities; it was a mere flashing or fading of the color from such places as were exposed to the elements.

A most careful examination was made and the cause was proven to be a natural destruction of the film of oil and pigment (paint) on the very outer surface of the painting. This was shown by merely applying one single coat of raw linseed oil with dryer added thereto. This coating dried within forty-eight hours, and the surface was brought out with a high brilliant gloss, and to the original color. It was pointed out that this surface would not wear, because no pigment whatsoever had been mixed with the oil. The natural exposure to the elements would destroy the thin film of oil, and of course that would be the end of the brightness of its color, and the faded appearance of the paint would be resumed. It was shown that in order to accomplish the best results, to hold a gloss on a painted surface, it must needs be painted either two or three coats over the old work, and this to be governed by the condition of the surface to be painted. To get the best work on new wood, apply a priming coat and two other coats, or for fair work, apply a priming coat and one good strong second coat.

FIRE IN HARDWARE WAREHOUSE

A small fire occurred on the top floor of Caverhill, Learmont & Co.'s St. Peter St. warehouse, in Montreal, on Friday evening, May 10, at about 6.15 p.m. Fortunately, all the employees had not left the building and an alarm was turned in in time to prevent the blaze spreading.

No interruptions occurred whatever in the running of the business, and shipments are being made as though nothing had happened.

The Paint Question

Mr. Dealer, the paint question touches almost every home in your community. It isn't simply how much paint you sell today but it's how much future trade is today's sales going to bring you? The answer to that depends on the wear and tear-quality, if you please. To make satisfied customers is easy with an article like

Martin-Senour Paint

because it is 100 per cent pure and wears well inside or outside. The results are certain because the quality is there in every can and every customer is a pleased patron. Trade building is a simple problem when Martin-Senour Paint is figured in the deal—Write to us for our Money-making proposition to dealers

The MARTIN-SENOUR CO. Ltd.,

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878.)
The Winnipeg Paint and Glass Co. Ltd., The Maritime Paint and Varnish Co. Ltd.,
Winnipeg. Halifax, N. S.



A Chance in a Hundred



100% Durability

Your chance of building up, or retaining a flourishing business in your line is about one in a hundred—unless you are positive that the paint you supply has some lasting qualities. Why take chances?

ARK BRAND PAINT

is just as good as good paint can be made. There can be no doubt about it. The genius of the Paint Industry is concentrated in Ark Brand and hundreds of dealers—practical men who know—declare it to be scientifically perfect.

MURESCO WALL FINISH

We challenge our competitors to produce a wall finish anywhere approaching Muresco in Quality or Durability. They can't do it, and they know it. Muresco is used by the best decorators in Canada, and their strong endorsements make interesting reading. Let us mail you actual evidence of our claims.

Manufactured by

THE BENJAMIN MOORE CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICES AND WORKS:

TORONTO JUNCTION, CANADA
New York, Chicago, Cleveland, Carteret, N. J.



The Standard Paint Co. of Canada

Limited

Factory : Near Highlands, MONTREAL, P.Q.

"RUBEROID" Roofing

"RUBEROID" Dampcourse

"RUBEROID" Flooring

"P. & B." Paints

Electrical Insulating Compound

Varnishes

Insulating Tape

"P. & B." Building, Sheathing and Insulating Papers

Case Lining Papers



SELLING AGENTS FOR ONTARIO AND QUEBEC

Lockerby & McComb ⁶⁵ Shannon St. **Montreal, P.Q.**

Prove Our Claims at Our Expense

The manufacturer—not sure of his product—dare not talk in that way over his name. Because we know our **VARNISH TURPENTINE** to be incomparable and because thousands of practical men declare it to be so are our only reasons for making such an offer. **Test, at our expense, our**

VARNISH TURPENTINE

It contains no naptha. It is free from benzine. It dries as quickly as spirits of turpentine. It cannot leave sticky varnish. And it works just like spirits but is infinitely safer—**having a fire test 40 degrees higher than benzine.** We guarantee that every barrel of our Varnish Turpentine will do any work that spirits will do, and do that work better. **Test it at our expense.**

The Defiance Mfg. and Supply Co.

TORONTO

ONTARIO

This is
PAINT TIME

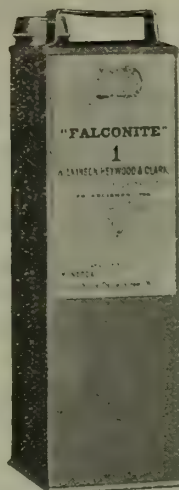
Someone will
Falconite

Falconite

is the oldest NEW
tried.

We have been

Long enough to know



**LOOK UP
YOUR STOCKS**

ask you for
one of these days
and NO OTHER ENAMEL
WILL DO.

WHITE ENAMEL you ever
making it for years.
that it pleases.

Write us for particulars that will
PUT MONEY IN YOUR POCKET

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.
FRANCIS C. REYNOLDS, Can. Manager.

Just try some ordinary green paint
on a panel of wood, see how hard it
works,—don't cover, lacks body. Then
try on another panel

**LUCAS IMPERIAL
FRENCH GREEN**

notice how easy it spreads, how well it
covers,—that's body. Makes the cost
less for this reason alone, and stays
fresh and brilliant. It preserves the
wood, keeps the weather out and the
color in. It is the **NE** Green that is
free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK,

PHILADELPHIA,

CHICAGO

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green

of JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED
English Varnishes

of CHAS. TURNER & SON,
LONDON.

Please mention **HARDWARE AND METAL** when writing.

Chances for Business

In these days of prosperity large
public buildings are constantly being
planned in all parts of the country.

These are your chances for getting
business.

Good air is a necessity in all build-
ings, but more especially in those built
for public use.

The best way to get good air is by
the use of our

AEOLIAN VENTILATORS

They have been tried all over
Canada, and have never failed to give
complete satisfaction.

Montreal, June 15th, 1903
Messrs. J. W. Harris Co., Limited, Montreal.

Dear Sirs,
In answer to your request, we take very much
pleasure in saying that we have your system of ven-
tilation installed in our Church for several years
and it has given us entire satisfaction.

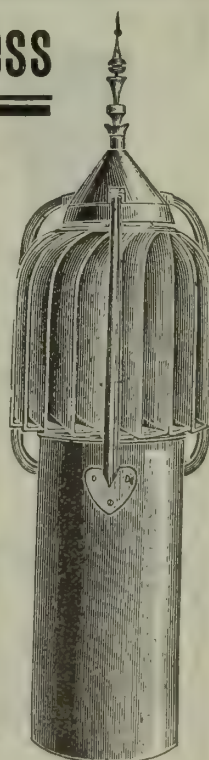
Fre. MARIE RAYMOND, O.F.M.

Write us for terms.

THE J. W. HARRIS COMPANY, LIMITED

Contractors

Montreal



THE AEOLIAN VENTILATOR

(Can be supplied in cop-
per, if so desired)

Pump Troubles



Yes they spring up occasionally, but what we have done and are now doing is making the occasions very infrequent. We make pumps for all duties and just as good as we know how, and we know how, for

McDougall Pumps Are Standard

everywhere, Quality first and price mutually agreeable. Will you please write

The R. McDougall Co., Limited

GALT, - CANADA

Quickly Made Sales,
Pleased Customers,
Satisfying Profits,

are the daily experience of the
dealers who handle

Stauntons' Wall Papers

Is this also your experience?

If not, you can improve the conditions by determining now to buy THE "STAUNTON" LINE for next season, and so ensure all round satisfaction.

Special Decorations for Churches and Lodge Rooms

STAUNTONS, Limited

Makers of Superior Wall Papers
TORONTO



Exhaust Hoods

They prevent the continuous drip from exhaust steam pipes on roofs of buildings.



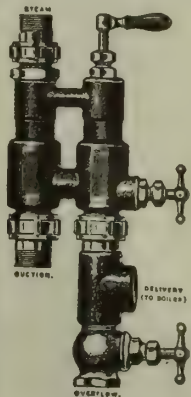
**GAUGE COCKS,
WATER GAUGE
MOUNTINGS,**



**PYROMETERS FOR
BAKERS' OVENS,
CYLINDER OIL PUMPS.**



Steam and Oil Separators
For vertical and horizontal pipe lines.



**The Genuine
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A double tube boiler feeder embodying features not contained in other machines.

**WISDOM
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**WITH
EXPERIENCE.**



Our twenty-five years' experience in the manufacture of

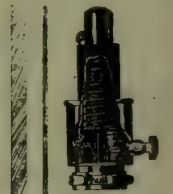
Engineers' Brass and Iron Goods

enables us to know what is best for the requirements of the trade; how to make these goods for **EFFICIENCY and DURABILITY**

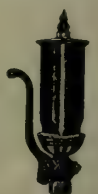
You can rely upon J.M.T. goods proving equal to all the requirements under which they are to be used.

"FULLY GUARANTEED"

**The Jas. Morrison
Brass Mfg. Co.
Toronto, Ont. Limited.**



Safety Valves
We make all kinds for stationary, locomotive and marine boilers.



Steam Whistles
Plain, chime and combination.

Heating and Housefurnishings

AMERICAN HEATING SYSTEMS FOR BRITAIN

In an interesting article, entitled "American Heating Systems for Britain," published lately, will be found a number of facts worthy of serious consideration by the Canadian manufacturer of heating apparatus.

The fact that what the author says is not new and has been said before does not, to our minds, detract in the least from its importance as a fact well worth continued repetition.

We, on this side of the Atlantic, may congratulate ourselves that we are unable to wholly appreciate the vivid picture of the snowstorm and cosy interior which the author depicts—fully appreciated, however, we believe, by our British cousin. After dwelling at some length upon the storm raging outside, the author goes on to say:

"Inside the place seems cosy enough. The walls are covered with a striped paper, warm in color and cheerful in design. There are several easy chairs upholstered in red chintz, and the floor is a greensward of heavy Brussels carpet. Over there is a wide, old-fashioned open fire-grate, in which glows about half a hundredweight of coal surmounted by a log. The picture seems promising enough. But come and sit at the table here for ten minutes. Well, how do you feel now? Do you notice a weird something that begins to haunt the mind and creep stealthily over the body? Draw a little nearer this cheerful fire. Put on your overcoat and, if you have them by you, throw a rug 'round your shoulders and another over your legs. The place is still like a well and the atmosphere that of a tomb. And why? The fact is, that cheerful glowing open fire is laughing at us; deceiving us into the belief that it is there to make us warm and comfortable.

A Warm Roast.

"If we get right close up to it—almost into it—we shall be warm enough in very truth. Roasted, broiled, toasted and grilled, in fact. But with this important qualification, that the cooking will be like that of the Frenchman's toast, on one side only. The face and legs are burning, but down the spine we seem to feel the touch of a frozen finger, and an icy blast whistles and blows round the ears.

"The heating of the room is all wrong. The wide open chimney swallows up, in its great stony throat, the bulk of the heat which should go to warm the room. Whatever fresh air is supplied must come under the door, or through the cracks in the flooring. Open the windows, and in a second the room becomes an ice chest, and, likely as not, immediately fills with dust and coal-gas."

A powerful indictment against the open fire has recently been preferred

by a well-known English doctor. He points out that, from a hygienic point of view, the open fire is quite wrong. "It will not burn properly unless there is a strong draught in the room, and the consequence is that those sitting near it are never thoroughly warm unless the air they breathe is impure."

He says that people seem more liable to colds every year, and, in a large number of cases the ailments can be traced to the use of open fires and improper ventilation. Children playing on the floor are particularly affected, for it is near the floor that the draught is always strongest. Open fires also vitiate the atmosphere, and he is of opinion that it will be a good thing when they vanish.

The following, according to the article, are among many reasons why different means of heating should come into favor in Britain: Economy of fuel; less cost of maintenance; no dirt, except in basement; no smoke; no damage to curtains and decorations of rooms; no constant carrying of coals upstairs, because with improved means of heating, fires require attention only once in twenty-four hours, and an even temperature is maintained automatically.

Opportunity for Business.

The foregoing facts should set those whose business is with heating systems and heating apparatus thinking seriously about the prospect abroad. The reform in heating is a matter which must be accomplished eventually. And there is no one in the world more competent to bring about the change than the Canadian who has studied the matter of heating so thoroughly.

The heating apparatus demanded by the circumstances, suggests the article, as reported in the *Engineering Review*, includes basement furnaces, steam, hot-air and hot-water radiators, with their accompaniments, electric and coal stoves for rooms and halls, registers, etc.; and the fact must be borne in mind that in England soft coal is the fuel used everywhere, and that, with the exception of a short summer, a fire seems to be necessary to real comfort the year round.

PORTABLE COAL BIN.

The common coal scuttle is a very primitive device, which in nowise meets the requirements of the ordinary household. It is impossible to scoop a shovelful of coal out of it without tipping the scuttle, unless the scuttle be filled to the top, and in the latter case there is danger of spilling the coal over the floor. Furthermore, the scuttle is of entirely too small a capacity to supply the needs of the ordinary kitchen range. This deficiency is particularly felt in

flats and apartments, and in order to meet these special needs Mr. August H. Koch, of 230 West 142nd street, New York, has invented a portable coal bin of sufficient size to receive a sackful of coal, and so arranged that the coal may be shoveled out of it with equal facility, whether the bin is full or nearly empty. The device consists of a metal box with a hinged lid at the top, covering the opening through which the coal may be poured into the bin. At the lower end of the bin is an inclined chute or slide, which directs the coal toward the rear. A door opens into the bin at the bottom, and when this is open the coal may be scooped out with equal ease. The door is formed with side walls, which prevent the coal from spilling when it is shoveled out. At the side of the bin is a rack adapted to hold a shovel, poker, etc. The lid at the top and the door at the bottom render the bin entirely dustproof. Not only is the bin of advantage as a place for storing coal, but it provides a convenient receptacle for trash and sweepings, which may be thrown in and later, as they work their way down through the chute, taken out with the coal and burned.

FAULTY FURNACE WORK.

A writer in the *Metal Worker* comments on what manufacturers ought to do in reference to cost of furnaces, saying that the conditions prevailing are not of their choosing and manufacturers of furnaces would rather place on the market their best goods, for it stands to reason that with proper installation results would show a vast improvement in the conditions and be more satisfactory for all concerned. No improvement can be looked for until this work is taken out of the hands of real estate men, masons and carpenters, who sublet to the cheapest bidder regardless of merit or reliability. If architects were more careful in plans that call for furnace work, and allow for proper sizes and risers for wall pipes, or consulted with those who understand this branch better than they do, and would allow only those who have reputation for good and satisfactory work to bid, and if owners were more particular in regard to the importance of having this work done by someone who they can depend upon for a satisfactory installation, it would in a large measure reform matters. Then better goods would be used and better prices would be paid and better results would soon prevail and the much abused warm air systems would be placed on the top notch of popularity, where it belongs. But as long as real estate men and contractors look for something cheap—cheap—cheap, and the work is done by a Cheap John who has no idea of furnace work, its requirements or principles, but who

simply sets a furnace and pipes it regardless of requirements, so long will there be a demand for low grade and cheap furnaces, and the manufacturers will supply the demand, although they much prefer to sell their best.

A CLASP FOR STOVEPIPES.

A new clasp which is especially designed as a means for holding the sections of stovepipe together has been invented by O. Fisher, of Sloan, Iowa. The invention is not limited to this particular use, as it may be employed with advantage in other relations where a safe, strong and durable clasp is desired.

AN OPPORTUNITY FOR TRADE.

A mercantile firm in New York City has received an order for fifty sets of dishes from a gentleman in Corea to be made in aluminum. The sample set, made of brass, weighs about 15 pounds and consists of 15 pieces each with a tight-fitting cover. The firm in question states that it will submit samples and details to any manufacturers in America who are interested in this. This is a new field for aluminum manufacturers, and might be made a fruitful one for profit.

KNOW EVERY DETAIL.

The better knowledge a man has of the stove he is selling, the better he can sell it. He should know the stove and not be backward in explaining it to his customer in detail; they like to be shown. The catalogue houses give a good example of salesmanship in the detailed explanation of all the goods they show.

QUALITY VERSUS PRICE.

An American manufacturer announces his intention of continuing the policy of "good goods only," giving as his reasons: "The people are finding out that 'sheet iron boxes,' mail order house stoves and ranges and cheap goods of kindred character are comparatively worthless; they could not be anything else, cheapened as they are to the limit—and that the great claims and guarantees so loudly offered are also worthless and never borne out by the goods. It looks to us as if the mail order houses, in their desperate struggle to attract trade by low prices, had gone too far in cheapening their stoves and ranges and that the goods they send out are a positive reflection upon the integrity of the people who recommend them. All this can only result in a growing demand for stoves and ranges with a good character, and if the expressions on the subject received from representative customers is any criterion the change from price only to high quality at a right price will be a welcome weapon to the majority of merchants in the fight for their rightful share of the business in their territory."

PLUMBING MARKETS

TORONTO.

Office of HARDWARE AND METAL.

10 Front Street East,

Toronto, May 17, 1907.

Since Wednesday morning, when four hundred and sixty union plumbers refused to continue work under the present scale of wages, the strike situation is the one feature of all-absorbing interest in the plumbing market. As yet the fact that the men are out has had no appreciable effect on prices, but with the plumbers out in Toronto, Hamilton and London, the market is bound to be affected—and that before very long—unless the difficulties are speedily settled. Thus far both the men and the master plumbers have taken a firm stand which would seem to indicate a more or less protracted strike unless both sides speedily condescend to meet each other in a spirit of compromise. However, it is too early to conjecture much as to the ultimate outcome; the master plumbers are well up in supplies and are in a good position to look after their interests. A small number of newly arrived plumbers from the old land, together with a few non-union men, are available, but these modify the situation but slightly.

Since last week there has been a three per cent. rise in all sizes of iron and galvanized pipe ranging from one-quarter inch to four inches. Delivery of the still larger sizes from the American mills is very uncertain, taking anywhere from four to sixteen weeks.

The price of medium soil pipe and fittings has dropped slightly and is now being quoted at seventy per cent.

Fuller work has dropped from 65 to 70 per cent.; compression work from 55 to 57½, and ground work is now being quoted at 60 per cent.

The market on enamelware is still open, but one firm has gone back to the January price list.

LEAD PIPE — Business continues brisk with prices unchanged. We continue to quote: Lead waste, 5 off; caulking lead, 5½ to 6½c. per lb.; traps and bends, 40 per cent. off.

SOLDER — Bar solder, half-and-half, guaranteed, 27c.; wiping, 23 to 26c.

IRON PIPE — Owing to the difficulty experienced in obtaining small sizes a three per cent. rise has resulted. We now quote: 1-inch black pipe, \$5.45; 1-inch galvanized, \$7.10.

IRON PIPE FITTINGS — The situation remains the same as last week. Prices continue firm: Cast iron fittings, 57½ per cent.

SOIL PIPE — The market in this shows a slight drop. We now quote: Medium pipe and fittings, 70 per cent.; 7 and 8-inch pipe, 40 and 5 per cent.

RANGE BOILERS — We continue to quote: Galvanized iron, 30-gal., standard, \$5; extra heavy, \$7.75, net list; copper range boilers, 30-gal., \$33; 35-gal., \$38; 40-gal., \$43, 15 per cent.

ENAMELWARE — The market is

still open but one firm has gone back to the January price list. Supplies are well up, and the demand continues steady. We still quote: Lavatories, first quality, 20 and 5 to 20 and 10 off; special 20 and 10 to 30 and 2½ per cent. discount. Kitchen sinks, plate, 300, firsts, 60 and 10 off; specials, 65 and 5 per cent. Urinals and range closets, 15 off. Fittings extra.

MONTREAL.

Office of HARDWARE AND METAL,

232 McGill Street,

Montreal, May 17, 1907

General conditions in plumbing circles remain just about as good as reported last week, but a small cloud has loomed up on the horizon, in the shape of the longshoremen's strike, which started at six o'clock on the evening of May 13th. Although up to the present time the strike has not affected stocks, most jobbers being in a position to fill orders in almost any line promptly. Should it, however, last for any length of time, stocks are liable to get pretty low.

One thing that keeps the plumbing trade going in this city, independent of building operations, is the immense amount of renovating that is continually going on. Up to ten years ago, when a man was building a house, he thought very little about his bath-room, with the result that many fine houses have exceedingly poor plumbing in them. When a man with up-to-date ideas rents one of these houses, the first thing he insists upon is new plumbing, with the result that one large firm claims that their business in strictly plumbing goods has increased five-fold within the past ten years.

The only change in prices to record is a slight advance in iron pipe, the discount on black being now 67 per cent., and galvanized, 57 per cent.

RANGE BOILERS — Exceedingly good demand prevails for this line: Iron clad, 30-gal., \$5; 40-gal., \$6.50, net list; copper, 30-gal., \$33; 35-gal., \$38; 40-gal., \$43.

LEAD PIPE — Prices remain firm and unchanged. Discount is 5 per cent. f.o.b. Montreal.

IRON PIPE FITTINGS — Demand is exceedingly heavy and prices firm and unchanged. Discounts on nipples, 1-4 to 3-inch, 65 per cent.; larger sizes, 67½ per cent.

IRON PIPE — Advanced one per cent. 1-inch, \$16.50; discounts on black are now 67 per cent.; galvanized, 57 per cent.

SOIL PIPE AND FITTINGS — No changes to report. Standard soil pipe, 50; standard fittings, 50 and 10; medium and extra heavy soil pipe, 60; fittings, 60 per cent.

SOLDER — Prices are: Bar solder, half-and-half, guaranteed, 25c.; wiping solder, 22c.

ENAMELWARE — Canadian baths, see Jan. 3, 1907, lists. Lavatories, discounts, first quality, 30 per cent.; special, 30 and 10 per cent.; sinks, 18 by 30-inch, flat rim, first quality, \$2.60; special, \$2.45.

HOW TO LOWER FIRE INSURANCE RATES

Standard of Buildings Outlined by the Underwriters' Association

Fire insurance premiums are probably part of the annual expense of every reader of Hardware and Metal, so a few hints as to how premiums may be lowered might be permissible.

All fire insurance is based, as regards its cost to the insured, upon a key rate. This key rate is arrived at by setting a certain amount per hundred dollars as the cost of a risk consisting of a building regarded by underwriters as a standard; the amount charged on a standard building being determined by the municipal fire protection appliances available. This rate is increased or decreased according to the extent to which the building to be insured falls short of, or is an improvement on, the standard of building decided upon as a basis. The location of a building in respect to fire stations and hydrants, and in respect to its accessibility or non-accessibility by fire fighting apparatus is also a factor in the increasing or decreasing of a premium rate. The standard of building set by the Canadian Underwriters' Association is as follows:

Standard of Building.

(1) Walls of brick or stone, brick preferred. If brick, 12 inches (1 1-2 bricks) in thickness at the top storey; if stone, 16 inches in thickness at top storey; extending through the roof and forming a parapet not less than 12 inches high, coped on all sides. If of brick, the walls must increase in thickness by one-half brick (4 inches) for each storey below the top; if of stone, 5 1-3 inches. Such increased thickness to be used for beam ledges, or the walls corbelled to provide the same.

(2) Area: The ground area to be not greater than 25x100 feet.

(3) Height not more than three storeys or 40 feet.

(4) Cornices of incombustible material.

(5) Roof; Flat, covered with slate, metal, tile or approved felt and gravel, with no attic, roof-space or cock-loft. (Mansard roof not permitted.) No sawdust filling or vertical opening.

(6) Elevators and stairways cut off by brick wall or by concrete plaster on metallic lathing set on metallic studs, continued from basement up through roof, with the communication at each floor protected with approved tin-covered doors, or metal doors, with, if lighting necessary, wire glass lights. All weights, cables and other elevator connections (except motor) to be enclosed in elevator shaft. Sills incombustible. Skylight over shaft to be of thin glass, covered with an approved wire guard.

(7) Skylights (if any) of wired glass set in metal frames.

(8) Floor lights (if any) not less than three-quarters of an inch thick.

(9) Windows and doors when exposed (that is, when within 100 feet of another building) to be of wired glass in metal frames; or to be protected by a water curtain; or by approved tin-covered

doors and shutters which can be opened from the outside.

Heating and Lighting.

(10) Flues: Walls of flues to be not less than 8 inches thick, lined with fire-brick, well-burned clay or cast-iron pipe. If steam boiler is used, throat capacity of flue not to be less than 96 square inches. All floor timbers to be trimmed at least four inches from the outside of the flue.

(11) Heating by hot water or steam at low pressure.

(12) Lighting by gas, with rigid fixtures.

(13) Interior finish, open, or lath and plaster, or metal.

With this standard before him as a guide, an insurance company's inspector, if called upon to inspect a prospective risk, goes carefully over it, noting to what extent, and in which particulars it falls short of, or is an improvement on, the standard. Occupancy and the nature of the business carried on in the proposed risk; means of protection; condition of building, and management, have all, of course, their effect on the premium rate.

What Increases Cost.

Some of the things which increase the cost of insurance, while not being, strictly speaking, part of the construction of the building, and which can, therefore, be remedied by an occupant together with the charges made for the existence of the same, are:

Stove pipes passing through floors or partition unprotected, 50 cents; through windows, roof or wall, with double metal chimney, 50 cents; not protected, \$1; entering bottom of flue vertically, 25 cents; entering flue in attic or unused room, 25 cents.

Floor beneath stoves unprotected, 5 cents.

Bottom of elevator shafts used for closets, or for waste, 50 cents.

Swinging gas brackets, or bracket lamps unprotected, for each, 1 cent.

Untidiness, rubbish, ashes, etc., especially in cellar or attic, 25 cents.

Packing material not in bins, 15 cents.

Thin, worn floors, broken plastering, broken windows, etc., 10 to 25 cents.

Fuel, consisting of shavings or waste, 50 cents.

Empty boxes, rubbish, etc., in rear yard, alley, window recesses, or under sidewalk or gratings, 10 cents.

Open Lights Condemned.

Open lights in show windows or electric bulbs covered with tissue paper or paper shades, 25 cents.

Sawdust on floors, sawdust spittoons, etc., 25 cents.

Kerosene used to sprinkle floors, 25 cents.

Ash and waste cans not made of metal, 10 cents.

Furnace top within four inches, if

brick, or within 12 inches, if portable, of wooden beams or ceiling, 10 to 25 cents.

Fire-places, hearths, or wooden beams, or floors within 16 inches of the fire-place; or wooden fire-boards, or summer pieces or unprotected wooden mantels; or open stove pipe holes, 5 to 25 cents.

Electric lighting or any other system, with installation not in compliance with underwriters' rules; or are lights unprotected by tight globes or metal screens, 25 cents.

Crowded merchandise, without proper aisles, opposite or too near windows, or overloading, not less than 25 cents.

The use of kerosene lamps is also liable to increase the cost of insurance unless the following safeguards are adhered to: Lamps to be supported by substantial metal hangers, there being a proper heat-guard to protect the hanger and the material overhead. Only approved metal or metal cased lamps should be used. Central draught lamps should never be used.

Simple Means of Protection.

Then, of course, any means of protection from fire, which are provided by the insured and which underwriters deem practical, are always taken into consideration when the rate is being decided upon. Some of the simple means of protection which considerably lessen insurance rates are:

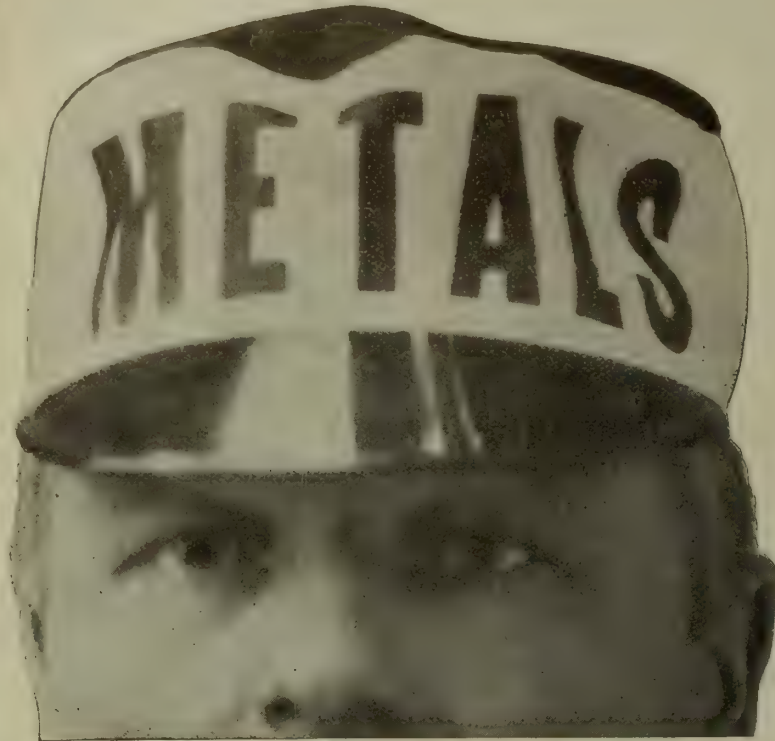
Casks of water or filled pails on each floor, to the extent of six pails for each 2,500 square feet of floor space; or two approved chemical fire extinguishers for each 2,500 square feet of floor space (if there is any quantity of oil or paint on the premises, 3 of the 6 pails should be kept filled with sand); automatic sprinkling systems; watchmen with portable clock or electric detector; automatic alarm; proper receptacles provided for all oily waste; and a generally clean and tidy building.

ALUMINUM INVENTION.

According to Swedish papers, E. L. Rinnan, of Upsala, Sweden, has lately made an invention by which aluminum can be extracted from blue clay, by which process the price of the product will be reduced four times. The silicic acid, which is latent in the clay masses, will also be utilized by the new method.

Simultaneously with the Swedish inventor, a Norwegian engineer, Mr. Linding-Larsen, has made independent investigations into the matter and has succeeded in inventing a method which seems to be of the same nature as that of Mr. Rinnan. It is stated that Mr. Linding-Larsen has lately been communicating with a foreign company about the utilization of the new method, and that a representative of the company will arrive shortly to negotiate for the conclusion of a contract.

If you hang a sign outside of your place of business it pays to have a good one. It is a permanent advertisement and indicative of your business to the public eye.

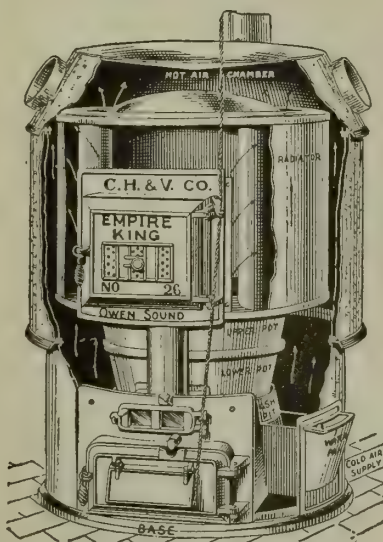


**Babbitt,
Solder,
Lead Pipe,
Etc.**

**The
Canada Metal Co.
Limited
TORONTO**

Specified in The Contract

The Furnace for the Dealer to handle and recommend is undoubtedly the one specified in the contract. Did you ever consider why architects and practical house-builders should invariably choose.



The Empire King Furnace

from the few best? The reasons are plain. The Empire King is a fuel-saver as well as a permanent investment. It is as easily adjusted as it is to operate. In brief The Empire King Furnace is the best of all hot air generators and we are going to prove that statement in the following series of ads. Two points worth remembering—**The price is reasonable—The profits good.**

The Canadian Heating and Ventilating Co.,

OWEN SOUND, ONT.

LIMITED

THE CANADA STOVE AND FURNITURE CO., 126 West
Craig St., Montreal, Que., Agents for the Province of
Quebec.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg,
Man., Western Agents.
The Abercrombie Hardware Co., Vancouver, B.C.



AUTOMATIC INJECTORS

We make Oil and Grease Cups for every purpose

Order from your Jobber now and say Penberthy too



"SULTAN"
For Gas Engine
Cylinders.



"SAMSON"
Screw Compression
Grease Cup.



"SATURN"
Plain Compression
Grease Cup.

Manufactured by



"SILEX"
Self Feeding
Grease Cup.



"SALUTE"
Flushing Oiler with
Snap Lever.

PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

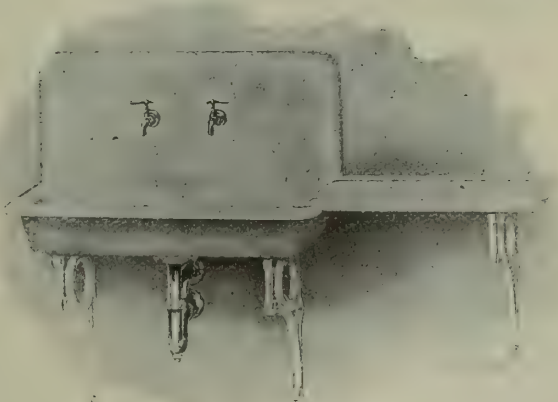
KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED
VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

Standard Ideal Porcelain Enameled Ware



Is made in Canada; it is superior in quality; it ensures the dealer bigger profits; it gives the customer greater satisfaction. All things being equal a distinctly Canadian product should receive the preference. **Standard Ideal Porcelain Enamelware** is manufactured at Port Hope, Ont., in the largest exclusive cast iron enameling works under the British flag. **Standard Ideal Ware** possesses the durability of cast iron and a smooth, snowy white porcelain enamel finish.

STANDARD IDEAL LINES:

Bath Tubs, Sitz Baths, Shower Baths, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Sinks, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances.

The Standard Ideal Co., Limited

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO,
128 West Craig Street, MONTREAL, and 24 Telfer Block, WINNIPEG

FIT THEM WITH FITSEMAIL



Mueller Fitsemall Supplies fit any bath cock as perfectly as if designed for that particular cock.

Insures an absolutely non-leakable, everlasting joint. The slip nut joint gives a perfect floor connection.

Handsome in appearance. Easy of adjustment. Users of Mueller goods are fully protected.

H. MUELLER MFG. CO.

Works and General Office
DECATUR, ILL.
West Cerro Gordo Street

Eastern Division
NEW YORK CITY
254 Canal St., cor. Laf.

SCIENTIFIC
DRAIN AND SOIL PIPES

RECOMMENDED AND SPECIFIED BY SANITARY AUTHORITIES.

ANITATION

WALTER MACFARLANE & CO.
SANITARY ENGINEERS • SARACEN FOUNDRY, GLASGOW.

CASTINGS SUPPLIED CUT & FITTED TO MEASUREMENTS
DRAIN PLANS WORKED OUT FOR ARCHITECTS
CATALOGUES AND PRICES ON APPLICATION

AGENTS:

W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.
BAXTER, PATERSON & CO., 102 St. Antoine St., Montreal

BRONZE POWDER and BRONZE LIQUIDS

ARE **GUARANTEED** WHEN MADE BY

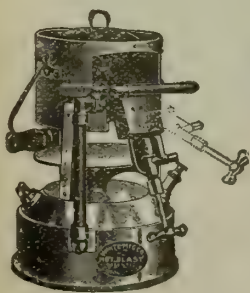
The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE.

**HOTTEST ON EARTH**

Our Bonanza Furnaces are known to produce more heat with less fuel than any other make. Jobbers sell at factory prices. Satisfaction guaranteed or money refunded.

No. 38—Price, each, **\$7.80 net**

No. 39—One size smaller, **\$5.85 net**

THE TURNER BRASS WORKS

53 MICHIGAN STREET,

CHICAGO, U.S.A.

Manufacturers' Agents**CHARLES H. FOX**

Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O. Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

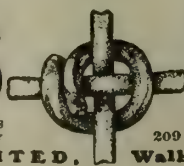
Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

"PAGE FENCES — WEAR BEST"

Made of High Carbon Wire.—we'll prove it to you. COILED—not crimped. This makes it still stronger in service. It stays taut. Painted WHITE over heavy
THE PAGE WIRE FENCE COMPANY, LIMITED.



galvanizing—rust proof. Experienced dealers to erect it. Leads all in sales 209—as in merit. Get illustrated booklet and 1907 prices before buying.
Walkerville, Toronto, Montreal, St. John, Winnipeg

The Demand of the Age is for good cement. Since that demand is so insistent and increasing so rapidly, you should stock,

"SAUGEEN BRAND" of Portland Cement

because of it's genuine and lasting goodness. Then there's a profit story connected with "SAUGEEN BRAND," you should know.

The Hanover Portland Cement Co., Ltd., Hanover, Ont.

CLINCH YOUR TRADE and assure your profits by letting me know your ENAMEL WARE wants. Quality and dispatch are the key notes of my business.

ORLANDO VICKERY

178-180 Victoria Street TORONTO, CANADA



By Stocking

"Diamond" brand Fittings

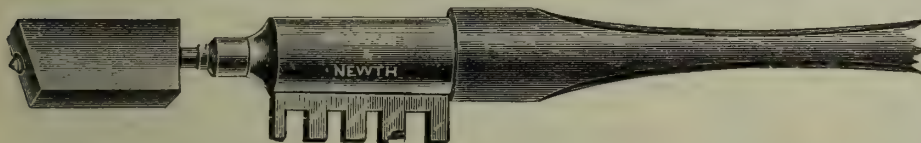
you capture the paying trade. And you keep it.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

REGISTERED TRADE MARK



GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

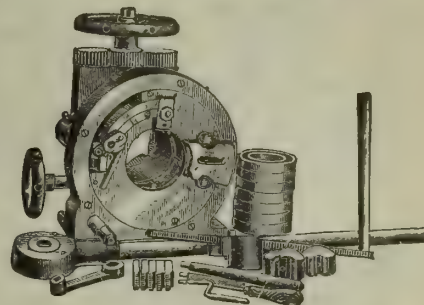
when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has enclosed gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER



TWO FREE

for every one sent you defective.
Isn't that guarantee enough?

Glauber Brass Mfg. Co.

Expert Makers of
Fine Brass Goods

CLEVELAND

OHIO



Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

YOU GET THE LION'S SHARE

In manufacturing our various lines, we aim to put the very best possible quality into our goods that high-class raw material and expert workmanship can produce. Our policy has always been to put more into manufacturing and less into profits, and by doing this and giving our customers a square deal, our books always show a balance on the proper side.

If you're not already a customer of ours, give us a trial. Send a sample order for **BLACK DIAMOND TARRED FELT**. (The kind that sells.) You'll not regret it. We make everything in **READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING and BUILDING PAPER.**

WRITE FOR PRICES.

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces.

OUR BRANDS:

**BLACK
DIAMOND**



TARRED FELT

**JOLIETTE
and
CYCLONE
SHEATHING**

CURRENT MARKET QUOTATIONS.

May, 17, 1907

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's	per lb.	0 26
Hallett's	per lb.	0 25

BOILER PLATES AND TUBES.

Plates, $\frac{1}{2}$ to $\frac{3}{4}$ inch, per 100 lb.	2 50
Heads, per 100 lb.	2 65
Tank plates 3-16 inch	8 50
Tubes per 100 feet, 18 inch	9 10
" " 24 " 11 50	12 00
" " 3 " 13 0	13 50
" " 3 3/4 " 16 00	16 70
" " 4 " 20 00	20 80

2 per cent off

BOILER AND T.K. PITTS.

Plain tinned	25 per cent. off list.
Spun	

BABBIT METAL.

Canada Metal Company—Imperial genuine 60c; Imperial Tough, 60c; White Brass, 50c; Metallic, 35c; Harris Heavy Pressure, 25c; Hercules, 25c; White Bronze, 15c; Star Frictionless, 14c; Alluminoid, 10c; No. 4, 9c, per lb.	
James Robertson Co.—Extra and genuine Monarch, 60c; Crown Monarch, 50c; No. 1 Monarch, 40c; King, 30c; Fleur-de-lis, 20c; Thurber, 15c; Philid-Alpha, 12c; Canadian, 10c; hardware, No. 1, 15c; No. 2, 12c; No. 3, 10c, per lb.	

BRASS.

Rod and Sheet, 14 to 30 gauge, 25 p.c. advance.	
Sheets, 12 to 14 in.	0 30
Tubing, base, per lb 5-16 to 2 in.	0 33
Tubing, $\frac{1}{2}$ to 3-inch, iron pipe size.	0 31
" 1 to 3-inch, seamless.	0 36

Copper tubing, 6 cts extra.

COPPER.

Ingot.	Per 100 lb.
Casting	27 00
Bars.	
Cut lengths, round, $\frac{1}{2}$ to 2 in.	35 00
Sheet.	
Plain, 16 oz., 14x48 and 14x60	35 00
Plain, 14 oz.	00
Tinned copper sheet, base	38 00
Planned base	43 00
Braziers (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base.	0 34 0 35

BLACK SHEETS.

Montreal.	Toronto
8 to 10 gauge	2 70 2 70
12 gauge	2 70 2 70
14 "	2 70 2 60
17 "	2 50 2 80
18 "	2 50 2 80
20 "	2 50 2 80
22 "	2 50 2 90
24 "	2 55 2 90
26 "	2 65 3 00
28 "	2 70 3 20

CANADA PLATES.

Ordinary, 52 sheets	2 75 2 90
All bright	3 80 3 90
Galvanized—	
18x24x52	4 45 4 35
" 30 "	4 70 4 60
20x28x50	8 90 8 70
" 24 "	9 40 9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne's Best
16-20	3 95	3 80	3 95	
22-24	4 10	4 05	4 00	3 75
26	4 45	4 30	4 40	4 30
28	4 70	4 55	4 60	4 45

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 "	4 10
28 "	4 55
10 1/2 oz.	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

Montreal.	Toronto.
Middleboro, No. 1 pig iron	22 25 21 00
Middleboro, No. 3 pig iron	20 50 24 10
Summerlee No. 2	23 50 26 50
Londonderry, pig iron	22 10 24 50
Carroll Special	23 75
Carroll Soft	23 50
No. 1 Cleveland	21 75 25 00
" 3 Clarence	21 75 24 00
Glengarnock, No. 1	27 00
Radnor, charcoal iron	32 00 34 00
Common bar, per 100 lb.	2 20 2 30
Forged iron	2 45
Refined "	2 60
Horseshoe iron	2 70
Hoop steel, $\frac{1}{2}$ to 3 in. base.	2 80
Sleigh shoe steel	2 25 2 30
Wire steel	2 40 2 50
Best sheet cast steel.	0 12
B. K. Morton "Alpha" high speed.	0 65
" annealed	0 70
" " Self-hardening.	0 50
" " quality best warranted	0 18
" " warranted	0 14
" " " quality	0 09
Colonial black diamond	0 18 0 09
Sanderson's	0 08 0 45
Jessop's	0 12 0 13
Air hardening	0 60 0 65
Conqueror	0 07 0 60
Jonas & Colver's tool steel	0 10 0 20
" " " annealed	0 65
" " " " "	0 65
Jowett & Sons B.P.L. tool steel	0 10 0 11

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
$\frac{1}{2}$ to 1-7-16	0 05 1/2
1-7-16 to 3 "	0 05

Montreal 30, Toronto 30 per cent.

INGOT TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	\$45 00 \$45 50

TIN PLATES.

Charcoal Plates—Bright	Per box.
M.L.S., equal to Bradley—	
I.C. 14 x 20 base	\$6 50
IX, 14 x 20	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I.C. 14 x 20 base	6 50
IX, 14 x 20	8 00
IXX, 14 x 20 base	9 50
IXX, 14 x 20 base	5 00
IXX, 14 x 20	6 00
IXX, 14 x 20	7 00
IXX, 14 x 20	8 00
"Domination Crown Best"—Double Coated, Tissue.	
I.C. 14 x 20 base	5 50 5 75
IX, 14 x 20	6 50 6 75
IXX, 14 x 20	7 50 7 75
"Allaway's Best"—Standard Quality.	
I.C. 14 x 20 base	4 50
IX, 14 x 20	5 25
IXX, 14 x 20	6 00
Bessemer Steel—	
I.C. 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25 8 00
IX, Terne Tin	9 50
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x55, 50 sheet bxs.	7 50
" 14x65, "	
Tinned Sheets.	
72x30 up to 24 gauge	8 50
" 26 "	9 00
LEAD.	
Imported Pig, per 100 lb.	5 50 5 60
Bar,	5 75 6 00
Sheets, 2 1/2 lb. sq. ft., by roll	0 07 1/2
Sheets, 3 to 6 lb.	0 07
Cut sheets $\frac{1}{2}$ c. per lb., extra.	
SHEET ZINC.	
5-cwt. casks	7 75 8 00
Part casks	8 00 8 25
ZINC SELLER.	
Foreign, per 100 lb.	7 25 7 50
Domestic	6 75 7 00

OLD MATERIAL.

Dealers buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 17 1/2	0 17 1/2
Light copper	0 17	0 17 1/2
Heavy red brass	0 18	0 17 1/2
" yellow brass	0 15	0 14 1/2
Light brass	0 11 1/2	0 11
Tea lead	0 04 1/2	0 04 1/2
Heavy lead	0 04 1/2	0 04 1/2
Scrap zinc	0 04 1/2	0 04 1/2
No. 1 wrought iron	17 00 13 00	18 00 13 00
" "	8 00 6 00	8 00 6 00
Machinery cast scrap	18 00 16 00	18 00 16 00
Stove plate	14 00 13 00	
Malleable and steel	8 50	
Old rubbers	0 09 1/2	0 09 1/2
Country mixed rags, 100 lbs.	1 25	

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.	
Standard Compression work, 57 1/2 per cent.	
Cushion work, discount 4 per cent.	
Fuller work, 70 per cent.	
Flatway stop and stop and waste cocks, 60 per cent.; roadway, 55 per cent.	
J. M. T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.	
Kerr standard globes, angles and checks, special, 42 1/2 per cent.; standard, 47 1/2 p.c.	
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.	
Kerr steam radiator valves 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.	
Kerr brass, Weber's straightway valves, 41; straightway valves, I.S., M., 60.	
J. M. T. Radiator Valves 50; Standard, 60; Patent Quick-Opening Valves, 45 p.c.	
Jenkins' Bros., Montreal, quotations on application.	
No. 1 compression bath cock	2 00
No. 4 "	1 90
No. 7 Fuller's	2 25
No. 4 1/2 "	2 35
Patent Compression Cushion, basin cock, hot and cold, 1er dcs.,	\$16 10
Patent Compression Cushion, bath cock, No. 2208	2 25
Square head brass cocks, 57 per cent.	
" iron " 60 "	
Thompson Smoke-test Machine	25 00
BOILERS—COPPER RANGE.	
Copper, 30 gallon	33 00
15 per cent.	
BOILERS—GALVANIZED IRON RANGE.	
Capacity. Standard. Extra heavy	
30-gallons	5 00 7 75
2 per cent., 30 days.	

BATH TUBS.

Steel clad copper lined, 15 per cent.	
CAST IRON SINKS.	
16x24, \$1; 18x30, \$1; 18x36, \$1.31.	
ENAMELED BATHS, ETC.	
List issued by the Standard Ideal Company Jan. 3, 1907, shows an advance of 10 per cent. over previous quotations.	
ENAMELED CLOSETS AND URINALS	
Discount 15 per cent.	
HEATING APPARATUS.	
Stoves and Ranges—40 to 70 per cent.	
Furnaces—45 per cent.	
R-registers—70 per cent.	
Hot Water Bilers—55 p.c.	
Hot Water Radiators—50 to 55 p.c.	
Steam Radiators—50 to 55 p.c.	
Wall Radiators and specials—50 to 55 p.c.	
LEAD PIPE.	
Lead Pipe, 7c. per pound, 5 per cent. off.	
Lead waste, 8c. per pound, 5 per cent. off.	
Gal. lead, 6c. per pound.	
Traps and bends, 40 per cent.	

IRON PIPE.				
Size	(per 100 ft.)	Black.		Galvanized
	inch.	2 26	inch.	3 08
	"	2 26	"	3 18
	"	2 72	"	3 57
	"	3 68	"	4 83
1	"	5 23	"	6 93
1 1/2	"	7 20	1	9 45
1 1/2	"	8 64	1	11 31
2	"	11 52	2	15 12
2 1/2	"	18 4	2 1/2	24 15
3	"	24 15	3	31 70
3 1/2	"	30 40	3 1/2	40 00
4	"	34 55	4	45 35

2 per cent., 30 days.	
Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.	
Cast Iron Fittings 57 1/2; Standard bushings 57 1/2; headers, 57 1/2; flanged unions 57 1/2; malleable bushings 55; nipples, 70 and 10; malleable lipped unions, 55 and 5 p.c.	
SOIL PIPE AND FITTINGS	
Medium and Extra heavy pipe and fittings, up to 6 in. h. discount 70 per cent.	
7 and 8-in. pipe, discount 40 and 5 per cent.	
Light pipe, 50 p.c.; fittings, 50 and 10 p.c.	

OAKUM.	
Plumbers ... per 100 lb.	4 75
STOCKS AND DIES	
American discount 25 per cent.	

SOLDERING IRONS.	
1-lb. per lb.	0 38
1-lb. or over	0 35

SOLDER.	Per lb.
Bar, half-and-half, guaranteed	0 25 0 27
Wiping	0 22 0 22

PAINTS, OILS AND GLASS

BRUSHES	
Paint and household, 70 per cent.	
CHEMICALS.	
Sulphate of copper (blue) ne or blue vitrol)	0 09
Litharge, ground	0 06
" baked	0 06 1/2
Green copperas (green vitrol)	0 1
Sugar of lead	0 08
Lump olive	0 01 1/2

COLOURS IN OIL.	
Venetian red, 1-lb. tin pure.	0 05
Chrome yellow	0 15
Golden ochre	0 11
French "	0 08
Marine black	0 04 1/2
Chrome green	0 09
French permanent green	0 13
Signwriters' black	0 15

Clauss Brand Ladies' Scissors

FULLY WARRANTED

Our Eastern Pattern Ladies' Scissors. This is an exceptional scissor, adapted for clean-cutting work where stiffness of blade is required. Hand forged from finest steel.



Ask for Discounts

The Clauss Shear Co., - Toronto, Ont.

ENAMELS.

Subway brand.....	1 90	2 00
Decorative.....	4 20	4 30

OLIVE.

Domestic sheet.....	0 10	0 10A
French medal.....	0 12	0 12A

PARIS GREEN.

Berger's Canadian

600-lb. cask.....	0 27A	0 27B
250-lb. drums.....	0 27A	0 27B
100-lb. ".....	0 28A	0 28B
50-lb. ".....	0 28A	0 28B
1-lb. pkgs., 100 in box.....	0 29A	0 29B
1/2-lb. ".....	0 31A	0 31B
1-lb. tins, 100 in box.....	0 32A	0 32B
1/2-lb. bag.....	0 32A	0 32B

F.o.b. Toronto.

PARIS WHITE.

In bbls..... 0 90

PREPARED PAINTS.

Pure, per gallon, in tins.....	1 3A
Second qualities per gallon.....	1 15
Barn (in bbls).....	0 90
Sherwin-Williams paint.....	1 55
Canada Paint Co.'s pure.....	1 25
Standard P. & V. Co.'s "New Era".....	1 30
Benj. Moore Co.'s "Ark" B'd.....	1 25
British Navy deck.....	1 50
Brandram-Henderson's "English".....	1 45
Ramsay's paint, Pure, per gal.....	1 20
Thistle.....	1 00
Martin-Senour's 100 p.c. pure.....	1 40
Senour's Floor Paint.....	1 20
Jamieson's "Crown and Anchor".....	1 20
Jamieson's floor enamel.....	1 50
Blanchie's preservative and floor.....	1 15
Sanderson Peary's, pure.....	1 25
Robertson's pure paints.....	1 20

PUTTY.

Bulk in bbls.....	1 60
Bladders in bbls.....	85
25-lb. tins.....	1 90
Bladders in bulk or tins less than 100 lb.....	1 95
Bulk in 100-lb. irons.....	1 85

SHINGLE STAINS.

In 5 gallon lots.....	0 75	0 80
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SHELLAC.

White.....	0 65
Fine orange.....	0 60
Medium orange.....	0 55

F.o.b. Montreal or Toronto.

TURPENTINE AND OIL.

Castor oil.....	0 08	0 10
Gasoline.....	0 22A	0 22B
Benzine, per gal.....	0 17	0 20
Turpentine single barrels.....	0 95	0 96
Linseed Oil.....	0 61	0 64
raw.....	0 61	0 64
boiled.....	0 64	0 67

WHITE LEAD GROUND IN OIL. Per 100 lbs.

Canadian pure.....	7 15
No. 1 Canadian.....	6 80
Munro's Select Flake White.....	7 40
Elephant and Decorators Pure.....	7 40
Monarch.....	7 40
Standard Decorators.....	7 15
Essex Genuine.....	6 80
Brandram's B. & H. Genuine.....	8 00
"Anchor," pure.....	7 00
Ramsay's Pure Lead.....	7 00
Ramsay's Exterior.....	6 65
"Crown and Anchor," pure.....	6 50
Henderson Peary's.....	7 40
Robertson's O.P. lead.....	7 20

WHITE AND RED DRY LEAD.

Genuine, 560 lb. casks, per cwt.....	white	red
Genuine, 100 lb. kegs.....	6 75	6 80
No. 1, 560 lb. casks, per cwt.....	7 50	7 55
No. 1, 100 lb. kegs, per cwt.....	6 25	6 25

WINDOW GLASS.

Size United	Star	Double
Inches.		Diamond
Under 26.....	\$4 25	\$6 25
26 to 40.....	4 65	6 75
41 to 50.....	5 10	7 50
51 to 60.....	5 35	8 50
61 to 70.....	5 75	9 75
71 to 80.....	6 25	11 00
81 to 90.....	7 00	12 50
91 to 100.....	7 50	15 00
101 to 110.....	8 00	17 00

96 to 100.....	20 50
101 to 105.....	24 00
106 to 110.....	27 50

Discount—16-oz., 25 per cent.; 21-oz., 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls.....	0 70
Gilders bolted in bands.....	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.....	0 07A	0 07B
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WHITE GROUND ZINC.

Pure, in 25-lb. irons.....	0 08A
No. 1.....	0 07
No. 2.....	0 05A

VARNISHES.

In 5-gal. lots.	Per gal. cans.
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Carriage, No. 1.....	1 50
Pale durable body.....	3 50
" hard rubbing.....	3 00
Finest elastic gearing.....	3 00
" Plastic oak.....	1 50
Furni ure, polishing.....	2 00
Furniture, extra.....	1 15
" No. 1.....	0 90
" union.....	0 80
Light oil finish.....	1 40
Gold size japan.....	1 80
Brown japan.....	0 95
No. 1 brown japan.....	0 95
Baking black japan.....	1 35
No. 1 black japan.....	0 90
Benzine black japan.....	0 70
Crystal Damar.....	2 50
No. 1.....	1 40
Pure asphaltum.....	1 50
Oilcloth.....	1 50
Lighting dryer.....	0 70
Elastilite varnish, 1 gal. can, each.....	2 00
Granite floor varnish, per gal.....	2 50
Maple Leaf coach enamels, size 1.....	1 20
Sherwin-Williams' kopal varnish, gal.....	2 50
Canada Paint Co.'s sun varnish.....	2 00
"Kyanize" Interior Finish.....	2 40
" Flint-Lac," coach.....	1 80
B. H. Co.'s "Gold Medal," in cases.....	2 00
Jamieson's Copalure, per gal.....	2 00

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.....	
Nickel, 55 per cent.....	
Gongs, Sargeant's door bells.....	5 50 8 00
American, house bells, per lb.....	0 35 0 40
Peterboro' door bells, discount 37A and 10 per cent. off new list.....	

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.....	2 25
Ready roofing, 2-ply, not under 45 lb. per roll.....	1 00
Ready roofing, 3-ply, not under 65 lb. per roll.....	1 25
Carpet Felt.....	60 00
Heavy Straw Sheathing.....	35 00
Dry Surprise.....	0 41
Dry Sheathing.....	0 50
Tar.....	0 45
Dry Fibre.....	0 55
Tarred Fibre.....	0 65
O. K. & I. X. L.....	0 70
Resin-sized.....	0 45
Oiled Sheathing.....	1 00
Oiled.....	0 70
Root Coating, in barrels.....	0 17
Roof.....	0 25
Refined Tar.....	5 00
Coal Tar.....	4 00
Coal Tar, less than barrels.....	0 15
Roofing Pitch.....	0 80
Slater's felt.....	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax.....	37 50

Wrought Brass, net revised list.

Wrought Iron, 70 per cent.

Cast Iron Loose Pin, discount 80 per cent.

Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIRE BRICK.

Canadian Portland.....	2 00	2 10
Belgium.....	1 60	1 90
White Bros. English.....	1 80	2 05
" Lafarge," cement in wood.....	3 40	
" Lehigh," cement in wood.....	2 84	

"Lehigh" cement, cotton sacks.....	2 39
" Lehigh" cement, paper sacks.....	2 31
Fire brick, Scotch, per 1,000.....	27 00 30 00
English.....	17 00 21 00
American, low.....	23 0 25 00
high.....	27 50 35 00

Fire clay (Scotch), net ton..... 4 95

Paving blocks per 1,000.....

Blue metallic, 9"x4"x3", ex wharf..... 35 00

Stable pavers, 12"x6"x2", ex wharf..... 50 00

Stable pavers, 9"x4"x3", ex wharf..... 36 00

DOOR SETS.

Peterboro, 37A and 10 per cent.

DOOR SPRINGS.

Turkey's Rod.....	1 75
Coil, 9 to 11 in.....	0 95 1 65
English.....	2 00 4 00

Chicago and Reliance Coil 25 per cent.

STORE DOOR HANDLES.

Per Dozen.....	1 00 1 50
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ESOUTHOEONS.

Discount 50 and 10 per cent., new list

Peterboro, 37A and 10 per cent.

ESOUTHOEON PINS.

Iron, discount 40 per cent.

Brass, 45 per cent.

HINGES.

Blind, discount 60 per cent.

Heavy T and strap, 4-in., per lb. net..... 0 06

" 5-in., "..... 0 05A

" 6-in., "..... 0 05B

" 8-in., "..... 0 05C

" 10-in. and larger..... 0 05

Light T and strap, discount 65 p.c.

Screw hook and hinge..... 4 65

under 12 in..... per 100 lb..... 3 65

Spring, No. 20, per gro. pairs..... 10 80

Spring, Woodysat pattern, per gro. No. 5..... 10 50

\$17.50 No. 10, \$18; No. 20, \$10.80; No. 12, \$20; No. 51, \$10; No. 50, \$27.50.

Crate hinges and back flaps, 65 and 5 p. c.

Hinge hasps, 65 per cent.

SPRING HINGES.

Chicago Spring Butts and Blanks 12A percent.

Triple End Spring Butts 30 and 14 per cent.

Chicago Floor Hinges, 37A and 5 off.

Garden City Fire House Hinges, 12A p.c.

CAST IRON HOOKS.

Bird cage.....	per doz.	0 50 1 10
Clothes line, No. 61.....		0 00 0 70
Harness.....		0 60 12 00
Hat and coat.....	per gro.	1 10 10 00
Chandelier.....	per doz.	0 50 1 00
Wrought hooks and staples.....		2 65
1/2 x 5.....	per gross	3 30
5-16 x 5.....		

Bright steel gate hooks and staples, 40 p.c.

Hat and coat wire, discount 67A per cent.

Screw, bright wire, discount 65 per cent.

KNOBBS.

Door, japanned and N.P., doz.....	1 50 2 50
Bronze, Berlin.....	per doz. 2 75 3 25
Bronze, Genuine.....	6 00 9 00
Shutter, porcelain, F. & L.....	
screw.....	1 30 2 00
White door knobs.....	per doz. 2 00
Peterboro knobs, 37A and 10 per cent.....	
Porcelain, mineral and jet knobs, net list.....	

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent.

Cabinet trunk and padlock

American..... per gross..... 0 60

LOCKS.

Peterboro 37A and 10 per cent.

Russell & Erwin, steel rim \$2.50 per doz.

Eagle cabinet locks, discount 30 per cent.

American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

R. & A. sand, discount, 35 per cent.

Emery, discount 35 per cent.

WROUGHT STAPLES.

Galvanized.....	2 75
Plain.....	2 50
Coopers', discount 45 per cent.....	
Poultry netting staples, discount 40 per cent.....	
Bright spear point, 75 per cent. discount.....	

TOOLS AND HANDLES.

ADZES.

Discount 22A per cent.

AUGERS.

Gilmour's, discount 80 per cent. off list.

AXES.

Single bit, per doz.....	6 00 9 00
Double bit.....	10 00 11 00
Bench Axes, 40 per cent.....	
Broad Axes, 25 per cent.....	
Hunters' Axes.....	5 50 8 00
Boys' Axes.....	6 25 7 00
Splitting Axes.....	7 00 12 00
Handled Axes.....	7 00 9 00
Red Ridge, boys', handled.....	5 75
" hunters.....	5 25

IRONS.

Irwin's auger, discount 47A per cent.

Gilmour's auger, discount 60 per cent.

Rockford auger, discount 50 and 10 per cent.

Jennings' Gen. auger, net list.

Gilmour's car, 47A per cent.

Clark's auger, per doz..... 0 65

Diamond, Shell, per doz..... 1 00

Nail and Spike, per gross..... 2 25

BUTCHERS' CLEAVERS.

German.....	per doz.	7 00 9 00
American.....		12 00 18 00

CHALK.

Carpenters' Colored, per gross..... 0 45 0 75

White lump..... per cwt..... 0 60 0 65

CHISELS.

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

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We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

CUTLERY AND SILVER-WARE.

RAZORS.		per doz.
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	13 50
Vade & Butcher's	3 50	10 00
Lewis Bros. "Klean Cutter"	8 50	10 50
Hackell's	7 50	20 00
Berg's	7 50	20 00
Clause Razors and Strops, 50 and 10 per cent		
KNIVES.		
Farriers-Stacey Bros., doz.	3 50	
PLATED GOODS.		
Hollowware, 40 per cent. discount.		
Flatware, staples, 40 and 10, fancy, 40 and 5.		
SHEARS.		
Clause, nickel, discount 60 per cent.		
Clause, Japan, discount 67½ per cent.		
Clause, tailors, discount 40 per cent.		
Seymour's, discount 50 and 10 per cent.		
Berg's	6 00	12 00

HOUSE FURNISHINGS.

APPLE PARERS.		
Woodyatt Hudson, per doz., net	4 50	
BIRD CAGES.		
Brass and Japanned, 40 and 10 p. c.		
COPPER AND NICKEL WARE.		
Copper boilers, kettles, tea-pots, etc.	30 p.c.	
Copper pitta, 20 per cent.		
ENAMELED WARE.		
White ware, 75 per cent.		
London and Princess, 50 per cent.		
Canada, Diamond, Premier, 50 and 10 p.c.		
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.		
Premier steel ware, 40 per cent.		
Star decorated steel and white, 25 per cent.		
Japanned ware, discount 45 per cent.		
Hollow ware, tinned cast, 35 per cent. off.		
KITCHEN SUNDRIES.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 80
Duplex mouse traps, per doz.	0 65	
Potato mashers, wire, per doz.	0 60	0 70
" wood	0 50	0 25
Vegetable slicers, per doz.	0 50	0 75
Universal meat chopper No. 9, \$1; No. 1, 1.15.		
Enterprise chopper, each	1 30	
Spiders and fry pans, 50 per cent.		
Star A1 chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright	0 62½	
LAMP WICKS.		
Discount, 60 per cent.		
LEMON SQUEEZERS.		
Porcelain lined, per doz.	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass	0 50	0 90
METAL POLISH.		
Tandem metal polish paste	6 00	
PICTURE NAILS.		
Porcelain head, per gross	1 35	1 50
Brass head	0 40	1 00
Tin and gilt, picture wire, 75 per cent.		
SAD IRONS.		
Mrs. Potts, No. 55, polished, per set	0 80	
" No. 50, nickel-plated,	0 92	
Common, plain	4 50	
" plated	5 50	
Asbestos, per set	1 25	

TINWARE.

CONDUCTOR PIPE.		
2-in. plain or corrugated, per 100 feet.	\$3.30; 3 in., \$4.40; 4 in., \$5.89; 5 in., \$7.45; 6 in., \$9.91.	
FAUCETS.		
Common, cork-lined, discount 35 per cent.		
SAVETROUGHS.		
10-inch	per 100 ft.	3 30
FACTORY MILK CANS.		
Discount off revised list, 35 per cent.		
Milk can trimmings, discount 25 per cent.		
Creamery Cans, 45 per cent		

LANTERNS.

No. 2 or 4 Plain Cold Blast, per doz.	6 50
Lift Tubular and Hinge Plain,	4 75
No. 6, safety,	4 00
Better quality at higher prices.	
Japanning, 50c. per doz. extra.	
Prism globes, per doz., \$1.20.	

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 92
Davidson oilers, discount 40 per cent.	
Zinc and tin, discount 50 per cent.	
Coppered oilers, 20 per cent. off.	
Brass oilers, 50 per cent. off.	
Malleable, discount 25 per cent	

PAIS (GALVANIZED).

Dufferin pattern pais, 45 per cent.	
Flaring pattern, discount 45 per cent.	
Galvanized washtubs 40 per cent.	

PICKED WARE.

Discount 35 per cent off list, June, 1899.	
10-qt. flaring sap buckets, discount 35 per cent.	
6, 10 and 14-qt. flaring pails, dia. 35 per cent.	
Copper bottom tea kettles and boilers, 30 p.c.	
Coal hods, 40 per cent.	

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.	
Retained, 72½ per cent. revised list.	

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, books	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch		8 18
Nestable, discount 40 per cent.		

STOVEPIPE ELBOWS.

5 and 6-inch, common, per doz.	1 32
7-inch	1 48
Polished, 15c. per dozen extra.	

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.	
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TINNERS' SNIPS.

Per doz.	3 00	15
Clause, discount 35 per cent.		

TINNERS' TRIMMINGS.

Discount, 45 per cent.	
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WIRE.

ANNEALED CUT HAY BAILING WIRE.		
No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 to 11, 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.		
BRIGHT WIRE GOODS.		
Discount 62½ per cent.		
CLOTHES LINE WIRE.		
7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 8 wire solid line, No. 17, \$4.45; No. 18, \$2.80. No. 19, \$2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.		
COILED SPRING WIRE.		
High Carbon, No. 9, \$2.90; No. 11, \$3.45; No. 17, \$3.15.		
COPPER AND BRASS WIRE.		
Discount 37½ per cent.		
FINE STEEL WIRE.		
Discount 25 per cent. List of extras in 100 lb. lots: No. 17, \$5 — No. 18, \$5.50 — No. 19, \$6 — No. 20, \$6.65 — No. 21, \$7 — No. 22, \$7.30 — No. 23, \$7.65 — No. 24, \$8 — No. 25, \$8.30 — No. 26, \$8.50 — No. 27, \$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 — No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34, \$17. Extras net-tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 75c.—oilings, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 4-lb. hanks, 38c.—in 1-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.		
FENCE STAPLES.		
Bright	2 75	Galvanized 3 15

HAY WIRE IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85; f.o.b. Montreal.	
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GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, \$3.70 — Nos. 6, 7, 8, \$3.15 — No. 9, \$2.50 — No. 10, \$3.20 — No. 11, \$3.25 — No. 12, \$2.65 — No. 13, \$2.75 — No. 14, \$3.75 — No. 15, \$4.30 — No. 16, \$4.30 from stock. Base sizes, Nos. 6 to 9, \$2.35 f.o.b. Cleveland. In carlots 12½c. less.	
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LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	per 100 lbs. 10 to 20 in. 5 to 10 in.
0 to 5	\$0.50	\$0.75
6 to 9	0.75	1.25
10 to 11	1.00	1.75
12 to 14	1.50	2.25
15 to 16	2.00	3.00

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.30; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.	
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Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 4-lb. hanks 75c., in 1-lb. hanks \$1.	
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POULTRY NETTING.

2 in mesh 19 w.g., discount 50 and 5 per cent. All others 50 per cent.	
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WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.62½, per 100 sq. ft.; in 50-ft. rolls, \$1.67½, per 100 sq. ft. Terms, 2 per cent. off 30 days.	
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WIRE FENCING.

Galvanized barb, per 100 lbs.	2 95
Galvanized plain twist	3 30
Galvanized barb, f.o.b. Cleveland, \$2.70 for small lots and \$2.60 for carlots	

WOODENWARE.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount, Taylor-Forbes, 30 and 30 per cent.	
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CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.	
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LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c. Waggoner Extension Ladders, dis. 40 per cent.	
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MOPS AND IRONING BOARDS.

"Best" mops, per doz.	1 25
"900" mops, per doz.	1 25
Folding ironing boards, 12 03 16 50	

REFRIGERATORS.

Discount, 40 per cent.	
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SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in. style, per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHING MACHINES.

Round, re-acting per doz.	80 00
Square	63 00
Eclipse, per doz	64 00
Dowdell	39 00
New Century, per doz	75 00
Daisy	54 00

WRINGERS.

Royal Canadian, 11 in., per doz.	34 00
Royal American, 11 in.	34 00
Eze, 10 in., per doz	3 75
Terms, 2 per cent, 30 days.	

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 p.c.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 75c.; cut laces, 80c.	

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's			6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

FINE TAR.

½ pint in tins	per gross	7 80
"		9 80

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle		0 22	0 33
Screw		0 22	1 00
Awning		0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian nitrother snout	1 80	3 16
Berg's wing pump, 75 per cent.		

ROPE AND TWINE.

Sisal	0 10½
Pure Manila	0 15½
"British" Manila	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" 1 inch	0 28
Russia Deep Sea	0 16
Lute	0 09
Lat Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet, per doz.	0 65
" 60 feet	0 80
" 72 feet	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33
Staging	0 27

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09
550 " " manilla	0 10½
600 " " "	0 12½
650 " " "	0 13½
Car lots, 1c. less; -ton lots, 1c. less.	
Central delivery.	

SCALES.

Gurney Standard, 40 per cent.	
Gurney Champion, 50 per cent.	
Gurrow, Stewart & Milne—	
Imperial Standard, discount 40 per cent.	
Weight Beams, discount 40 per cent.	
Champion Scales, discount 50 per cent.	
Fairbanks standard, discount 35 per cent.	
" Dominion, discount 55 per cent.	
" Richelieu, discount 55 per cent.	
Warren new Standard, discount 40 per cent.	
" Champion, discount 50 per cent.	
" Weightbeams, discount 35 per cent.	

STONES—OIL AND SOYBEAN.

Washita	..... per b.	0 25	0 37
Hindostan	.....	0 08	0 10
" slip	.....	0 18	0 20
" Axe	.....	"	0 10
Deer Creek	.....	"	0 19
Deerlick	.....	"	0 35
"	.....	"	0 15
Lily white	.....	"	0 43
Arkansas	.....	"	1 80
Water-of-Ayr	.....	"	0 10
Soybean per gross	30 00	5 08
Grind, 40 to 200 lb., per ton	35 50	22 00
" under 40 lb.	"	24 00
" 200 lb. and over	"	25 00

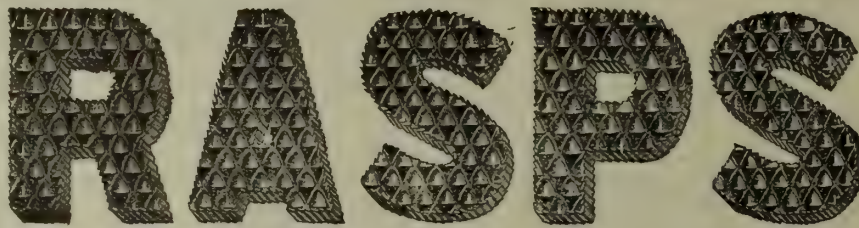
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Can fill all orders promptly. Be supplied before the Spring rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

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Best
Rasp
Made



The
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that
sells

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Port Hope, Ont.

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Frothingham & Workman, Montreal.

Glauber Brass Co., Cleveland, Ohio.

Jardine, A. B., & Co., Hespeler, Ont.

Jenkins Bros., Boston, Mass.

Kerr Engine Co., Walkerville, Ont.

Lewis, Rice, & Son, Toronto.

Merrell Mfg. Co., Toledo, Ohio.

Montreal Rolling Mills, Montreal.

Morrison, Jas., Brass Mfg. Co., Toronto.

Mueller, H., Mfg. Co., Decatur, Ill.

Oshaw Steam & Gas Fitting Co., Oshaw

Robertson, Jas., Co., Montreal.

Robertson, Jas., Co., Limited, Toronto

Somerville, Limited, Toronto

Stairs, Son & Morrow, Halifax, N.S.

Standard Ideal Sanitary Co., Port Hope.

Standard Sanitary Co., Pittsburg.

Stephens, G. F., & Co., Winnipeg, Man.

Turner Brass Works, Chicago.

Vickery, Orlando, Toronto.

Polishes.

Majestic Polishes, Toronto

Portland Cement.

International Portland Cement Co.

Ottawa, Ont.

Hanover Portland Cement Co., Han-

over, Ont.

Hyde, F., & Co., Montreal.

Thompson, B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.

Printing.

London Printing & Lithographing Co.,

London, Ont.

Razors.

Clausen Shear Co., Toronto.

Refrigerators.

Fabien, C. P., Montreal.

Registers

Pease Foundry Co., Toronto.

Roofing Supplies

Brantford Roofing Co. Brantford.

Barrett Mfg. Co., New York.

F. W. Bird, East Walpole, Mass.

Buchanan Foster Co., Philadelphia, Pa.

McArthur, Alex.,

“Seeing is Believing”

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

SUPPORT CANADIAN INDUSTRIES

FREE TO HARDWARE DEALERS



We are supplying electros of the cut in this ad. for use in your local advertising, besides offering special terms for immediate orders for

“LION” Brand
PUTZ TRIPLE EXTRACT
METAL POLISH
IN LIQUID OR PASTE

The most reliable metal polish in the market. Once tried always used.

Support Canadian Industries

Manufactured by

English Embrocation Co., Montreal



Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION \$1.25 PER ANNUM,

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The wearing quality of our
HARDWARE BABBITTS

is the secret of the large orders the
HARDWARE MERCHANTS

are sending us. If not on our list

GET IN LINE

LIBERAL DISCOUNTS. TERMS RIGHT

The **James Robertson Co., Limited**

144 William St., MONTREAL, QUE.

PFLUEGER'S Fishing Tackle

Hooks, Flies,
Trolls, Spin-
ners, Phan-
toms, Reels,
Furnished
Lines.

Everything
in Fishing
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods,
Sent Express Prepaid, 170-Page Illustrated Cata-
logue No. F25, and Metal Fish Sign in 8-Color
Lithograph.

The Enterprise Mfg. Co.
AKRON, Ohio, U.S.A.

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE



MADE OF CRUCIBLE STEEL OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn.

New York City Branch—200 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1898.

Inc. 1906.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded

By **JURORS** at

**International Expositions
Special Prize**

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

TRADE MARK.



TRADE MARK.



TRADE MARK.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.
of TORONTO, LIMITED**

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

REMOVAL NOTICE

We have removed our

Office and Warehouse from

53 St. Sulpice Street to

381 and 383 St. Paul Street.

Please note new address.

B. & S. H. THOMPSON & Co.

LIMITED.

Metals, Hardware, Chemicals, etc., etc.

381 and 383 St. Paul St., Montreal

"CANADIAN"

SPIRAL PACKING

(Highest Quality)

"Made in Canada"

We've manufactured 90 per cent. of all Spiral Packing sold in Canada during the past twenty years.

Our Packing is Different—and Better

THE

CANADIAN RUBBER CO.

OF MONTREAL LIMITED



Mark of Quality!

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CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, MAY 25, 1907

NO. 21.



E. DICKINSON'S
CARVERS
CASED GOODS
TABLE CUTLERY
CUTLERY
BUTCHERS'
HUNTING &
POCKET KNIVES

For Sale by Leading Wholesale Houses.

"QUEEN'S HEAD" SHEETS

BLACK

GALVANIZED

The highest grade on the market.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL
Managers, Canadian Branch.

The Preferred Lawn Mower

When the public—the people of a whole country express a preference for a certain machine, that machine must have qualities which it will pay the dealer to recognize. Our

LAWN MOWERS

are preferred by the people because they're just as good and perfect as thoroughly tested material and skilled workmanship can make Lawn Mowers. You ought to have our Lawn Mower Catalogue because it pays to stock them.

TAYLOR-FORBES COMPANY, Limited
GUELPH, ONT.

H. C. ROGERS,
St. John

122 Craig St., Montreal

W. A. McLennan, Vancouver

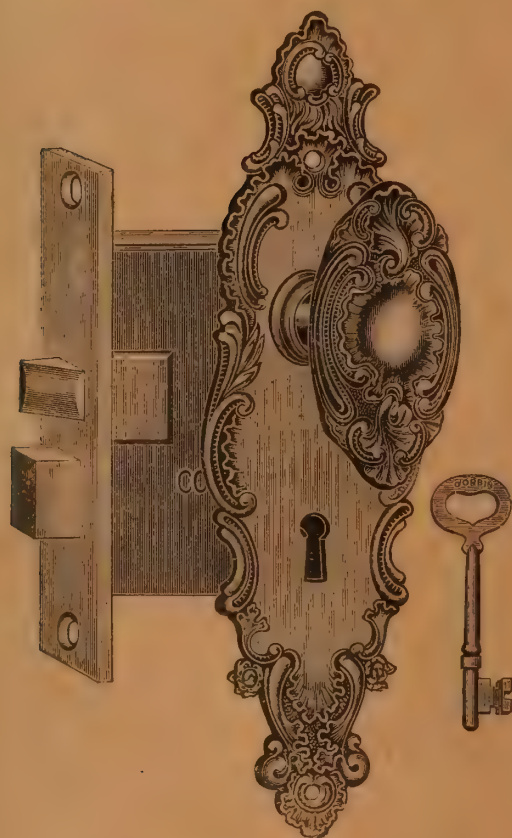
HARDWARE AND METAL

The Building Trade

is even more brisk than ever before. Our supply of hardware is equal to the demand.

Front Door Sets, Inside Door Sets, Sliding Door Sets

**Elaborate Designs in
Brass, Bronze and Steel
Escutcheons, Flush
Sash Lifts, Electric Push
Buttons, Bolts, Door
Pulls, Door Handles, Store
Door Locks, Latches,
Push Plates, Kick Plates,
etc., etc.**



Productions of All the Leading Manufacturers

Write for our Builders' Hardware Catalogue Supplement.

RICE LEWIS & SON

LIMITED

TORONTO.

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sargent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sargent's Front, Store Door and Inside Locks

Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

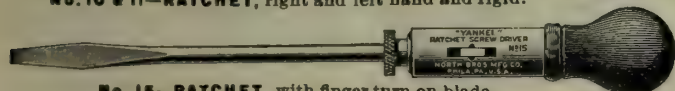
THOS. BIRKETT & SON CO.,
Wholesale Hardware LIMITED
OTTAWA, ONT.

Other Tools are very
Good Tools, but

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET, with finger turn on blade.



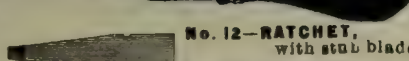
No. 30—SPIRAL RATCHET—right and left hand and rigid
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



Chuck and 8 Drill Points
for spiral ratchet
screw driver.



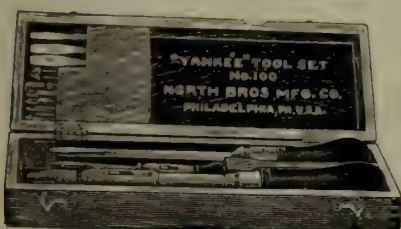
Countersink,
for spiral ratchet
screw driver.



No. 12—RATCHET,
with stub blade

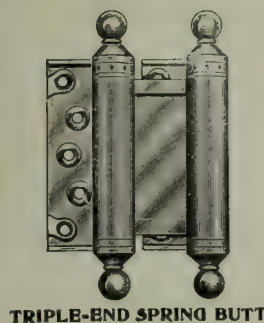


No. 60—POCKET
SCREW DRIVER



CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING
FLOOR HINGE



Chicago Spring Butt Company
CHICAGO NEW YORK
CATALOGUE ON REQUEST

"YANKEE TOOLS"

ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS
of the KIND.

DRILLS



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.

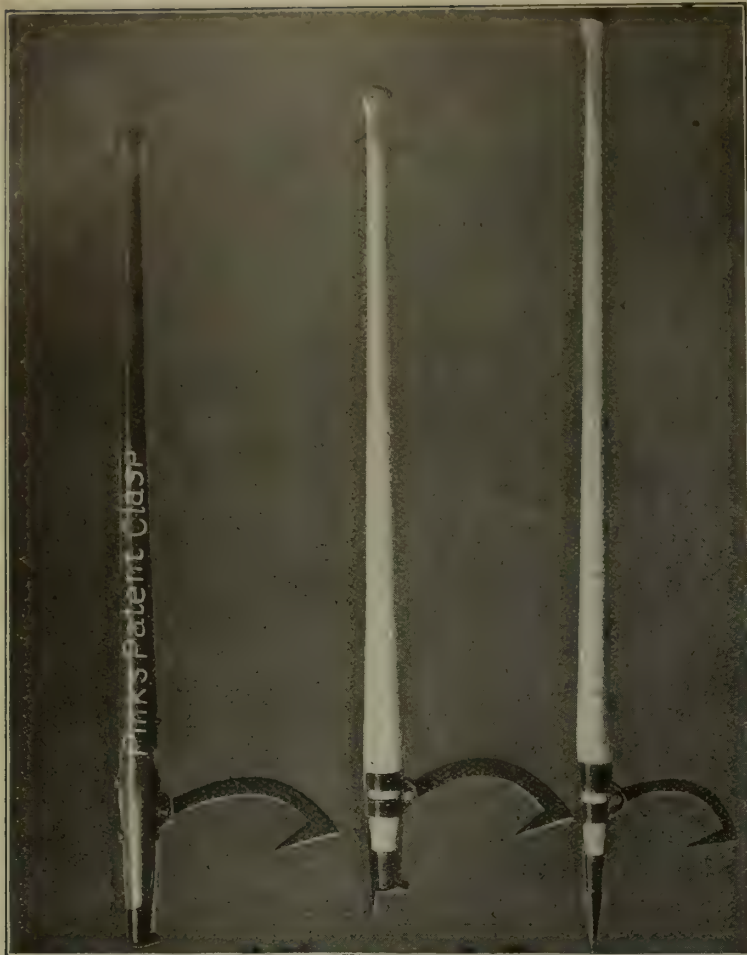


No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals

SOLD BY LEADING JOBBERS
SEND FOR OUR NEW "YANKEE" TOOL BOOK
NORTH BROS. MFG. CO.
PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

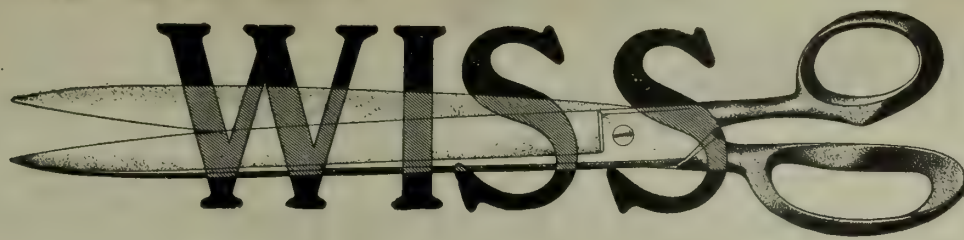
THOMAS PINK

Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

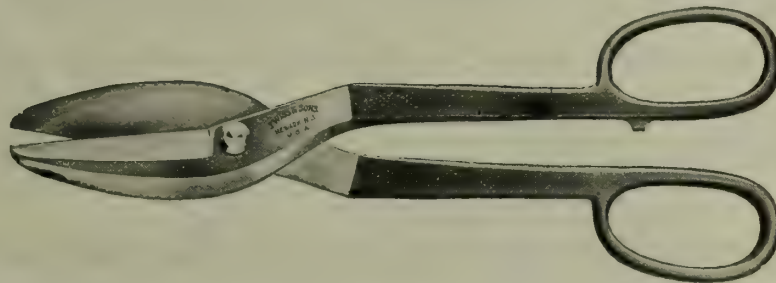
M. & L. Samuel, Benjamin & Co.
TORONTO



“Stielweld” Forged Steel Tinner Snips

THE BEST BY TEST

Will Snip the Head of a Nail and Then Cut the Thinnest Tissue.



Have you ever compared a Wiss Snip with a Snip of any other make? When we say a No. 8 Wiss Tinner Snip has a $3\frac{1}{2}$ inch cut and that a No. 9 Wiss Tinner Snip has a 3 inch cut, etc., it is the truth. We can prove it. Many snips listed as $3\frac{1}{2}$ inch cut, really cut only about $3\frac{1}{8}$ inch. Have you ever looked into it? The No. 9 Wiss Snip will do better work and more of it than the majority of No. 8 Snips on the market. A test will convince you.

The frames of the Wiss Snip are made entirely of Forged Steel. On the inside of the blades a piece of the finest Crucible Steel is welded, giving the Wiss Snip a perfect cutting edge. Being perfectly tempered they will stand the roughest of work, and the edges will not break or chew.

The blades are perfectly shaped and will not give at the points. The handles are made to fit the hand and will not tire the workman's hand even after continuous use.

Every Wiss Snip is thoroughly tested and finished so that it is at once recognized by mechanics as a high grade tool.

Ask One of our Travellers to Show You Samples

We find that when we have a good thing it pays us to advertise it. Mr. Williams says:

The constant drop of water wears away the hardest stone;
The constant gnaw of Towser masticates the toughest bone;
The constant wooing lover carries off the blushing maid;
And the constant advertiser is the one that gets the trade.

LEWIS BROS., Ltd.

MONTREAL

TORONTO
OTTAWA

WINNIPEG

CALGARY
VANCOUVER

Consumers Cordage Co.,

LIMITED

Manufacture every variety of

CORDAGE

PACKING

BINDER TWINE

LATHYARN

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

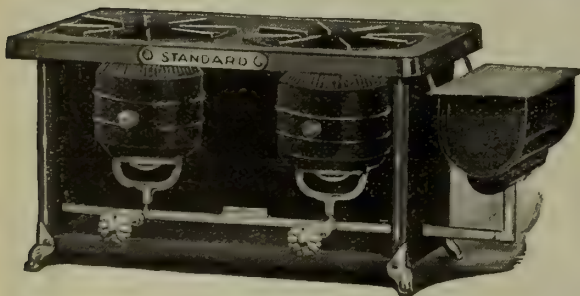
CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The Standard Wickless Blue Flame Oil and Gasoline Stoves



Absolutely the cleanest, safest and most easily operated
Stoves on the market to-day.

Lights like gas—simply turn on the **oil and
apply the match.**

Catalogue shows full line of these stoves. Mailed on
application.

THE GEM OIL TANK

(IMPROVED STYLE)

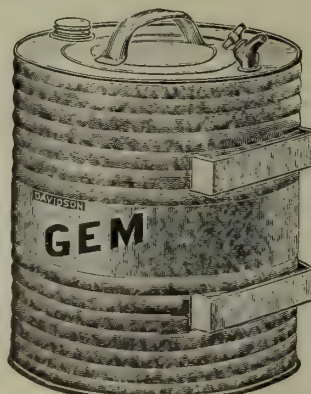
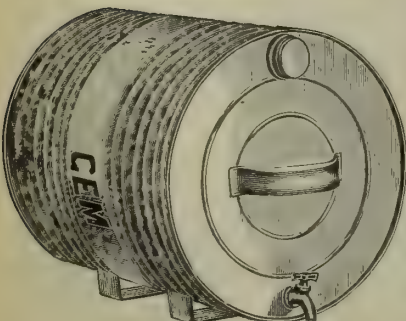
HOLDS 5 GALLONS

The advantage of this Tank is that it
can be carried upright in a waggon, and the tap
being then on the top is not in the way. There
is therefore no risk of the tap being accidentally
opened or knocked off and the oil spilt.

Placed on its Side (as illustrated), on
table or shelf at convenient height, it is always
ready for use and makes the filling of lamps an
easy task.

The THOMAS DAVIDSON MFG. CO., Ltd.

MONTREAL and WINNIPEG



(Body galvanized after being made up.)

Fitted with Special Dripless Kerosene Tap.

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only
Wholesale

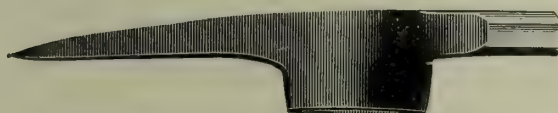
138-140 WEST FRONT STREET, TORONTO

Wholesale
Only

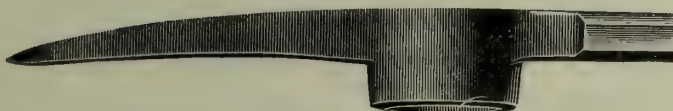
PROSPECTOR'S TOOLS



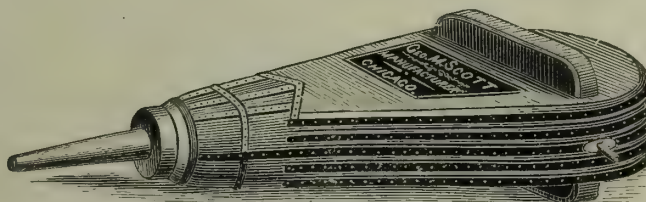
Blacksmith Tongs



"Samson," No. 102, 2 lbs. Solid Steel Picks



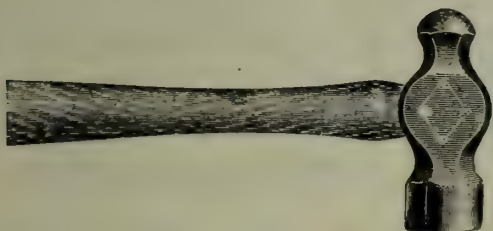
"Samson," No. 103, 3 lbs. Solid Steel Picks



Blacksmith Bellows—Standard Pattern
Scott's 32, 34, 36, 38, 40 inches



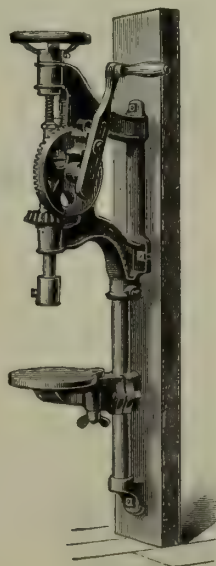
Indian Chief Vises
Weights, 35 to 55 lbs.



Ball Pein Hammers
½ to 2½. With and without handles



Prospector's Anvils—20, 25 and 30 lbs.
Columbus Blacksmiths—50 to 175 lbs.



Silvers—Hand Post Drills
Nos. 1, 1½, 2 and 3



Silvers—Portable Forges

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto, Ont.

We Ship promptly

Our Prices are Right

THE DEMAND FOR ANCHORS

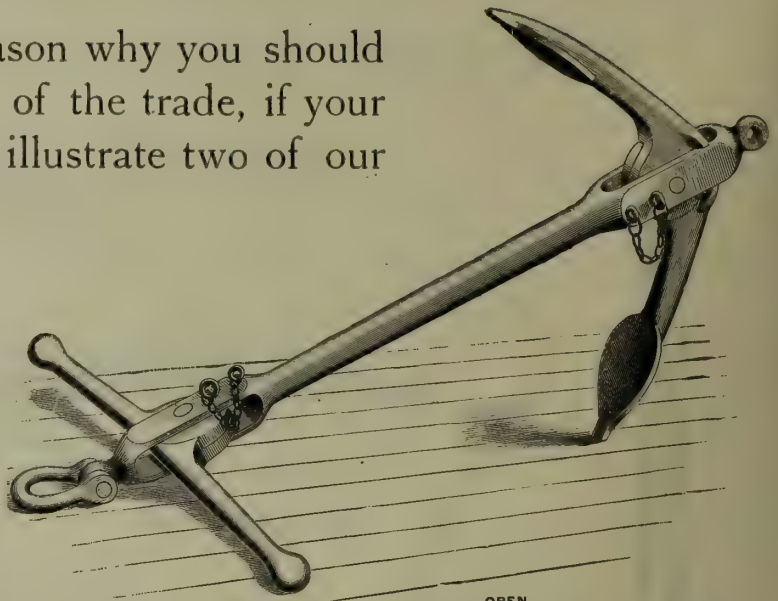
will be as great as ever.

There is no reason why you should not get your share of the trade, if your stock is right. We illustrate two of our best sellers.

DIRIGO

The result of over 45 years experimenting in anchors, is the only practical one that both the stock and flukes fold up.

Its durability and compactness for stowage and makes it a great favorite.

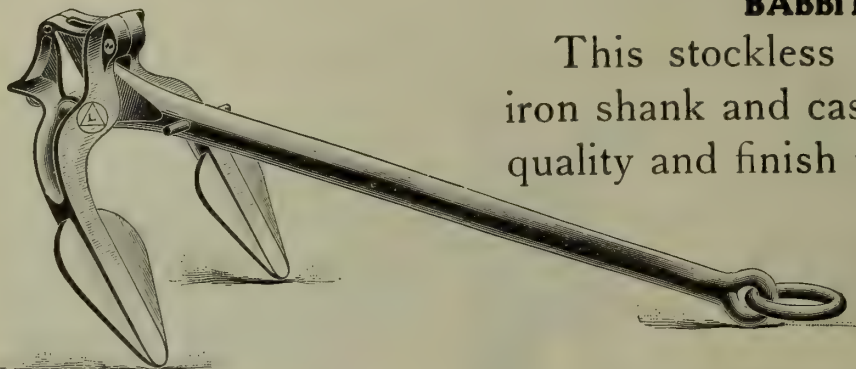


OPEN

Size	Length	Size	Length
4-lb.	17-in.	16-lb.	28-in.
6-lb.	19-in.	20-lb.	30-in.
8-lb.	22-in.	26-lb.	33-in.
10-lb.	23-in.	30-lb.	34-in.
12-lb.	25-in.	44-lb.	38-in.

BABBIT'S PATENT

This stockless anchor, has malleable iron shank and cast steel flukes for style, quality and finish it is hard to equal.



HEDGE and GRAPNELS

are the other styles we keep in stock. See

our catalog for full particulars, or write us.

No.	Weight	Length	Width
1	12-lb.	30-in.	12-in.
2	18-lb.	32-in.	13-in.
3	26-lb.	32-in.	14-in.
4	36-lb.	35-in.	15-in.
5	56-lb.	44-in.	16-in.

We keep anchors from 4-lb. to 500-lb. in stock.

F. & W. Hardware Montreal



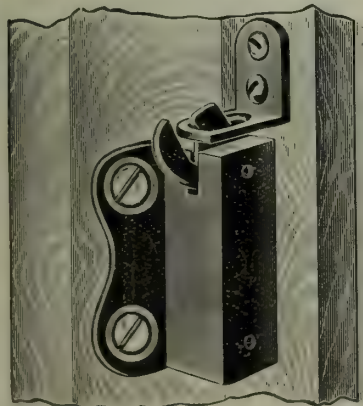
F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA

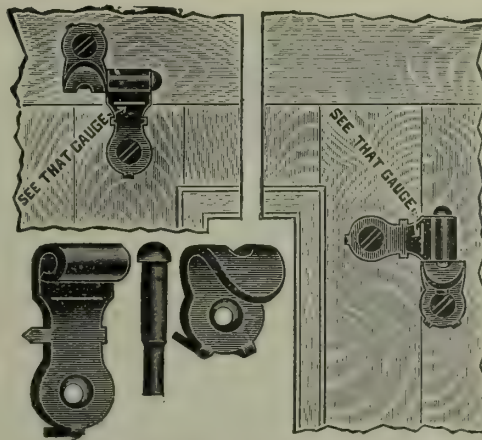


No. 17. Watrous Screen Hanger
in use on top hung screen

The up-to-date hardware man is looking for up-to-date hardware ideas that will sell. The No. 17 Watrous Screen Window Hanger is such an article. It may be used on full sized screens hung at the top, or on half screens hung at the side. The ease of applying will make it the coming method of attaching screen windows. It may be used also as a storm sash hanger and will be a year round seller. It is strong, well-made and finished. Packed one dozen in a box, with screws. A working model supplied helps to sell them.



TWO-THIRDS ACTUAL SIZE
No. 5. Watrous Screen Door Catch



17. Watrous Screen Hanger. Illustration about one-half size

Screen doors are not left now to sag open at the top. Automatic catches are used. The



No. 17. Watrous Screen Hanger on
side hung half screen

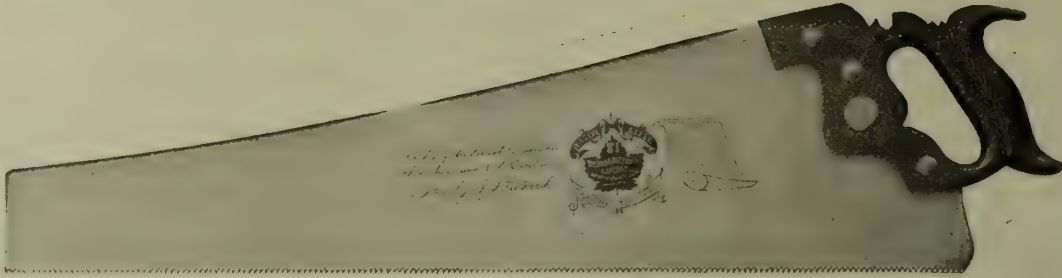
No. 5 Watrous is one you ought to handle. It is small, neat and easily applied; catches easily and has a strong hold. One dozen in a box.

Mounted sample supplied with your order.

Caverhill Searmont & Co.

MONTREAL and WINNIPEG

Canada Leads the World in the Manufacture of
HIGH-CLASS SAWS



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

GALT, Ontario



Majestic Polishes

PASTE OR LIQUID

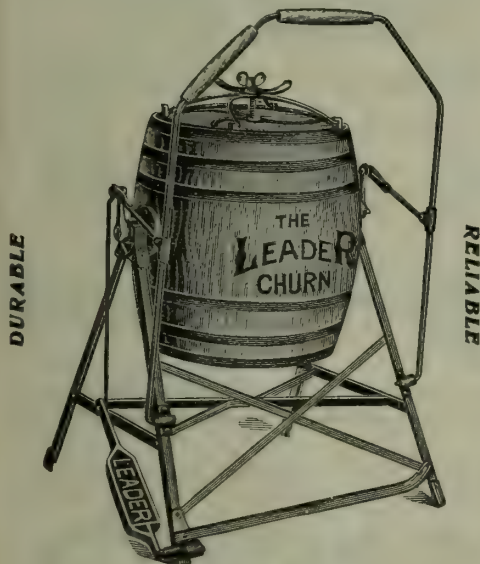
MAJESTIC

Has no superior. Made in Canada by Canadians, for Canadians. Write for samples and prices.

MAJESTIC POLISHES, LIMITED
575 YONGE STREET, - TORONTO, ONTARIO



SIMPLE



STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

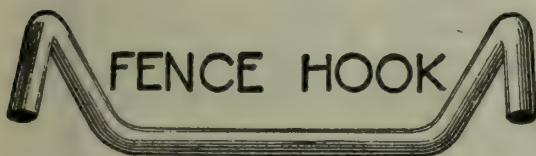
DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

LONDON, ONT.

PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Welbusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

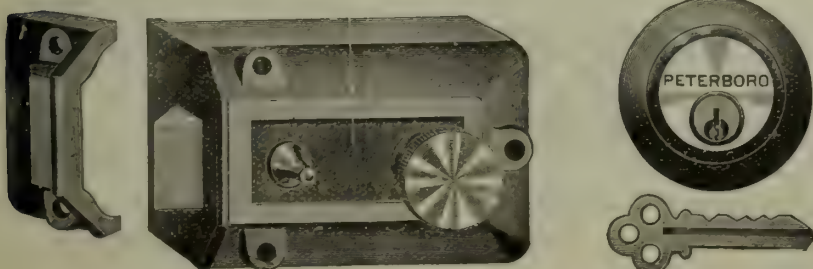
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

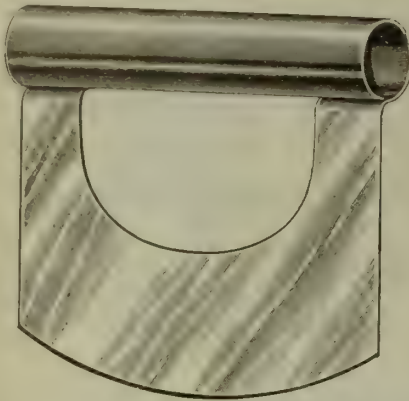
Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



Cylinder Night Latch, No. 108.

Good Sellers



It's always safe to stock

The Forsyth Line

of Household Specialties.

That Mincing Knife sells well because it is a good one. It cannot rust—unless absolutely neg-

lected—because it is nickel-plated on copper—buffed bright.

The blade of this Cleaver is made from hard, cold-rolled steel. Handle—a special design and hardwood—wax finish. A good seller, because A1 in quality and easy priced.



Forsyth Manufacturing Co. Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



THE ORIGINAL

"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



THE LAW SAYS YOU MUST

Do you know that a man is obliged by law to keep a proper set of books?

The law says:

"Any man who fails and has not for five years before his failure kept proper books shall be liable to a fine of \$800.00 and one year's imprisonment."

Since you must keep books of some sort, and as the law insists that you keep proper books, why not keep them properly?

It is just as easy to do a thing right as it is to do it wrong.

* * * * *

Business Systems mean absolute accuracy,



and with less work than the old-style methods of bookkeeping.

Business Systems are not expensive to put in in the first place—the cost is in proportion to the size of the business, and they enable one clerk to do the work of two.

Business Systems allow your clerks to put their work before you in such shape that you can see at a glance how everything stands.

* * * * *

Drop us a one-cent post card asking for further particulars.

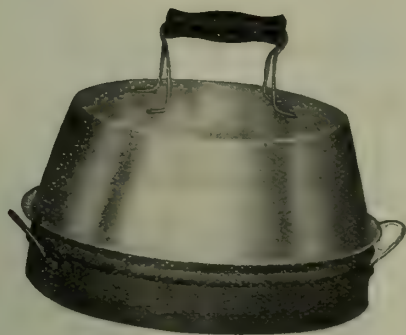
You don't have to buy unless we can suit you.

860

BUSINESS SYSTEMS LIMITED

84 SPADINA AVENUE
TORONTO - - - CANADA

COOKING UTENSILS



For use on

GAS STOVES

In Enamel Ware and Tin Ware

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.



HERE'S THE POINT

Do you want, not only to retain but to increase your horse nail trade? A very profitable trade if handled in the right manner.

CAPEWELL HORSE NAILS

will help you to do so; will spread your reputation as a merchant who keeps "THE BEST."

Our interesting little catalogue, showing cuts of our different nails, contains a lot of true facts which you ought to know. We would like to send it to you, enclosed with our calendar.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch: WINNIPEG, MAN.



DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL

TORONTO

Manufacturers of

**BARBED, PLAIN TWIST and COILED SPRING FENCING,
GALVANIZED WIRE,—FENCE STAPLES**

WIRE NAILS

Flat Head
Round and Oval Head

SCREWS

Bright, Brass,
Nickel-Plated, Bronze

BRIGHT, ANNEALED and OILED and ANNEALED WIRE

Tinned Wire for Mattress, Broom and Bottling

COPPER and BRASS WIRE

Bright Wire Goods
Steel Wire Barrel Hoops

STRAND GUY WIRE

Scrap Iron for Re-working

Better bars for re-working are obtained from selected scrap than from pig iron—have more life and strength.

London Bars are made from selected scrap and come in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands.

Large stock always on hand, insuring prompt shipment.

London Rolling Mills
London, Canada.



\$2 FOR THIS SMALL SUM THE \$2

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings
for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other
construction works throughout Canada as well
as new business enterprises.

Send your name and address with \$2 for
a year's subscription to

Canadian Contract Record

Toronto, Montreal, Winnipeg, and
Vancouver

\$2 \$2

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement
made by the most improved method of manufacture in
existence. Each barrel contains three hundred and fifty
pounds of pure Portland Cement with no adulteration.

**WORK AND
PRICES
RIGHT**
GALVANIZING ONT
WIND
ENGINE & PUMP CO.
TORONTO, ONT. LIMITED.

Don't Forget the Name...

**NEWMAN'S INVINCIBLE
FLOOR SPRINGS**

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind.
Far ahead of ordinary door springs, pneumatic or
otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

ATKINS SILVER STEEL SAWS



are profitable Saws. Full of Quality, you can safely recommend them to your trade. Every Atkins Saw you sell, sells others—There's money in them for YOU. Shall we call?

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St., E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,**

Wellsville Polish, Range Steel,

Wood's "A" Planished Iron,

Black Steel specialties for all purposes,

**Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

AXE HANDLES

Shrewd dealers are aware that there is a comfortable profit in the famous brands of Axe Handles

**"Empire," "Imperial"
"Champion"**

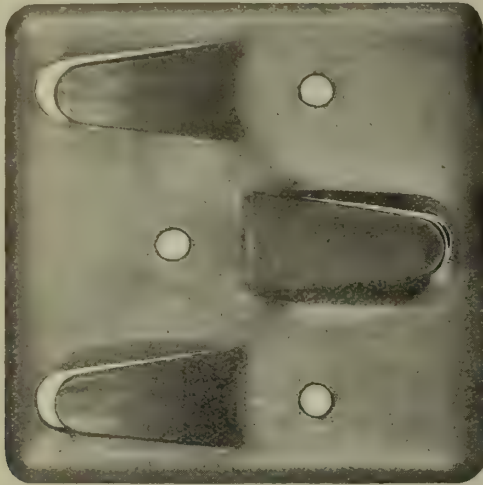
Then they assure the satisfied customer and build up the paying trade. Can you supply the demand?

J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

Limited

ANCHOR CLOTHES LINE HOLDER



Either for outdoor, or inside house. Don't have to leave your lines out to the weather. Can put them up in a few seconds; no knots, no trouble, galvanized steel, no rust. The only article of its kind that has all the requirements—cheap, durable. Every house in Canada should have them.

Cleanliness is Next to Godliness

Wash your clothes, put out your line and use the Anchor Clothes Line Holder.

Ontario Metal Novelty Mfg. Co.,

111 King Street East, :: :: TORONTO

The **Buffalo Manufacturing Co.**
Buffalo, N.Y.

When you get our goods you know you get THE BEST.



We manufacture

*Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
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Tea and Bar Urns
Bathroom Fixtures
Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.*

All High Grade and
exceedingly present-
able.

REPRESENTED BY

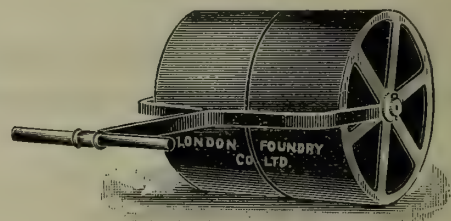
H. F. McINTOSH & CO.

34 Yonge Street,

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Write for
Catalogue

NOW IS THE TIME FOR LAWN ROLLERS



We manufacture all kinds.

**Water Ballast, 1, 2 and 3 Sec-
tion Cast Iron, and Box Top
with Cast Iron Rolls.**

The London Foundry Co.
London, - Canada



CONGO ROOFING

NEVER LEAKS

Congo is the "Never-Leak Roofing."

Looks like rubber—but never hardens and never cracks.
Defies water, acid, sun and fumes.

Fire-resisting, durable, low in price, light in weight, high in quality.

Comes in rolls ready-to-lay—any one can do the work. No special tools required.

Send for Free Sample

Buchanan-Foster Co., Philadelphia, Pa.; Geo. E. Smith & Co.,
Halifax; S. Hayward Co., St. John, N.B.; Mechanics Supply
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WRITE
TODAY
FOR FREE
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Send Us Your Troublesome Accounts

We can collect them often when others fail. Satisfaction guaranteed. Highest references.

The Beardwood Agency

Claims Collectors and Commercial Reports

313 New York Life Bldg., MONTREAL

MITCHELL'S SELF-TESTING SAFETY CODE

REVISED EDITION

A New and Scientific System for the Transmission of Messages by Telegraph or Cable, so arranged that one word may convey several meanings, such as Article, Quality, Price, Quantity, Terms, etc.

By other codes three and four words are required to express what this system will convey in one word, thus costing three and four times as much as the same message if sent by this system.

Code Words

LUDELSPIEL MEBDIKOLAF WOCUMZEXGI—Ship by Cunard Steamer from your port 28th June, 150 pieces
Revelled Plate Glass, 1 1/2" bevel, 18 1/2 x 24"
WULYKABNI—3 celsheets 21 g. 24 x 14 1/2, 10,000 packages.
WUPURABHE—Wire Nails 5d. Buy 500 kegs.
WILKAFDE—Rosin, "I" quality, quotecost and freight shipment 1st half of next month, 200 barrels.
XANYJABRA—Delivery Wagon Platform Springs 2 to 3,000 lbs., increase our order to ten.

Try these with your codes. An 8-page prospectus with full particulars sent free on request.

The Mitchell Self-Testing Safety Code Co.

8 COLBORNE ST. TORONTO, CANADA



PAGE ACME White Fences

Any height to 8 ft. Any length you say. From 16 cents a foot. Gates to match, from \$2.25. Last longer. Easy to put up. Get booklet.

PAGE WIRE FENCE CO., Limited

Walkerville - Toronto - Montreal
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FAIRBANKS

Renewable Disc

VALVES

Brass Globe

—and—

Angle Valves

Asbestos Packed Cocks
for Boiler Blow-off

THE CANADIAN FAIRBANKS CO., Ltd.

MONTREAL
TORONTO

WINNIPEG
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BANNER COLD BLAST LANTERNS



Made from

Heavy Welsh
Tin Plates

Fitted with

Side Crank
Lift and
Countersunk
Oil Feed

—Attractive—
Windproof—

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The Man Who Knows

Insists on the famous Boeckh line of brushes because he has actually tried and tested them in every possible way and against all makers. And—the man who knows is a pretty numerous party.

The reasons for the immense superiority of the

BOECKH BRAND

lies in the following facts:

We have representatives permanently located in the countries of Europe and Asia where the best bristles come from. This, combined with our almost unlimited resources, assure buying advantages beyond the reach of our competitors. And our factory, which is the largest in Canada, is equipped with thoroughly up-to-date, dollar-saving machinery.

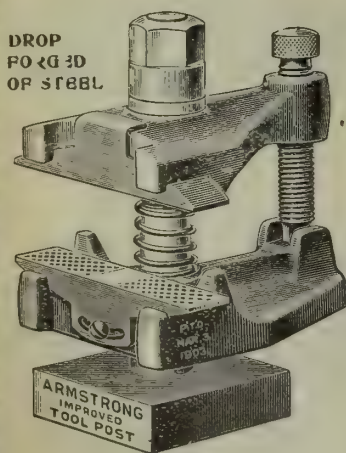
Stock Boeckh's Brushes and you stock the best and most profitable line.

UNITED FACTORIES, LIMITED
TORONTO, - CANADA



Armstrong Tool Holders

Have saved years of time and thousands of tons of Tool Steel. here's TWO NEW THINGS will prove an equally good investment.

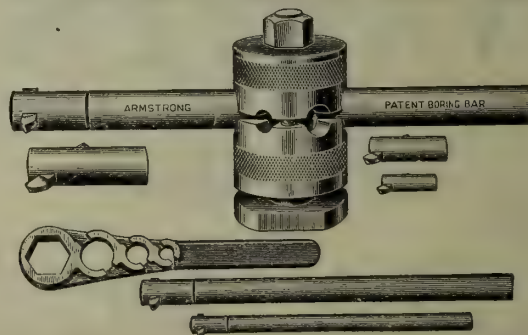


THE ARMSTRONG IMPROVED TOOL POST

Combines the strength and holding power of the strap and stud tool clamp with the convenience of the "open side" and ordinary set screw tool post. A slight turn of one nut releases tool or sets it solidly.

No trouble with "stripping" or "upset" screws.

The ARMSTRONG THREE-BAR BORING TOOL



INCREASES PRODUCTION AND REDUCES COST
OF TOOL MAINTENANCE

CUTTERS CANNOT JAR LOOSE
HIGH SPEEDS AND BIG FEEDS
—ONLY SET THEM TIGHTER

SOLD IN CANADA BY:—Williams & Wilson, Montreal; Aikenhead Hardware, Limited, Toronto; A. R. Williams Machinery Co., Toronto; Winnipeg, Vancouver; Wood, Vallance & Co., Hamilton; Frothingham & Workman, Limited, Montreal; H. W. Petrie, Toronto.

WRITE FOR OUR LATEST CATALOG.

ARMSTRONG BROS. TOOL CO., 106 N. FRANCISCO AVE.
"THE TOOL HOLDER PEOPLE" CHICAGO, U.S.A.

Kelsey Warming

Is **HEALHFUL, EFFICIENT,
ECONOMICAL**

FOR THE HOME, CHURCH OR SCHOOL

THE KELSEY SYSTEM has been in successful practical operation for the past eighteen years, with largely increasing sales each and every year.

THE KELSEY SYSTEM assures the *proper* and *even* warming of every portion of every room, *at all times*, and quite independently of outside atmospherical conditions.

THE KELSEY SYSTEM provides large volumes of *pure, fresh, properly-warmed* air, which means the most economical warming with good ventilation.

THE KELSEY SYSTEM is quite unlike any other, and any intending purchaser of a warming and ventilating apparatus cannot afford to decide without having first investigated the many special and valuable features of the "Kelsey Warm Air Generator" and the mode of installation and operation of THE KELSEY SYSTEM.

THE KELSEY SYSTEM is installed under the personal direction of experienced and competent "Kelsey Experts."

**Direct Contracts Taken.
Proper Results Guaranteed.**

The Kelsey Booklet will help you to decide.

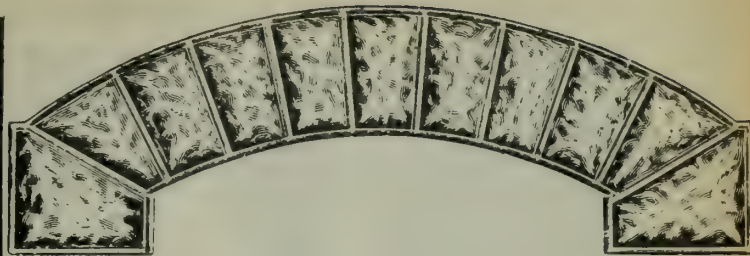
A Postal Card will bring a copy to you.

SOLE KELSEY MAKERS FOR CANADA

**The James Smart Mfg. Co.
Limited**

Brockville, - Ont.

HEAD OFFICE AND WORKS—BROCKVILLE, ONT.
WESTERN BRANCH—WINNIPEG, MAN.



Window and Door Caps

Your customers are buying wood and stone trimmings for windows and doors at exorbitant prices.

They will be glad to hear that our artistic metal goods can be bought at a much lower price.

Why Don't You Tell Them?

We'll be glad to quote you our prices on all kinds of special sheet metal work. We easily lead the Canadian trade in this respect, and can handle all your orders promptly and in every way satisfactorily.

"WE WORK WITH THE TRADE"

THE METAL SHINGLE and SIDING CO., LIMITED

MANUFACTURERS

PRESTON and MONTREAL.

SALES AGENTS:

ST. JOHN, N.B.
Emerson & Fisher, Ltd.

QUEBEC
J. A. Bernard.
VANCOUVER, McLennan, McFeely & Co., Ltd.

WINNIPEG
Clare & Brockest.

CALGARY
Ellie & Grogan.



DON'T BUY CALENDARS

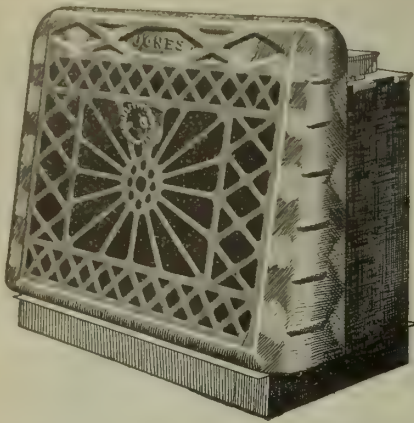
until you have inspected our very large and complete range of samples. The line includes subjects reproduced by every known process of the printing and lithographing art. The selection of these designs is made with a view of meeting the advertising needs of every merchant. Our prices will interest you.

If You Cannot Wait

for our Representative to call on his regular trip, let us know. We will arrange for you to see the samples.

Give us a chance to demonstrate that we have the finest line on the market

THE LONDON
Printing and Lithographing Company
Limited
London, Canada



MR. DEALER!

You clinch your customer's trade for keeps just as soon as he finds out that your business principles safeguard his interest. A good way to make this everlastingly apparent to your customer is to recommend the famous

JONES' SIDE-WALL REGISTERS

because of their immense superiority to all other registers. Our registers reduce the initial cost of a heating system by reducing piping 50 per cent. They cannot hold dirt. They mean warm living rooms, cool cellars and no lost heat.

Let's mail you our "Profit Story."

The Jones Register Co.

732 King St. West

Toronto, Canada

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

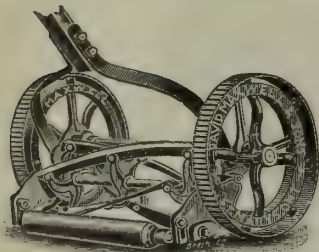
New Britain, Conn., U.S.A.



H. & C. No. 100.

A TRINITY OF TRADE BUILDERS

Maxwell Lawn Mower



The name means clean-cutting, durability and finish.

Two Household Favorites



Stock them. They come near selling themselves.



PURITAN

REACTING
WASHING
MACHINE.

ROLLER BEARING RUNS EASY.

David Maxwell & Sons, St. Mary's, Ont.

"BRANTFORD ROOFING"



Do you handle it? A post card to us will bring you samples, prices and the fullest information. Be first. There's no Roofing just as good as "Brantford." Compare our samples. A feature in dealing with us, is, we have two kinds for your customers to select from. "See our Patent Metal Ends on Rolls." With this device goods arrive in nice shape. Looks fresh.

Brantford Roofing Co., Limited

BRANTFORD . . CANADA



AUTOMATIC INJECTORS

*We make Oil and Grease Cups for every purpose
Order from your Jobber now and say Penberthy too*



"SULTAN"
For Gas Engine
Cylinders.



"SAMSON"
Screw Compression
Grease Cup.



"SATURN"
Plain Compression
Grease Cup.

Manufactured by



"SILEX"
Self Feeding
Grease Cup.



"SALUTE"
Flushing Oiler with
Snap Lever.

PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

FIT THEM WITH FITSEMALL



Mueller Fitsemall Supplies fit any bath cock as perfectly as if designed for that particular cock.

Insures an absolutely non-leakable, everlasting joint. The slip nut joint gives a perfect floor connection.

Handsome in appearance. Easy of adjustment. Users of Mueller goods are fully protected.

H. MUELLER MFG. CO.

Works and General Office
DECATUR, ILL.
West Cerro Gordo Street

Eastern Division
NEW YORK CITY
254 Canal St., cor. Laf.

KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.

TESTED &
PACKED



THE KERR ENGINE CO. LIMITED
VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

PAROID ROOFING

The roofing sold on a money-back guarantee



If you are not already selling Paroid Roofing, send for our special proposition. Paroid is the easiest selling ready roofing made. Every roll is sold on a money-back guarantee, and Paroid is the only ready roofing furnished with rust-proof caps.

The best roofing season soon opens and if you are interested, you should write at once. Our advertising plan, which is free to you, will bring customers to your store for other things as well as Paroid. Drop us a postal to-day.

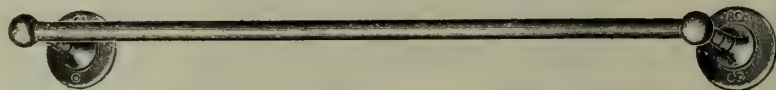
F. W. BIRD & SON, Makers

Established in U.S.A., 1817

Factory at Hamilton, Ont.

Offices at Winnipeg, Man., and Hamilton, Ont.

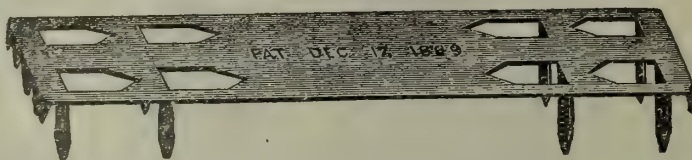
High-grade Bathroom Fixtures



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto

WARMINTON'S CLUTCH NAILS



The best labor-saving device for the Shipping Room. By their use you can make old cases stronger than new. Order a sample lot.

J. N. WARMINTON

43 Scott St., Toronto.

207 St. James St., Montreal.

BUSINESS FOR SALE

You will find on our want ad. page particulars regarding hardware businesses for sale. If none of these suit you insert a want ad. giving in detail just what you want.

There must be someone in Canada who has for sale just what you want to buy.

We can find that man for you.

Try a want ad. Write or phone our nearest office,

HARDWARE AND METAL
Montreal, Toronto, Winnipeg.

Manufacturers' Agents

CHARLES H. FOX

Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O.Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

THE WAGGONER EXTENSION LADDER



is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired. Every painter, tinner, stacker and farmer needs one

Write for circulars and prices.

The Waggoner Ladder Co., Ltd.

LONDON, - - CANADA

E. H. Briggs Co., Ltd., Western Representative
Winnipeg, Man.



This is the Mark that Means Something

It is the distinctive brand of genuine Armstrong Stocks and Die and Pipe Fitters' Tools.

No "Armstrong pattern" or "just as good as Armstrong" have this stamp. Don't buy anything in this line that hasn't this brand as it is the mark of genuineness.

THE ARMSTRONG MANUFACTURING CO.,

292 Knowlton Street, Bridgeport, Conn.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

The Acme of Perfection

in Cement Blocks is only attained by using

"LAFARGE"

(Non-Staining) Portland Cement

LEHIGH

Best Grade American

KEENE'S

Coarse, Fine and Superfine

**CANADIAN, ENGLISH
BELGIAN and GERMAN**

in Wood, Cotton, and Paper Sacks

**Fire Bricks, Fire Clay,
Sewer Pipes, Etc.**

General Contractors' Supplies.

Francis Hyde & Co.

31 WELLINGTON ST.

MONTREAL

The Best There Is.



Every article bearing our imprint is made in our own works. We guarantee both material and quality.

Your customers look for that brand. It means much to them and profit and reputation to you.

The **McGLASHAN, CLARKE CO., Limited**
NIAGARA FALLS, CAN.

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.

CANADA PAPER CO.

LIMITED

Toronto

Montreal

Windsor Mills, Que.



Don't Stop

Tackle Block Saves the labor of two or three men. 600 to 5,000 pounds capacity.

to ask your neighbor, lift the load yourself with
The Burr Self-Locking

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio



BEAVER POST-HOLE DIGGER

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break.

Special Discounts to Trade

CANADA FOUNDRY COMPANY

LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Roseland

OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS "SUPERIOR"

FARLEY WORKS, SHEFFIELD, ENG.

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. **ALL MONEYMAKERS.**

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL

TELEPHONE M 557

Recommend The Best

Shrewd dealers not only recommend the best window glass—they also stock it. **There's a reason for it.** Once your customer becomes convinced that his interests are yours, you've secured his trade for all time.

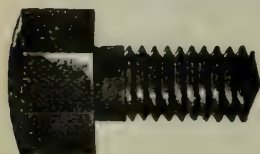
While high-grade, almost imperishable.

WINDOW GLASS

is our specialty, we also manufacture **Fan Lights, Door Lights, Hall Windows, Side Lights, etc., made in Copper, or German Silver Bars.**

Our catalogue should be on every dealer's desk. A post card brings it to you. Write to-day for particulars.

The Hobbs Manufacturing Co., Limited
LONDON TORONTO WINNIPEG



The John Morrow Screw, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



Covert Mfg. Co.

TROY, N. Y.

Harness Snaps, Chain,
Rope and Webb Goods,
etc. For sale by jobbers
at manufacturers' prices.



CELEBRATED

HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

SEYMOUR SHEARS

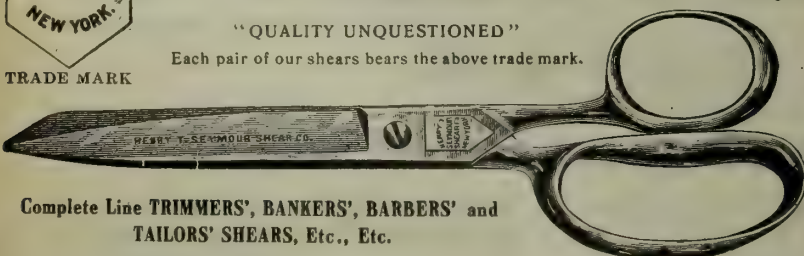
have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

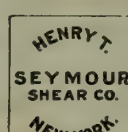


TRADE MARK



Complete Line TRIMMERS', BANKERS', BARBERS' and
TAILORS' SHEARS, Etc., Etc.

HENRY T. SEYMOUR SHEAR COMPANY



TRADE MARK

Latest Cata-
logue will be
sent in ex-
change for your
business card.

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO, Limited.

WaterProof Floors for
Malt Houses, Brew-
eries, Slaughter Houses,
Cheese Factories, Cel-
lar, Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for
Septic Tanks.

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.

"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer
Tools and other machine shop specialties.

106 N Francisco Ave. CHICAGO, ILL.

Persons addressing advertisers will
kindly mention having seen this adver-
tisement in Hardware and Metal.

DOLLARS FOR YOU

he warm sultry days trade lags, and the women of your town will be on a still hunt for **THE OXFORD GAS RANGE**, because it is easily the best by any test on the market.



The Oxford Gas Range

"1907" Series.

For Natural Gas

is a beauty. It embodies all the good points of The Oxford Gas Range, "B" Series, and also some unique ones which will ensure it a welcome where natural gas is used.

The Oven of this range is perfect. The bottom of the oven is cast iron with a heavy brick lining half an inch thick, patented. The brick lining means that even the fierce heat of natural gas cannot warp the bottom of this oven.

Send for full particulars about this range and if you decide that there isn't **DOLLARS FOR YOU** in The Oxford, we'll drop the matter.

Remember, you're the judge. Write to-day.

The Gurney Foundry Company, Limited

Toronto

Winnipeg

Vancouver

Hamilton

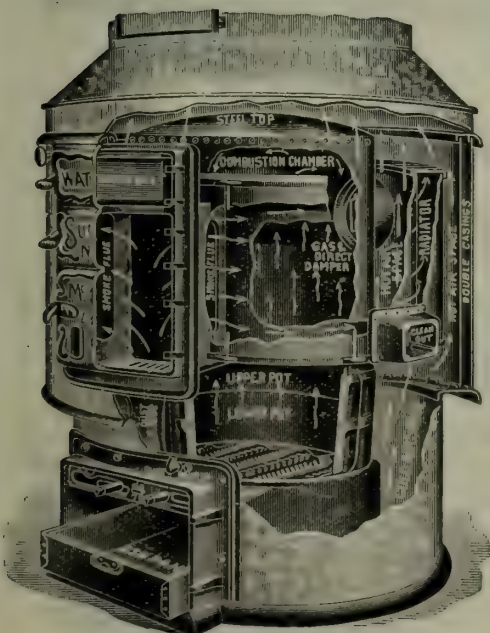
and

London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.

THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta.

"SUNSHINE" Furnace



A few of the "Sunshine's" good features are two-piece fire-pot, large double feed doors, cup joints, heavy, strong double set of triangular grates; automatic gas damper; water fan, dust flue, steel dome and radiator joined like a steam boiler, burns coal or wood.

We are advertising in more than 400 Canadian papers telling their readers all about our successful "Sunshine." Are you handling the "Sunshine" and taking advantage of all this publicity.

Sunshine folders supplied to our agents. Write for complete information. . .

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON

Scotch Soil Pipe

Light and Medium, all sizes, 5 and 6 ft. long. **Preferred** for its **Uniformity of Thickness** and **Perfection in Casting**.

JAMES BARBER, Era Works,
SHEFFIELD

HIGHEST GRADES OF

TABLE and POCKET CUTLERY, RAZORS, CARVERS, Etc.

J. H. ROPER

CANADIAN REPRESENTATIVE

82 St. Francois Xavier Street,

MONTREAL



"The Best Fence"

Men who know call it the "**DILLON**," because the terms are synonymous. Shrewd dealers recommend the

"DILLON" HINGE-STAY FIELD FENCE

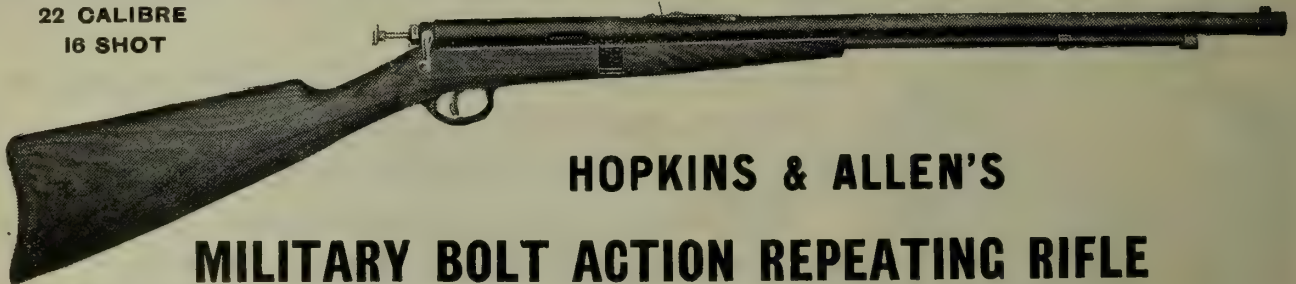
because it assures lasting satisfaction and a steadily progressive trade. We would like to explain to you why the **DILLON** Fence is the Best—the best for you and the farmer alike. Send us your address.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

\$8²⁵
LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.



Shows Bolt Drawn Back—Position for Ejecting Shells.

Engineers' Supplies

PLUMBING GOODS

Steamfitters' Supplies

THE
**JAS. MORRISON
BRASS
MFG.CO.**
LIMITED
TORONTO, ONT.

OUR GOODS ARE SOLD ON "QUALITY" MERITS

You can't expect something for nothing.

Neither can you expect "good goods" at the same price as poor goods.

The progressive plumber realizes that it pays to use the best.

It prevents repeated trips to adjust defects.

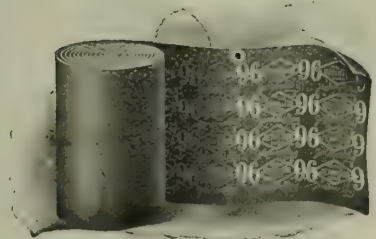
It prevents complaints from your customers.

Gives you a permanent and satisfied client, which is the best advertisement you can have.



The "ASTORIA" Syphon Jet
"High Grade"

with "Nethery" Patent Flush Valve, the neatest and most efficient flush device on the market. Vitreous bowl with extra large water capacity. Also furnished with high and low tank combination.



Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street,

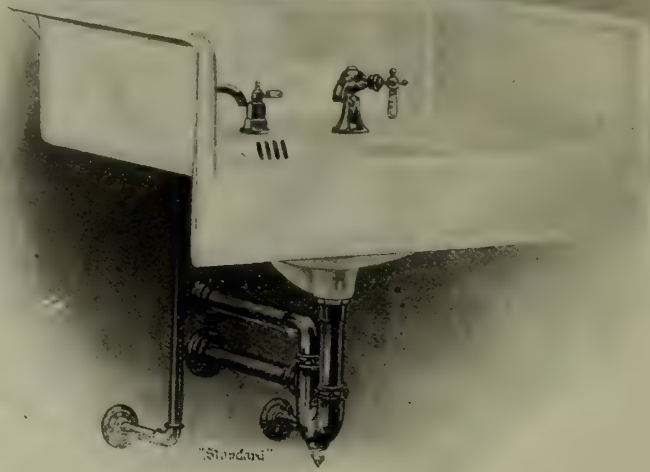
Boston, Mass.

New York

Philadelphia

Chicago

London, E. C.



"Standard" Plate P. 545 Porcelain Enameled "Recess" Design Lavatory, with Slab, Bowl, Overflow, Back and Ends all in one piece. Nickel-plated "Torrance" pattern Fuller Faucets with China Handles and Indexes, Supply Pipes, Keystone Waste with China Handle and "P" Trap with Waste and Vent to Wall.
Designed for use in Alcoves, Closets and Wardrobes in offices, hotels and other public buildings.

"Standard"

Fixtures in a Place By
Themselves.

Our extensive magazine advertising has taught the public to regard **"Standard"** Porcelain Enameling over Iron as a new and superior method in the manufacture of plumbing equipment. Therefore in suggesting **"Standard"** Fixtures for residence or public building you are merely offering the owner what he already considers *the best*.

Standard Sanitary Mfg. Co.

PITTSBURGH, PA.

U. S. A.

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

Stanley's Ball-Bearing Hinges

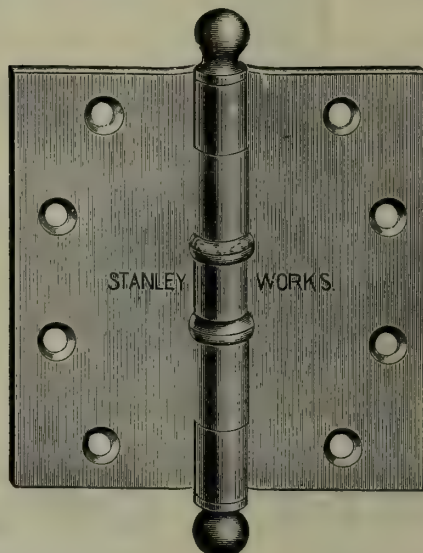
FOR ALL THEIR IMPORTANT WORK.

DEALERS SHOULD HAVE THEM IN STOCK.



CUT OF WASHER
FULL SIZE

IT IS SO CONSTRUCTED
THAT IT WILL NOT
COME APART
IN USE



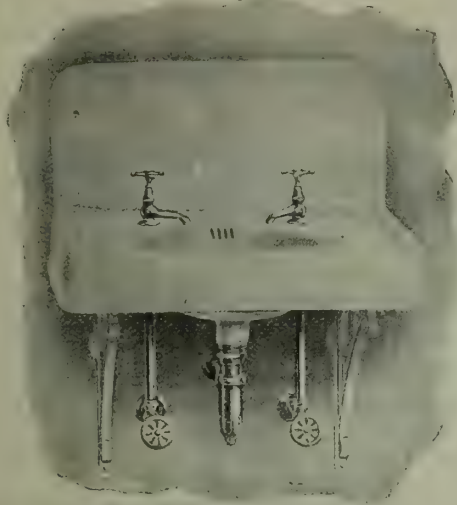
**MADE IN
WROUGHT
BRONZE
AND
STEEL**

ARTISTIC BOOKLET ON APPLICATION

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.

Dealers in Plumbing Equipment have a Practical Guarantee



of larger profits and greater satisfaction in handling

STANDARD IDEAL CAST IRON PORCELAIN ENAMELED WARE.

Made in Canada from designs calculated to meet every requirement of the trade, it is a ware that embodies in itself the durability of iron combined with the rich snowy white opaque finish derived from perfect porcelain enameling.

STANDARD IDEAL PORCELAIN ENAMELED WARE.

is of non-porous one-piece construction, leaving no joints, turns or crevices for dirt, dust or germs to accumulate. It is absolutely Sanitary.

We make Bath Tubs, Sitz Baths, Shower Baths, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Sinks, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances, etc.

WRITE FOR CATALOGUE

The Standard Ideal Co., Limited

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO, 128 West Graft Street, MONTREAL, and 24 Telfer Block, WINNIPEG



For twelve weeks we have been working on the strain.

McDougall Pumps Are Standard

Many letters come to us addressed "Standard." They find us all right. Customers find us all right, too. Do not forget: Quality first and price not out of the way. In fact, but—Well, could we not do a lot of explaining in response to an enquiry?

Our Permanent Address:

The R. McDougall Co., Limited

GALT, - CANADA



The Finest Family Polish on the market.

BLACK JACK

AT YOUR JOBBERS'

Jardine Hand Drills New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

... FULL STOCK ...

Salt Glazed Vitrified

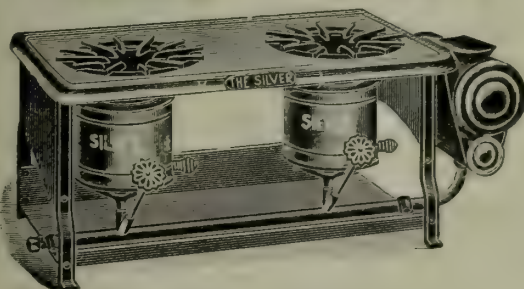


Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHN'S, QUE.

SILVER OR NEW OIL STOVES



We handle a full line of Gasoline and Oil Stoves. Hot plates for natural and artificial gas, also a complete line of ovens. Prices on application.

SOLD BY

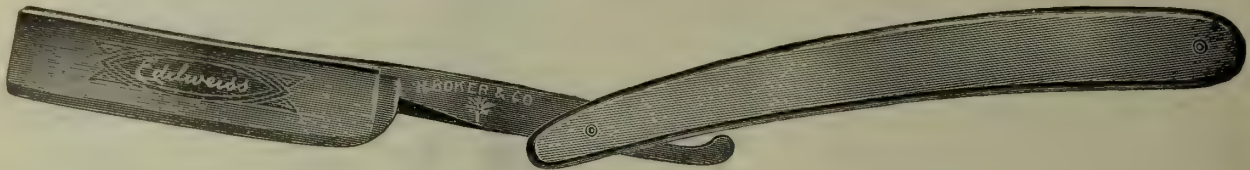
E. T. WRIGHT & CO.

HAMILTON, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

"EDELWEISS"

s the name of a plant or small white flower which grows only on the Alps and Pyrenees, at a great altitude, in situations difficult of access. "Edelweiss" is much sought after by Alpine travellers and mountain climbers.



The Quality and Temper of "Edelweiss" Razors are also very difficult to attain. None but the most skillful workmen treat this Razor during the process of manufacture. The finished "Edelweiss" Razor is in Quality as much above the ordinary Razors as the "Edelweiss" Flower grows above other flowers.

For Sale by all Leading Wholesale Houses

TELEGRAPHIC ADDRESSES

"COLOURS," MATLOCK BATH

"STEADY," MANCHESTER

**THE VIA GELLIA
COLOUR COMPANY**

MATLOCK BATH, (Derbyshire)

Manufactories

High Tor Works, Matlock Bath
Via Gellia Works, Cromford } England
Barytes Works, Bonsall
Cronebane Ochre Works and Mines,
(Wicklow, Ireland)

Raisers and Levigators of
Mineral Colours

Natural Yellow Ochres,
Turkey Reds, Venetian Reds, Red
Oxides, Purple Browns,
Turkey and English Umbers,
Superfine Ivory and Drop Blacks,
Natural Lump Rottenstone
(Brown and White).

REPRESENTATIVE

WM. O. GREENWAY

13 ST. JOHN ST., - MONTREAL

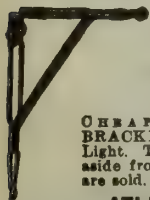
CLERKS TRAVELERS HARDWAREMEN

PLANS TO INCREASE SALES.

Very few replies have been received to the questions asked below. There is still time to forward them, however, and travelers, merchants and clerks are urged to jot down their ideas on paper and forward to the editor before June 1. Answer these questions:

What is the best plan a hardware merchant can adopt to increase the sale of stoves and kitchen furnishings in the fall and winter season? What methods of display and what system of advertising can be used to the best advantage? Should the dealer canvass his district for business? How can old stoves be disposed of to best advantage and what plan of selling on easy payments brings the best results?

For the best letter answering the above questions received before June 1st, 1907, a prize of \$10 will be awarded, and the best letters will be published in order to be of value to the trade in outlining their fall campaign for stove business.



Will Hold up a Shelf

That's what a shelf brackets for.

For this purpose there can be
NOTHING BETTER, NOTHING

CHEAPER than the BRADLEY STEEL
BRACKET. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers

ATLAS MFG. CO., New Haven.

Persons addressing advertisers kindly mention this paper.

**READ THIS
AND ACT ON IT**

The Demand of the Age is for good cement. Since that demand is so insistent and increasing so rapidly, you should stock,

"SAUGEEN BRAND" of Portland Cement

because of its genuine and lasting goodness. Then there's a profit story connected with "SAUGEEN BRAND," you should know.

The Hanover Portland Cement Co., Ltd., Hanover, Ont.

"Quality" and "Dispatch"

These words tell more about my business methods to most shrewd dealers than a stranger would think. Tell me your Enamelware wants and you'll realize their full significance.

ORLANDO VICKERY

178-180 Victoria Street TORONTO, CANADA



"Diamond" brand Fittings

cannot be compared to any other brand on the market. They are peerless. Shrewd dealers recommend them.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

HOTTEST ON EARTH



No. 30 King. Price, each \$5.20 net.

We manufacture the largest line of mechanical tools using gasoline, kerosene and alcohol as fuel. Your jobber will supply you at factory prices. Guaranteed to please you or money refunded.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, CHICAGO, U.S.A.

REGISTERED TRADE MARK



GRANTED 1682

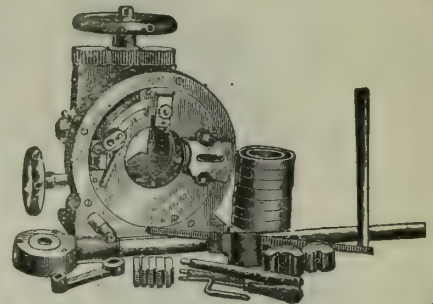
World's Best Cutlery

You make no mistake in specifying goods made by
JOSEPH RODGERS & SONS, Limited
when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE. PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER



Do
You
Want
the
Best?

TWO FREE

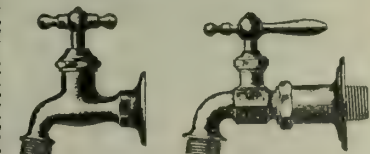
for every one sent you defective.
Isn't that guarantee enough?

Glauber Brass Mfg. Co.

Expert Makers of
Fine Brass Goods

CLEVELAND

OHIO



Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand



A Paying Investment

It may pay you to stock some step ladders. It will pay you to stock our

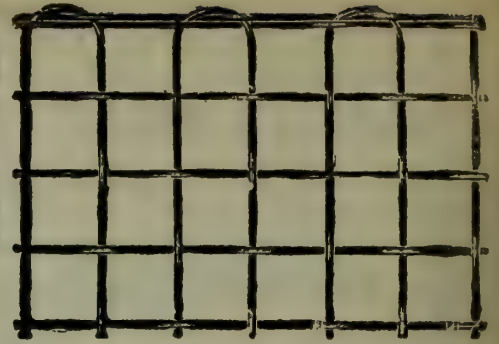
Ladders

because they give your customers lasting satisfaction.

A look at the cut tells all but the "Profit Story." Do you know it?

**SHIRREFF
MFG. CO.
Brockville,
Ont.**

Wire Cloth



For

**Sand Screens, Coal Screens,
Cinder Sifters, Evaporators,
Grain and Seed Cleaning Machinery,
Milk Strainers,
Galvanized and Regalvanized Cloth,
Wire Lathing, Window Protection,
Malt Kiln Floors, Woolen Mills,
Smoke Stacks, Mining Screens,**

and for all purposes.

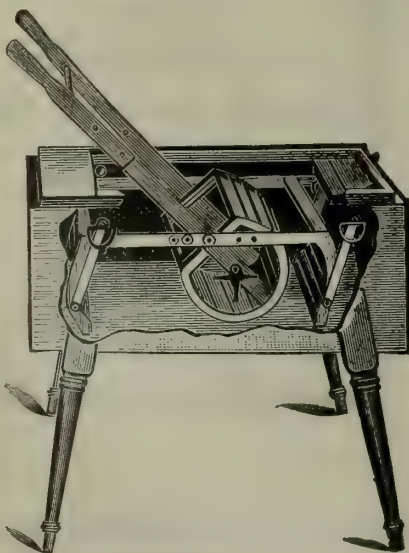
THE B. GREENING WIRE CO.,

LIMITED

Hamilton, Ont.

Montreal, Que.

**Women Want the Knoll When They Want a Washing Machine.
Can You Supply the Women Folks of Your Town With the
Washer They Want?**



Mr. Dealer! You simply cannot side-track that question. You can supply the

Knoll Double Action Washing Machine

or you can not. Profit and reputation alike demand that you stock **The Knoll**. The Double Action eliminates all rubbing, therefore, **The Knoll does not wear out clothes**. Once a woman sees The Knoll no other washing machine will ever appeal to her. Do you realize what that means to you in actual cash?

The Schultz Bros. Co., Brantford, Canada

Facts

About the "C" Brand Horse Nails

That You Should Know

They are made from Swedish Charcoal Steel Nail Rods, of a special quality for our purpose. **No better material for Horse Shoe Nails is known, or used in the world.** The "C" brand Horse Nails are "Hot-forged" separately from the end of the nail rod, with the use of a special



anthracite coal of the purest and best obtainable quality. They are much superior in the strength of neck and head as compared with any horse nails made by the method known as the "Cold Process," by which the heads are **upset cold**; no heat being used whatever. **This method crystalizes the material at the neck**, and makes them liable to become brittle and unreliable at that vital point.

The "C" "Oval"

and

"C" "Countersunk"



standard patterns are the result of over forty years experience in dealing with the requirements of the Canadian Horseshoer. They are of the best designs and proportions for the several sizes and the service required of them. No reduction of material at the sacrifice of strength has been made to secure an increased count of nails per pound. The graduated taper and smooth finish of the blade, combined with the fine hardened bevel points of the "C" nails, enables them to be driven easily into the hardest hoofs without bending. They are tough and flexible in twisting or clinching. They never split in driving, or break off under the heads, and hold the shoes on firmly under the most severe strain, until required to be removed. **Every "C" nail is examined and warranted perfect**



and ready for immediate use. They are, therefore, the most economical to buy or use. Our name and registered trade mark "C" is on each box of our manufacture. Your purchase money will be refunded, if they are not perfectly satisfactory and as represented by us.

Your orders solicited either through the wholesale hardware trade, or direct if you cannot obtain them on request.

No Better Horse Nails Are Made in the World.

CANADA HORSE NAIL COMPANY

MONTREAL

Established
1865

HIS  MARK

High Grade Printing

from the conception of the idea to the finished job—we are now ready to produce in our **NEW PRINTING DEPARTMENT**

With everything new—

NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—

NEW PRESSES—the latest products of the press makers—

NEW TYPE—the best faces selected from the stocks of leading foundries and a

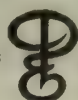
NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish layouts, dummies, schemes and designs for anything from a letterhead to a catalog—

If you want
"printing that's
different"
let us hear from you

**MACLEAN
PUBLISHING
CO. LTD**

John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG

PRINTING DEPT
Charles Edward Peabody
Manager

his  mark



Any Trap Shooting Customers ?

Capture Their Trade by Selling
Them Dominion

Sovereign Shells

Sovereign Shells are loaded with Nobel's Empire Bulk Smokeless Powder (the best in the world) under the supervision of Mr. Alexander Dey, of the Stanley Gun Club, who is known to trap shots throughout Canada. The loads are warranted accurate, and trap shots who buy Sovereign Shells will surely come again. There is something more tangible in it for you than the honest pleasure of selling a first-class article.

If your jobber cannot supply you, write direct to

DOMINION CARTRIDGE CO., LIMITED

MONTREAL

Kemp Manufacturing Company



Milk Cans Railroad

**Bodies 18 ga. Tinned Iron,
Seamless or Dome Covers.**

		8 gal.	10 gal.
Iron Clad,	-	\$5.00	\$5.60
Roll Rim,	-	5.50	6.00



Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL

Amongst the Salesmen

HOW TO TREAT A SALESMAN.

"How would you treat a traveling salesman?" asked a retailer of a veteran commercial traveler. "Treat him the best you know how," came the answer quickly. "If you can buy, stop your work and buy; if you can't buy, say so. Remember that the traveling salesman, no matter how jolly a fellow he may be, is busy making a living for himself and family. Remember that traveling expenses are high and that he has just a limited time to devote to your town and generally even a shorter time to you. Treat him right always. Remember, too, that you can always get a better deal from the traveling man than from the firm direct. This applies to every business; and why? Because the commercial traveler is sent out to sell goods. That is what the house pays him for, and the house wants you to deal with him, not with the house.

A SERMON FROM THE BOSS.

Have you ever realized, my friends behind the counter, how important is the place you fill in the trading community? Upon you rests more responsibility than is dreamt of by the rank and file. You can make or mar the business you are engaged in, and we, your employers, are at your mercy. This is no figure of speech.

I have been prompted to have a talk with you about business methods by an incident I witnessed the other day. A lady came hesitatingly into a well known hardware store and stopped short when she saw that the place was nearly empty, and that eight pairs of eyes were critically fixed upon her. She was a shy lady, so she retreated, but spent \$50 in cash in a rival establishment. Now, a cat may look at a king, and a salesperson need not be servile to even the wealthiest patron of the firm, but eight young persons had no call to hustle a shy lady out of the department with their eyes. A little knowledge of human nature would have resulted in hard cash to the tune of \$50, but no one came forward tactfully to receive the shy customer, and nobody thought it necessary to seem to be busily engaged in looking elsewhere than straight at a sensitive face.

It's the little things that count in business, and they are all comprised in the little word "tact." If you are a clerk don't bother about relating to the next one behind the counter the good time you had last night while you are handing change to a customer, and never think it too much trouble to leave a good impression upon the woman you have served. Make her feel that you are a part of the great machine of business, and that it is a pleasure to do business. Concentrate your mind upon what you have to do to-day, and reserve frivolous conversation till after the shutters are up.

If you are a man deal as pleasantly with men as you would with women; study their tastes, peculiarities, and de-

sires. And both of you study human nature, and study the boss most of all. His interests should be yours, otherwise you are taking money under false pretences, for he hires you to supplement his own efforts. Be sure that your promotion will be quick if you give loyal service, and always aim at the top of the tree.

I know a man who less than thirty years ago was a clerk in a small country store. He now employs five hundred hands. He was simply tactful and industrious.

He never bothered about "good times" when business was doing, and no customer ever left him without feeling that he practised the art of pleasing. His reputation is the same now as it was when he was an assistant.

Now, don't think that you should do good work for nothing. Never be afraid to demand more money if you are really

Club and captain of the war canoe crew when it paddled before the Duke and Duchess of York at Ottawa.

Mr. LeClair seems to have been an energetic young man (the kind they need on the road), as in addition to business and sports he also found time to serve his country in the capacity of a volunteer in the 41st Battalion, of Brockville, for ten years, and at the time he resigned was senior subaltern of No. 4 Company.

His first experience in the hardware business was with the firm of A. G. Dobbie & Co., of Brockville. He remained with them for about seven years, when he accepted a position on the staff of the Kingan Hardware Co., Peterboro, and has remained with them ever since.

From what we know of Mr. LeClair, we are sure that he will make good in his new venture and wish him the success he deserves.

THE HARDWARE DEALER.

Written for Hardware and Metal by H. Styles, of Caverhill, Learmont & Co., Montreal.

He's wide awake with lots of snap,
A care-for-nothing sort of chap,
Who cares for bluffing not a rap.

That's a drummer.

As full of gas as he can be;
Always on deck with money free;
A regular buzzing busy bee,
He's a hummer.

A dandy chap with glossy tile,
Who dresses in the latest style,
And meets you with a gentle smile.
He's a hustler.

If you are busy he will wait—
His samples all are up-to-date,
With prices at the lowest rate.
He's a rustler.



LOUIS J. LECLAIR, BROCKVILLE

Who has accepted a position on the travelling staff of Lewis Bros., Montreal.

worth more. If you cannot get justice in one place there are a thousand doors open for the salesperson who can pull in business. We cannot do without you, and you cannot do without us. Let us pull together for the good of the house.

NEW MONTREAL TRAVELER.

Louis J. LeClair, whose picture appears herewith, will shortly join the traveling staff of Lewis Bros., Montreal. Mr. LeClair is 31 years of age, and 29 years ago moved to Brockville. He was educated at the public schools and the collegiate institute, during which period he took a great interest in athletics, played lacrosse, baseball, and was also a member of the Brockville football team the year it won the intermediate championship of Canada. He was also a member of the Brockville Rowing

NEW TRAVELERS' ASSOCIATION.

A new Commercial Travelers' Association, composed of city travelers only, has been formed in Montreal. The association, as it stands at present, comprises commercial travelers of every business, and has been formed for mutual protection. It is quite independent of the Dominion Commercial Travelers' Association.

At the inaugural meeting B. Charbonneau was elected president; Alphonse Moisan, first vice-president; H. Pinet, second vice-president; I. Jacob, secretary; Will G. Wise, assistant secretary, and J. A. Cartier, treasurer. Apart from these gentlemen, the board of directors consists of: A. Dessane, H. H. Hardy, J. L. Filteau, Alex. Michaud, Eugene Hamel, Eugene Chevrier, J. A. Dery and J. E. Hurtubise. The auditors are: E. Falardeau and P. V. Guay.

The membership at the beginning of May had reached 250, and at a general meeting to be held May 14th, it is expected to greatly increase. The rooms at present are at 149 Berri St.

DETAILS THAT SPELL SUCCESS IN RETAILING

From "The Making of a Merchant," by Harlow N. Higinbotham, partner of the late Marshal Field; President of the World's Columbian Exposition, and prominent financier.

The credit system of the retail store is the cardinal cause of so large a percentage of failures among the keepers of small stores. It is an actual fact that hundreds of small storekeepers become insolvent before they know it, and they believe themselves prospering until aroused to their actual condition by the credit man of their jobbing house. This statement will, I am sure, be verified by the credit man of almost any wholesale house, particularly in the grocery or dry goods business.

One of the rocks upon which thousands of storekeepers go to pieces is that of failure to figure the cost of their goods. I do not believe it an exaggeration to say that not one storekeeper in a thousand, the country over, adequately figures the cost of the merchandise which he sells. Almost invariably he fails to include in his estimate some important element of fixed charges, of his running expenses. For example, if he owns his store building he figures that he is saving the entire item of rent, and consequently he does not include this in his fixed or running expenses; because he has his son helping in the store as a clerk and his nephew delivers the goods, he makes no charge for their services on his salary account; again, he is unusually exact if he makes any charge on account of the insurance which he is obliged to carry on his building and stock. Of course, not all merchants are as careless as this with regard to their record of operating expenses, but it is safe to say that very few of them charge anything to the account of interest on their investment beyond, perhaps, the actual sums which they are obliged to pay out for interest on money borrowed. In a word, the average keeper of a store has no idea whatever of his total operating expenses and he is uncommonly fortunate if he figures into the cost of his goods one-half of the expense which should be charged under that head. Really, I do not think that fifty per cent. of the smaller storekeepers in the country districts figure into their cost of a specific invoice of goods the money actually paid out for the transportation of that shipment, to say nothing of any charge for hauling and handling inside the store.

Let me give one instance, which is thoroughly representative of hundreds of others, of how a storekeeper figured his cost. He bought a case of canned goods and had it hauled from the station to his store in his own delivery wagon. The fact that he did not have

to pay any drayage on these goods was the one thing prominently in his mind when he opened them and for this reason he told the boys to mark the cost at fifteen cents and the selling price at twenty cents. When he sold these goods he flattered himself that he was making a good margin of profit, while, as a matter of fact, if he figured in a right percentage of all of his operating expenses he would have realized that he was selling the goods at a margin of less than a cent a can, if not at actual cost.

Another point which the storekeeper is prone to overlook is that of failing to decide for his customer. As an example: The storekeeper carries several brands of tobacco. In tobaccos, as in most other lines of goods carried in the small general store, there is a wide difference in the margin of profit which the storekeeper can exact from his customer. Those brands which are the most widely advertised invariably afford the smallest margin of profit. Let us suppose, for example, that the Chippeway brand of plug tobacco gives the merchant a margin of only ten per cent., while the Cowboy's Pride and the Real Comfort brands give him twenty to twenty-five per cent. margin. If he is a good salesman and a natural trader he will invariably hand his customer a plug of Cowboy's Pride instead of Chippeway, unless the buyer, of his own volition, asks for Chippeway. On the other hand, the storekeeper who is not thoroughly up to his task will ask the customer, "What brand do you want?" thus leaving the decision entirely to the customer, and thereby cutting his own profit in half. It must be confessed that, in a majority of cases, the general storekeeper, or his clerk, fails to make this decision for his customers. Of course, when the decision is put up to the customer he will invariably name the brand most widely advertised, because it is the first one that comes to his mind. If this were not the case what is known as "general publicity" advertising would be a failure and the millions of dollars spent in this kind of publicity would be wasted. Depend upon it, the customer will always name the brand which gives the least margin of profit, unless the storekeeper takes the matter in his hands, and makes the decision in favor of the brand against which the manufacturer is not obliged to charge the expenses of a heavy publicity advertising campaign.

This matter of pushing brands which give a liberal profit in preference to

those yielding only a narrow margin is a most important one which calls for a nice discrimination in many ways. No merchant can afford to push a poor quality of goods and thus impose on his customers, no matter how large the margin of profit may be. On the other hand, if he is an intelligent buyer he will find little difficulty in securing goods in which there is a generous margin of profit, and which are nearly, if not quite, equal in quality to brands which are called "standard" because of the large advertising back of them. Then, he should remember that he has it in his power to make unadvertised brands of goods almost as well known to his customers as those which are largely advertised. This he can do not only by word of mouth, but by using intelligent discrimination in displaying the brands which he is most anxious to sell. He should remember that people dislike to be thought ignorant of brands and qualities and that he has it in his own hands to create the impression in the minds of his customers that certain profitable brands are the desirable ones.

There is no necessity for a merchant to give the most prominent display to brands in which there is the least profit. Instead, it is the part of discretion and good salesmanship to give the most conspicuous place in his show windows and on his counters and his shelves to those goods which he is most anxious to sell because they yield him the larger profit. A little intelligent work, in a hand to hand way, will do wonders in educating his customers in the idea that certain unadvertised brands of goods are equal in quality to those which have received greater publicity and for which a higher price is charged. It is human nature to feel gratified over a good bargain, and when once the customer is made to feel that he is buying something for ten cents as good as others are getting for fifteen, he feels a certain sense of gratitude to the merchant who has put the bargain in his way.

Of course the small country storekeeper cannot get the jobber to put his own brand on goods which he buys, but this is easily possible with leading merchants in the larger towns and provincial cities, and this is one of the strong points in good merchandising, particularly in the grocery business. No opportunity to do this should be neglected, provided, always, that there is no doubt as to the intrinsic merit of the goods. When the storekeeper, little or big, recommends an unadvertised brand of goods, as against an advertised brand, he must be absolutely certain that the goods have the merit and will bear out his recommendations.

It should not be inferred from what I have said, however, that a merchant's

stock of goods is complete without the leading standard or advertised brands of goods in the various lines. There are always, in every community, people who will demand these and be dissatisfied unless they are able to get them.

Perhaps the most important thing which any merchant sells is that for which he does not make a direct or open charge. The name of this commodity is service. Nothing on his shelves or counters is of greater value and the quality of service which he gives his customers is just as vital to his success, perhaps more so, than is the quality of the goods which he sends out in his delivery wagon or puts into the hands of his customers. On the other hand, service is just as tangible a commodity as sugar or dress goods, and should be as carefully reckoned in his cost account as his bills for goods or his freight or insurance expense.

It is not too much to say that good service is the most profitable thing which the merchant can sell, and that poor service is, by the same token, the most unprofitable thing that he can have about his store. Comparatively few storekeepers have any realization of this, and seem to conduct their business upon the supposition that service is an intangible quantity, and that the cheaper they can get their clerk hire the better. Few mistakes can be more fatal to merchandising than this notion. From the delivery boy up to the proprietor, quality of service should be considered the very essence of good merchandising. It is a fundamental trait of human nature to consider the manner in which a transaction is done to be quite as important as the more material part of it. When the storekeeper gets into the city he likes to get his meals at a first-class restaurant. Why? Not because the food served to him is really any better than he would get at a cheaper restaurant, but because the service is better. In other words, he is entirely willing to pay for a superior article of attention, and for more attractive surroundings. If he is observant and thoughtful, he will at once realize that his customers are made of the same clay as himself, and that they will, consciously or unconsciously, take the matter of service into the same consideration in buying goods as he does in buying his meals. They will, as he does, put a premium upon attention, attractiveness of surroundings and promptness and reliability of delivery, not to speak of an agreeable manner in those who render the service.

Neatness is a prime essential in store keeping. Many merchants have found their trade going to their competitors, and have been unable to account for this loss of patronage. Knowing their

merchandise to be as good as that sold by their competitors and their prices to be as low, they were unable to account for this loss of trade. If they could have taken their customers into their confidence and arrived at the real reason of this falling away of patronage, they would have been astonished to learn that lack of neatness was the real cause at the bottom of the matter. This observation applies especially to stores in which dry goods and groceries are sold, for the reason that, to a very large extent, these commodities are bought by women, and that there is nothing against which woman nature so instinctively rebels as disorder and dirt.

To put it less bluntly, women are especially sensitive to all that is cleanly, neat and attractive to the eye. They like pleasant and tasteful surroundings and anything which suggests disorder and confusion repels them. Although perhaps men are not generally as sensitive to these things as women, at the same time they are confused by a disorderly array of merchandise and are attracted by a neat and pleasing display of goods. Any well-circumstanced man or woman shrinks from attempting to buy in a store where the stock is untidy and "cluttered." Instinctively the best trade in any community will gravitate towards the store which is kept up in the most orderly and attractive manner.

Consequently, not only will the merchant who has the real trading instinct be awake to this important element in merchandising, but he will also see to it that he hires clerks who have a sense of neatness and order and have an ability to display goods in an attractive way. As a general rule, the dry goods merchant is quicker to realize this than is the grocery man, but dirt and disorder in the grocery store are quite as distressing and inimical to success as in the dry goods establishment. Again, neatness and order are essential to the success of the storekeepers from the standpoint of economy, as well as from their effect upon the sensibility of customers. Goods which are not handled with cleanliness, neatness and order deteriorate much more rapidly than those which are kept and handled in a neat and orderly manner. The cluttered, ill-arranged and untidy stock of goods is the one which is going down hill with the greatest rapidity.

Equally important in the manner of service is the quality of promptness. This comes into play from the moment the customer enters the door of the store until the goods are delivered in his house. What reader has not heard

the remark, "I like to trade with Smith, because I get waited upon right away, and because I know that the goods I order will be delivered in time for me to use them as I have planned." Thousands of times grocerymen in villages and small cities have lost good customers because the goods have not been delivered in time for the next meal. This may be caused by the slowness or the carelessness of the clerk or the delivery boy, or perhaps the proprietor himself, But no matter where the blame may rest, the disappointed customer will not forget the incident, and if it is repeated the loss of the family's trade is almost sure to result. This suggests the not unimportant point that a bright and active delivery boy is quite as important a member of the storekeeper's force as is the head clerk.

Many merchants are prone to give very little consideration to the selection of a delivery boy; but this is decidedly a mistake. The right kind of a delivery boy has many times been able to hold the trade of a customer in spite of defects in goods and prices and in the service rendered by the proprietor and his clerks. The delivery boy who is a natural "hustler" is a tower of strength in the organization of any store, and the merchant who does not recognize this fact is overlooking an essential point. The storekeeper should not forget the fact that the delivery boy is the person who closes the transaction, and who goes into the homes of his customers to do so. He is, so to speak, the living link between the store and the home. In many cases much of the buying is done by servants, and it is the delivery boy who comes into daily contact with the maid of the house. If this work is done in a prompt, intelligent and agreeable manner he gets a personal standing in the homes at which he calls, and not infrequently brings out the remark: "They may be a little slow at the store, but that boy is all right and can be depended upon to get the things around in time and in good shape."

Perhaps some of my readers may feel that I place too much importance upon the delivery boy, but he is a factor in community trade which has received altogether too little consideration—and perhaps he also generally receives too little compensation. Certainly there is no kindergarten for the merchandising business equal to the delivery wagon, and the boy who makes a success in that humble capacity is the best possible timber out of which to make a clerk or proprietor.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealer's Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B. Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clemens, Sedgewick; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. E. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—W. G. Scott, Mount Forest.
1st Vice-President—J. R. Hamby, Barrie.
2nd Vice-President—J. Walton Peart, St. Marye.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and H. Becker, Hamburg; G. A. Binns, Newmarket; D. Brooklebank, Arthur; A. W. Humphries, Parkhill; W. A. Mitchell, Kingston, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

Officers British Columbia Retail Hardware Association.

President—L. B. Lusby, New Westminster.
Vice-President—C. Snell, Vancouver.
Secretary-Treasurer—John Burns, Vancouver.
Executive Committee—W. Stearman, Vancouver; H. T. Kirk, New Westminster; R. A. Ogilvie, Victoria.

RETAIL TRADE ORGANIZATION.

The New York Journal of Commerce says: "There is an impression abroad that wholesalers are generally opposed to having the retailers organized, but nothing could be farther from the truth. As a matter of fact wholesalers regard the organization of retailers as distinctly an advantage to them, if the organization is undertaken along broad and elevating lines. One of the great difficulties wholesalers encounter in their dealings with the average retailer is the fact that the average retailer is not so closely observant of trade movements and broad commercial conditions as would be desired for intelligent dealing. It is recognized that through organization the retailer is made to progress commercially and become a better business man.

"Again, through organization, it is far easier to accomplish trade reforms than by dealing with disorganized individuals. To-day some of the most satisfactory business arrangements in force have been negotiated and maintained through the instrumentality of associations representing whole sections of territory, and in some instances negotiations have been successfully concluded through the National Association of Retailers, representing not less than 350,000 retail grocers in the United States. To deal with such a mass individually would be entirely impossible.

"The only objection wholesalers find with retail organizations is the disposition in some sections of the country to organize and conduct buying exchanges of retailers under the name 'retail grocers' association.' Such associations as these are usually exclusive of their membership and do not represent the whole trade, or even a controlling portion of it. Yet wholesalers and manufacturers have even been able to conclude trade arrangements with these which have proved mutually beneficial. The inter-

ests of retailer and wholesaler alike demand that uniformity of conditions shall exist so far as possible, and that such ruinous practices as price cutting and selling staples at cost shall not exist. Trade well regulated ought to furnish a reasonable living profit for both factors, and if it can be secured by organization no reputable person or house or organization will or should be found antagonizing it."

THOSE COLLECTION FORMS.

Members of the Ontario association received during the past week samples of the form letters adopted by the executive for use in the "Collection Dept." of the association. That the move has been a popular one is proven by the large number who have already ordered supplies to be sent to them.

Hardware dealers who are not yet members of the association who desire information regarding the work of the "Collection Dept." can secure the information by writing the secretary of the Ontario association at 10 Front St. east, Toronto.

KEEP IT UP.

"Keep up the good work," writes E. J. Torrens, Tillsonburg, when sending the renewal of his membership for the coming year.

Another member, F. Y. W. Braithwaite, Blind River, writes:

"I am in receipt of circular letter and report under date of May 17th, of Retail Hardware and Stove Dealers' Association, and I wish to congratulate the officers on the progress you are making, especially so as regards the action you have taken in regard to manufacturers and jobbers selling to the consumers. I think the course you have adopted in this respect is the best possible, and by following same should have the desired effect."

WESTERN ASSOCIATION NOTES.

J. E. McRobie, secretary of the Western Retail Hardware Association, has been busy holding meetings of hardwaremen at various points in the west. Among the places visited are Neepawa, Souris, Carman, Manitou, Belmont, Deloraine, Morden, Aherntby, Strassburg and Grenfell.

Saskatoon hardwaremen are calling for a meeting to be attended by the secretary and Mr. McRobie expects to visit the "hub of the hard wheat belt" in the near future.

ANOTHER FOR CASH SYSTEM.

J. E. Trelford, Markdale, Ont., is the latest to adopt the cash system and as he conducts a plumbing and tinsmithing department, where it is hard to adopt the strictly cash rule, his experiment will be watched with interest. On May 17

Mr. Trelford sent the following excellently compiled letter to his customers:

A Well Put Argument.

After consulting as many of our customers as was possible and some of the best business men of the country, we have decided definitely to adopt the spot cash method of conducting our business. Ninety per cent. of our customers with whom we have talked are decidedly in favor of this plan. They readily see wherein there is a great saving by paying cash for their merchandise. We are making this change for several excellent reasons and only after carefully considering all sides of the question. We believe in every way it will be a distinct gain to our customers, even more than to ourselves.

In a cash business, all losses and bad accounts, from whatever cause, are avoided; book-keeping and collection expenses are done away with; and the merchant always has ready money to buy goods at the lowest spot cash prices and to profit by all discounts for cash. To make up for these losses and various expenses we have been forced to charge enough for our goods to cover them by the profits. Every store doing business on the credit basis must do this or quit.

The people of this community want low prices. They want us to meet outside competition for which they must pay cash. We can do it on a cash basis; in fact, can guarantee you a good percentage of saving on your purchases. You will not have to dicker; you, your child, your neighbor, and our customers from out of town all pay just the same; no more, no less, one price to all. Special deals on contracts can be arranged for on special terms on a cash basis. The cash system will enable the customers to buy goods right at home as cheap as at any of the large cash stores. The customer has the advantage of selecting his goods on the spot, thus avoiding the unpleasant and costly plan of receiving wrong goods from the big cash stores. Under the credit system the good pay man has to make up for the poor pay man and the man who never pays at all. Under the cash system every man will stand on his own merits. There are many other advantages for customers and merchant. The difference between our present credit prices and prices under the cash system will make a wonderful difference to the purchaser. This change of system implies no question of or reflection on any one's ability or willingness to pay what he honestly owes—it simply gives us the means to serve all our customers better.

The generous patronage you have given us we fully appreciate. We want you to continue it and shall make it richly worth your while by the much closer prices cash business will enable us to quote. We have decided to adopt this system on June 15th, 1907. We will continue to take butter and eggs as heretofore, paying you cash or trade for same.

Respectfully yours,
J. E. TRELFOED.

HARDWARE TRADE GOSSIP

Quebec.

L. N. Denis, Montreal, has sold out his hardware business.

Captain Strange, general sales manager and director of Lewis Bros., spent a portion of the week in Ottawa.

Mrs. Hector Caron, Montreal, is registered to carry on a hardware and plumbing business under the firm name of M. A. Dube & Co.

George J. Rogers, of the Rogers Hardware Co., Charlottetown, P.E.I., was a caller at the Montreal office of Hardware and Metal this week.

Siegfried Shopflocher, of the Canadian Bronze Powder Works, Montreal, who sailed to Europe on business a week ago, was accompanied to New York by his partner, E. Thorne.

The Foreign Trading Company, 17 St. John St., Montreal, under the management of Mr. Engel, have succeeded in building up a growing trade. They are sole agents for Canada for the following:

Munderloh & Co. Montreal, have taken up their handsome new quarters at 51 Victoria Square. Their premises are on the north end of the Square and their show rooms office and factory are models of modern completeness.

The 2,500-barrel cement mill under construction in Montreal, to be operated by the Fenwick Co., of New York, is likely to be ready for operation by August next. The whole plant is estimated to represent an investment of over a million dollars.

Horace Hartley, manager of the Laurentian Manufacturing Company, Rawdon, Que., was in Montreal during the week. His company manufacture handles and turned work and he says the demand for these lines has increased their business extensively.

F. H. Scott, a leading manufacturers' agent for silverware and cutlery, has completed his new showrooms in the Coristine Building, and his cabinets and cases are attractively arranged, the whole being creditable to himself as well as to the large Sheffield houses he so successfully represents.

Wm. O. Greenway sailed for England this week on SS. Kensington. He will be gone a couple of months. He stated before leaving that he had been very successful with all his English agencies, in Canada, and that when he returned, he hoped to see other of his English houses do more advertising.

C.A. Sharpe, a large dealer and manufacturer of painters' supplies and glass, has taken up his new quarters on Gosford St., where he now occupies a commodious new building erected especially for his fast growing trade. Mr. Sharpe was for many years successful in smaller premises on Notre Dame St., near St. Lamberts Hill.

The Paul Automatic Gas Co. have one of their machines in the uptown window of J. E. H. Paddon, plumber and hard-

ware merchant on St. Catherine St., Montreal, this week. Mr. Paddon has a fine new store and that he himself is using the Paul gas machine for lighting purposes is a forceful advertisement and the demonstration is serving a convincing purpose.

Combined Bolt & Lock Manufacturers, Velbert, Germany, bolts, locks, padlocks and skates; A. Frank, Beierfeld, Germany, motor accessories, lanterns and household goods; Albion Manufacturing Co., Birmingham, England, nickel and electro plated trays, tea and coffee sets; Cox, Wilcox & Co., Birmingham, wire disk covers and small brass goods; I. Pan & Co, Cablong, Bohemia, fancy jewelry; also for German-made white metal spoons, forks, etc.

George Phillips, Jr., head of the Farley Works Cutlery House, of Sheffield, England, and president of the Canadian company, has recently bought controlling stock of La Corona Hotel, Montreal, of which establishment he has become head and president of the corporation. Mr. Phillips has for twenty years been identified with the Windsor Hotel, Montreal, as well as having been a constant traveler, both in the Old Country and on this continent. A new cut glass and cutlery company, promoted by Mr. Phillips, for Canada, will be announced shortly in these columns.

Ontario.

Mrs. Josiah Rumboll, Harrow, Ont., is giving up the hardware business.

J. J. Lennox, Ivy, Ont., expects to have his new store completed by July 1st.

Mr. Paget, of Paget & Hay, Unionville, was in Toronto ordering supplies last week.

Neveux, Clinton & Baxter, Windsor, hardware merchants, advertise a dissolution sale.

J. M. Winter, of King, and J. Allan, Newmarket, were in Toronto on business last week.

Mr. Wellbanks, hardware merchant, of Picton, was in Toronto last Thursday on business.

Allan Morley, Toronto, will leave for the north in a few days to engage in railway contracting.

Fred Palmer, manager of the Surely & Dietrich Saw Works, Galt, was a caller in Toronto last week.

A. A. Allen, Newmarket, Ont., and Thos. Oliver, Copper Cliff, are in Toronto on business this week.

Geo. Aude, Drayton, had an operation performed on his leg last Monday, and will be laid up for a week.

R. J. Thompson, late of the Aikenhead Hardware Co., is looking after the west end of Toronto in the interests of Rice Lewis & Son, in place of H. G. Wookey, who has accepted a position with a New York firm.

J. Tobin, of the Tobin Tent and Awning Co., is in Toronto looking for a

suitable site for a factory for their works, and if satisfactory quarters can be obtained another good industry will be located in the Queen City.

A pleasant event took place Friday evening at the St. Charles' Cafe, when the president and directors of the Aikenhead Hardware, Limited, tendered a farewell dinner to W. G. Marston and Morgan Smith, who have been entrusted with the responsibility of opening the company's branch in Winnipeg and are shortly leaving for that city. Thos. E. Aikenhead, president of the company, occupied the chair. At the conclusion of the repast the president made a short address, in which he spoke in terms of appreciation of the services of Messrs Marston and Smith. On behalf of the directors of the company, Mr. Aikenhead presented each with a handsome gold chain and locket. The recipients each made a suitable reply.

Western Canada.

Dean & Co., Elm Creek, Man., are advertising their hardware business for sale.

Warden King & Son, Montreal, have opened a Winnipeg branch in the old warehouse of Thomas Ryan & Co.

W. G. McMahon, agent in Winnipeg for Buck's stoves and other lines, moved from McDermott avenue to the new building of the Smart Bag Co.

Maritime Provinces.

J. S. Neill, hardware merchant, Fredericton, N.B., has received orders from the C.P.R. contractors for 11,500 barrels of Gillinghorn cement for use in bridge building in that province.

The McClary Co., of London, is prosecuting William Mahoney, a former employe at St. John, N.B., for selling the company's stoves without their sanction. A charge of theft is being brought against the prisoner.

HOW ONE CANADIAN SUCCEEDED.

Wm. J. Todd, traveling expert for William Jessop & Sons, Sheffield, Eng., with American headquarters at New York, is assisting Charles L. Bailey, Toronto, general manager for Canada, and will call on the trade between Toronto and Vancouver during the next two or three months.

Mr. Todd called on Hardware and Metal in Toronto and in conversation with the editor, who knew him as a journeyman machinist in London, Ont., ten years ago, stated that he had gained his present position by being a close reader of trade newspapers and technical books. "I write as much as I can," said Mr. Todd, "as I realize how the writings of others have helped me and feel that if I can help others to gain more knowledge and improve themselves I am but doing what others have done for me."

Other travelers should do as Mr. Todd does and write helpful articles for the clerks and warehouse men.

HARDWARE AND METAL

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JOHN BAYNE MACLEAN - - - - - President

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SITUATION IN THE WEST.

Seeding is about five weeks late this spring in Western Canada and naturally there is considerable anxiety in business circles. Two week's ago the outlook was gloomy and many leading business men were inclined to be pessimistic, but warm weather has restored the confidence of most of the doubters and crop reports from the three western provinces indicate that the situation is by no means so serious as was at first supposed. Undoubtedly the acreage will be smaller than would have been the case under normal weather conditions. The rush of immigration would naturally have resulted in a greatly increased acreage, but the best that is now expected is that the area under cultivation will equal that of last year. The wheat acreage will probably show a decrease but the farmers are, this year, paying more attention to oats and barley and these two crops will show a big compensating increase.

Reports issued by the railways and secured by the Winnipeg daily papers from their corps of correspondents through the country indicate that seeding is now pretty well completed, Saskatchewan and Alberta being further advanced than Manitoba. Of course there is considerable anxiety owing to the long delay in completing seeding operations, but grain growers of many years' experience in the west state that there have been many and repeated instances of good crops resulting from seeding as late as May 20th and their testimony has served to allay the general feeling of anxiety. It is felt that with favorable weather during the

summer the western crop will be all right.

In the meantime the railways are rushing wheat to the lake front and already the effect is being felt throughout the country. Money is circulating more freely and wholesalers report considerable improvement in country collections.

THE BROKEN RAIL PROBLEM.

Some weeks ago Hardware and Metal drew attention to the large number of railroad accidents due to broken rails, pointing out that although all accidents of this nature occurring in Canada so far have been due to imported rails, it is advisable that an investigation be made into the subject to discover, if possible, how the continuance of the frightful railway wrecks can be avoided.

The subject is now receiving the universal attention of the daily and technical press, the "Scientific American" having an able article on the subject in its issue of May 18. It would be the sheerest folly, says that paper, to ignore or deny the magnitude of the danger which, under the existing conditions, threatens everyone who takes a journey upon our railroads. The Railroad Commission of New York has taken official cognizance of this question; and unless the responsible parties take speedy steps to improve the quality of the rails, the subject is one that may well become the subject of Federal action.

The present conditions are intolerable. Rails have become so unreliable as to constitute a continual menace to the safety of the passengers. The daily papers are filled with accounts of this or that train that has been ditched; and in the majority of cases at the end of the telegraphic account is a brief notice to the effect that the cause was a broken rail. We have shown elsewhere that the deterioration in the quality of the rails is due to the inferior quality of the steel used in their manufacture, and that the inferior quality is due to two facts; first, that the ores of which the steel is being made contain a larger amount than formerly of an impurity which cannot be removed by the Bessemer process; and second, that the manufacturers are using a portion of the steel ingot from which the rails are rolled, which formerly, under the railroad engineers' specification, was rejected as scrap.

The engineers claim that the broken rails come chiefly from that portion of the ingot which they used to reject, but which the mills are now incorporating. They also claim that if this portion of the ingot were rejected, it would be possible, in spite of the depreciation in the quality of the ores, to roll a rail

which would stand fairly well up to its work. On the other hand, the manufacturers understand that if a one-third crop were used on the ingots, it would mean an immediate and very large reduction in their output, a reduction which, in view of the increasing demands for rails, they are unwilling to make.

Starting from the incontrovertible standpoint that the railroads ought to be provided with the very best and safest rail possible, it would seem that the only and perfectly proper solution of the difficulty would be to make the one-third crop, as requested; roll rails of the very highest character that can be secured under the Bessemer process; and, in order to meet the shortage of the supply that would result from these improvements in manufacture, to remit the duty on steel rails, until such time as the rail-making concerns shall have been able to build and set in operation sufficient open-hearth plants to supply the full demands of the country.

KEEPING TRACK OF PRICES.

It is very important that the buyer keep track of every quotation that is made to him on the various classes of goods he buys. This is not only that he may have all the figures before him and select the lowest price, but also that he may watch the variations in prices from month to month. This whole record may be kept on one small card.

On the face of this card is entered the name or description of the article. Columns are provided, first, for the name of the concern making the price, date the quotation was made, price, terms (discount, time and so on), shipping terms (freight rates and facilities), the minimum amount which must be ordered to secure the price, and for remarks regarding the house or goods; then a column is provided for possible orders, and columns for the date, amount and price of any orders given. This card can be made to hold about twenty quotations. If any concern changes its figures, the first figures can be erased or a line drawn through the first quotation and a second entry made. The latter is preferred, for it shows the purchasing agent the ups and downs in quotations.

The reverse of this card can very conveniently be used for keeping an index of catalogues. The name of the catalogue, the date issued, its catalogue number and its shelf number are the only entries necessary in each case. Numbers are pasted to the backs of catalogues, and they are filed on numbered shelves.

If you feel grumpy try losing yourself in a flood of work for an hour or two. The chances are you will find your true self and lose your grumpiness.

NEW HIGHWAYS OF WESTERN DEVELOPMENT

The summer of 1907 promises to see the greatest activity in railway construction that Western Canada has ever known and the expenditure of the vast sums of money required to carry on the projected extensions will undoubtedly assure a prosperous year for the west and employment for all the labor that can be attracted to the country.

Work is being pushed ahead rapidly on the Grand Trunk Pacific lines, the Canadian Northern and Canadian Pacific have large extensions projected and under contract and the coming summer will see active work on Jas. J. Hill's line from Winnipeg to the coast. In all some 5,800 miles of road are under contract for the various companies, made up as follows: Canadian Northern, 1,500 miles; Canadian Pacific, 1,400 miles; Great Northern, 1,000 miles and Grand Trunk Pacific, 1,900 miles. In addition, taught by the sad experience of the past winter, the railways are spending large sums for additional equipment of the lines already in operation.

Many New Towns.

This means much for the immediate development and prosperity of the west. In the older countries and in the older settled parts of Canada railways are built in order to connect towns already in existence, but in the west the railways when built open up new territory and are responsible for the existence of many new towns. It is true that the Great Northern lines in Canada will run through the settled portions of the west; the Great Northern is not a pioneer road and it is receiving no Government assistance. But while this is true of the Great Northern it is not the case with the Grand Trunk Pacific of the projected extensions of the Canadian Pacific and Canadian Northern. These lines will open up new territory and any person familiar with the new main line of the Canadian Northern between Winnipeg and Edmonton knows what that means. On that line there are now many prosperous little towns that had no existence eighteen months ago. The road made accessible a rich agricultural country and settlers took up land along the line. The new towns were a necessary result. More than one hundred new towns will be founded during 1907 along the line of the Grand Trunk Pacific between Winnipeg and Edmonton. This announcement has been made by the officials of the new trans-continental. It has been the policy of the C.P.R. to keep the towns about twelve miles apart but the G.T.P. management propose establishing stations

and townsites at more than 100 points on the 790 miles of track between Winnipeg and Edmonton. This means a new town every seven miles.

West's Great Need.

The great need of the Canadian West is adequate transportation facilities. Given a big extension of the railway systems and adequate equipment for every mile of track in operation nothing can stop the speedy development of the country and the exploiting of its varied resources. Immigrants are pouring in this spring at the rate of more than 1,000 per day and the big problem is to get them to their destinations quickly and safely. The western market will absorb vast quantities of merchandise but the problem this winter and spring has been to effect deliveries of goods ordered. For that reason the great railway development promised for this year is welcomed by every business man interested in the west. The experience of the winter has taught him that the railways must improve their equipment if they are to provide satisfactory service and boards of trade are demanding that before the Governments advance any further assistance to the railways for the construction of new mileage, whether by way of subsidy or guarantee of bonds, they must insist upon the purchase of more motive power and rolling stock for the mileage already in operation.

The railway magnates are among the shrewdest business men in Canada. The fact that they are making such large expenditures for the construction of additional mileage is conclusive evidence of their unbounded confidence in the future of the country.

THE INVENTOR'S PLAYTIME.

At the recent celebration of his sixtieth birthday anniversary, Thomas A. Edison observed that he had spent the early part of his life in perfecting inventions for the benefit of the public, and that he would spend the rest of his life at play.

No one who knows Mr. Edison, or has some knowledge of his busy life, will fancy for a moment that he proposes to spend his remaining days idly twirling his thumbs or disporting himself in the games of grown-up childhood. He will play at inventing instead of working at it as a source of revenue. Freed from all commercial considerations, with mental faculties more than ever alert, the world will expect him, even more than he claims to have done in the past, to invent for the benefit of the public.

Scarcely would it be possible for Mr.

Edison—or for any inventor—to stop inventing. The inventive faculty knows no ordinary metres and bounds. It works and struggles and perseveres when it must earn bread and butter; but it does not become inactive when the bread and butter are assured in abundance.

The inventor's playtime should be the time of his greatest achievement. The inventor, free from the cares and worries of business, should do the best work of his life. This is Mr. Edison's golden opportunity, and doubtless he will grasp it eagerly and use it wisely.

LABOR TROUBLES.

Toronto, Hamilton and London are all experiencing a strike of journeymen plumbers, with honors about even so far. Some of the smaller firms and a few of the larger ones have compromised with the union men but with hardly an exception all the large employers are standing firm with a determination to win or go out of business.

Where employers have given in they are picking their men and paying the high wages only to those who are capable of earning the money. The employers contend that there has been altogether too much loafing done and there are many other matters to fight over besides the wages. No objection will be made to paying the highest wages asked if competent work is given in return.

The contest has practically resolved itself into a battle for the control of the shops. The union, by limiting the number of apprentices, by laying back on their work, and by other obnoxious rules, have practically secured a dominating position and employers have found themselves unable to discipline employes who have damaged large quantities of materials through rank carelessness. This has run its limit, the bosses say, and the "open shop" is the only alternative to handing their keys over to the union.

The unionists in Toronto played a trump card by reducing their prohibitive \$50 membership fee to \$2 during the strike, enrolling, as a result, nearly 100 English "bronchos" who refused to pay the exorbitant fee. This left the bosses almost completely tied up, but it also put more men out of work and will provide a larger supply of men when the trouble is over and work has been resumed. The action is also causing dissatisfaction among the men who have paid the \$50 fee and are given equal privileges to those who only paid \$2 for membership.

As we go to press the employers are standing firm and a long strike seems likely to result.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

PIG IRON—Advancing acute shortage.
LINSEED OIL—Advanced 2c.
TURPENTINE—Easier, 3c. lower.
PIG LEAD—Slight decline.
IRON PIPE—Advanced.

TORONTO.

WIRE NAILS—Now \$2.50.
LINSEED OIL—Advanced 2c.
FENCE STAPLES—Advanced 5c. per 100 lbs.
PLAIN GALVANIZED WIRE—Advanced 5c. per 100 lbs.
INGOT TIN—Advanced 1c.
COPPER—Slightly lower.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 23, 1907

Backward weather accounts for a slight falling off in the volume of the hardware trade as compared with last week. A brisk business is, of course, being carried on in the numerous spring necessities and all lines of builders' supplies are in great demand, but there is not the hustling and the rush which the trade would have undoubtedly experienced had the warm spell of last week continued. In a backward season like this, there is always a considerable amount of trade lost. As a rule, a man does not purchase a new lawn mower, or any one of the long list of garden tools, until the evident necessity for so doing has recorded its impression on his visual sense. When spring comes on early with a rush, the present necessity together with the thought of a long season's use of the purchased article causes him to buy, but when spring is protracted into the realm of summer, its moderately safe betting that no small proportion of consumers will make the old tools do till next year.

The immense amount of private, public and industrial building going on all over the Dominion causes a steady and strong demand for the many lines of hardware incident to the building trade.

There is not the slightest improvement in the situation as regards wire and its by-products; the raw material is difficult to obtain, the mills in the east are hopelessly behind, and delivery is most uncertain on account of the insufficient number of cars kept in commission by the big transportation companies. The above combination of causes is responsible for an advance of five cents per one hundred pounds this week on plain galvanized fence wire, fence staples, and wire nails. The price on the latter is now \$2.50 base, with two and half-inch, three-inch, one and a quarter specials, and common sorting sizes extremely difficult to obtain.

The factories are still away behind in the manufacture of screws and in all probability will not get abreast of the

demand for considerable time; some sizes are practically impossible to procure.

The supply of poultry netting and green wire cloth is farther behind than ever and the demand shows no signs of abatement. The discount remains at 50 and 5 off list price. The price of English netting during the last two years has been such that Canadian firms could not buy and re-sell it at a profit in competition with the home article. This year jobbers depended on the Canadian output entirely with the result that the home factories are unable to satisfy the unprecedented demand. As soon as this fact became apparent and buyers turned to England again, now resigned to pay the extra price, they found that the total British output was already booked, the strong demand from Australia having created a scarcity in that market also.

Bolts, rivets, and burrs still indicate a considerable shortage. Lawn mowers and screen door hinges are in great demand and the factories cannot begin to keep up with their orders in either.

The unfavorable weather of the last few days has exercised a decidedly detrimental effect on the sale of sporting goods; before the present cool spell arrived, trade was simply booming in all seasonable lines, with fishing tackle easily leading the market. When one considers that the sale of no other class of goods is so much effected by the caprices of the weather, it is no wonder that dealers in sporting goods are earnestly hoping for a marked improvement in the weather before the approaching holiday.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 24 1907

Now that the longshoremen's strike has been settled, or at least necessity has compelled a number of the resigning workers to seek their positions again, and that the strike has collapsed is a certainty, trade will again resume its normal condition. Still, the big jobbers are losing time and, naturally, money by the congestion on the wharves. This has been occasioned by the work of inexperienced men who unloaded the steamers and the goods needed are often piled up under some others less in demand. Large firms, like A. C. Leslie & Co., who handle heavy goods imported, are temporarily blocked. Two large steamers have gone ashore down the river, also. These are both loaded with pig iron and hence there are prophecies of an acute shortage in this article. An advance has been made in the current quotations and still further advances are anticipated.

The advance of five cents a keg in wire nails has been stiffly maintained

and business is first rate. Canada plates are holding to their advance and knowing ones state that this will hold firmly for some time.

The cold, unseasonable weather has checked the activity in the big jobbing houses. The general report is that things are slow. No freezer business is being done, and the refrigerators have not been much use anywhere as yet. Everything is in favor of the coal man. Even with the 24th of May the sporting goods stocks are not moving rapidly. The daily papers contain tempting ads., re the fishing, etc., but there can be little actual business when the weather is unseasonable.

The reduction in pure Manilla rope has been well maintained and the chances are that it will continue in this easy condition. Splendid sales have been reported everywhere of housefurnishing goods.

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 24, 1907

Most of the longshoremen who "resigned their work last week and who feigned their strike have regretted their action and the whole ugly affair has faded from view. Large numbers of the strikers have sought their old positions and are mostly back at duty again as formerly. This has helped the metal situation at the end of the week and the hum of activity is again to be heard about the city. The carters' strike was the worst element of the condition for this week, but that, too, has been relieved and the chief trouble now is to sift the jam of goods piled up by inexperienced hands. Metals, generally, are firm and advancing. In our current quotations several changes will be noted. Among the chief are the continued decline of antimony, the change in tank plates from \$2.65 to \$2.70, ingot copper declined half a cent a pound, ingot tin has advanced a dollar a hundred, pig lead is slightly easier by ten cents. A marked change in galvanized sheets will be observed also, and the market is very strong.

An interesting statement has been circulated in this district regarding the displacement of copper wire for the transmission of electrical current. On this subject the Boston News Bureau has the following to say:

"The statement that telephone companies are substituting iron for copper wire on account of the scarcity and high price of the red metal has no foundation in fact, at least so far as the American Telephone Co. is concerned. Neither the parent company nor any of its subsidiaries is at present using a pound of iron wire in places where copper has been used heretofore,

"The American Bell companies are using iron wire just as they have for years. The engineering specifications which standardize Bell construction throughout the United States, call for the use of iron wire in short circuits of not over forty miles, where the congestion of traffic over main copper routes requires an auxiliary service.

"While the American Telephone Co. has not altered its construction standard one iota on account of 25c. copper, it has enormously curtailed the work of new installation.

"The American Bell system used in 1906 about 55,000,000 pounds of copper, thus placing it among the three or four great copper consumers of the country. The 1907 total will probably show some reduction from this figure, but it will be due to a let-up in new construction and not to any yielding on the part of the Bell engineers to the temptation to put in cheaper, but temporary, iron wire."

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 13, 1907

The loss of the steamer Morena, off Newfoundland last Saturday, she being loaded with a cargo of pig iron from Middlesboro for Samuel Benjamin & Co., Toronto, has had considerable bearing on the Toronto metal market. The vessel carried 1,000 tons, and in the present state of the market when it is almost impossible to procure pig iron, a loss of this kind is bound to be felt by the trade. The boat was one of the three built in the Old Country for the Canadian Lake Transportation Co., to be operated between Montreal and Fort William. The Corunna, a sister boat to the Morena safely arrived at Montreal a week ago, with 1,000 tons of pig iron for Samuel Benjamin & Co. Customers will, therefore, be kept going until other shipments arrive.

The settlement of the longshoremen's strike at Montreal is welcome news, as most Toronto dealers have found it almost impossible to secure any supplies although large cargoes were lying at Montreal for them. One house reports that their summer stock of Canada plates and galvanized iron as arrived earlier than usual, but other houses report receipts of small shipments only. The settlement of the strike should enable the railway companies to get much of the blockade lifted, although it will be some time before all of the goods on the docks can be moved.

The buying of pig iron is not very keen at the present time, although there are some lengths for spot purchasers. Enquiries are being made for iron for delivery in the third quarter. Prices are very firm, and while foreign markets are a little easier the shortage on the Canadian market keeps conditions very firm.

Ingot tin has firmed up considerably and we now quote 46c. as against 45c. and 45½c. recently asked. Tin plates are very slow, both English and American mills being from six weeks to three months behind in their shipments. Canadian plates seem plentiful enough, but unless the shortage in tin plate is relieved higher prices seem possible before the end of the season.

A change in freight conditions is reported from across the line; the change increasing the weight of carloads from 30,000 to 36,000 pounds. This will mean that in order to secure shipments at the present rates buyers of sheet steel, tin plates and planished iron will have to import larger shipments.

Copper has weakened slightly during the past week, and we now quote 26½c., with a decline of half a cent. It is not likely that the market will weaken materially as stocks everywhere are very low. The rate is quoted at about the same and the price on imported pig iron being \$5.40. Antimony continues weak at about 25c. per pound. Sheet zinc and spelter remain unchanged.

London, Eng., Metal Markets

From Metal Market Report, May 20, 1907.

PIG IRON—Cleveland warrants are quoted at 61s. 6d., and Glasgow standards at 61s. 4d., making prices as compared with last week on Cleveland warrants, 1s. 1½d. lower, and in Glasgow standards, 1s. 1d. lower.

TIN—Spot tin opened firm at £190, futures at £185 10s., and after sales of 100 tons of spot and 250 tons of futures, closed firm at £190 for spot and £185 10s. for futures, making price as compared with last week unchanged on spot and 2s. 6d. lower on futures.

COPPER—Spot copper opened easy at £102 15s., futures at £101 10s., and after sales of 50 tons of spot and 300 tons of futures, closed easy at £102 15s. for spot and £101 10s. for futures, making price as compared with last week unchanged on spot and 7s. 6d. lower on futures.

LEAD—The market closed at £19 13s. 9d., making price as compared with last week, 1s. 3d. lower.

SPELTER—The market closed at £25 15s., making price as compared with last week, 2s. 6d. lower.

United States Metal Markets

Pittsburg, May 22.

The week was very busy so far as steel rails were concerned. Agitation as provoked by Mr. Harriman and others regarding bad rails which have been furnished appears to have stirred up the tardy ones, as orders began to increase. An inspection of the list sent out within the last ten days shows an aggregate of about 450,000 tons, ordered for next year's delivery, with more to follow.

One of the old rail makers is authority for the statement that there will not be nearly so many rails ordered for 1908 delivery as had been the case in 1907. The reason for this is obvious. In the first place the roads do not care to stock up with rails, which they will not want if there is a prospect of getting something better. They would rather go a trifle shy on rails of the Bessemer stripe and be ready for the new open hearth rails, which the Steel Corporation mills have promised to get out as soon as their mills can be built. This will be about a year hence, and the rails for the next year in all

probability will be open hearth all the way.

Another reason and a good one is that the railroads are afraid of the rails that are now turned out. The figures on rails broken have warned the road officials, and there is no use trying to disguise the fact that in their haste to turn out many rails, the big mills, including those of the Carnegie Steel Co., have turned out some mighty poor ones.

Another feature of the week was the raising of rates on pipe and tubing. The raise averages 2 points, or \$4 a ton all round. The raise was not a surprise as it had been expected and about this figure had been anticipated, too. The interesting part of the whole affair is that the orders have been allowed to pile up on the books of the National Tube Co., without any price being made. Since March 8 last the National has had no price list and those who have crowded their orders on the books since that time have done so with the understanding that they would have to pay for the pipe, but how much they didn't know.

On March 8 the National formally withdrew from the market. Its books were filled for months ahead and the company would not take any more orders at the then prevailing rates. Nor would they make any new rates. For ten weeks the orders were allowed to pile up without new prices, but the new ratings came about the middle of the last week and everyone seems satisfied. There has not been one protest from the buyers as to the higher rates.

There has been a big movement of eastern basic pig iron. In the past ten days not less than 90,000 tons have been sold. It is plain the consumers have been forced to accede to the demands of the producers in pig, as there has been no intimation of falling rates. The furnaces have been asking about \$24 for basic delivered, but the mill owners would not pay this, claiming it was a plain case of hold-up, and they would not be bled. As a result they took very heavily of scrap iron, but this did not last forever, and, so they were at last apparently forced into line, and had to buy at the rates which the makers of pig iron had originally demanded. One concern took 40,000 tons for second half, another 20,000 tons and several others 10,000 each. The Pittsburg furnaces continue to ask \$23 for fourth quarters iron, but there is little movement now in this vicinity.

Steel continues scarce and the small concerns are being hammered unmercifully by the larger fish who need all the steel themselves. Within the past two weeks the Schoen Steel Wheel Co., of Pittsburg, a concern which uses a world of steel and which can use but the best steel, has been badly crippled by not having any steel. On several occasions the immense force of men has been sent home, there being no work for them, no steel being in evidence. The worst of it is there appears no relief in sight. Within the past week a strike was threatened at one of the big Duquesne mills of the corporation, because there was a shortness of steel, and many workmen had to be laid off for days at a time. The workmen thought there was something wrong, and it was necessary for the mill people to do a lot of explaining before the vacations would be accepted. The nominal

quotation for bars of steel now is \$30.50 to sell at the mill.

The leading steel bar producers think they will be sold up for the year in a few weeks. The agricultural implement people are placing their orders very nicely and there will not be more than enough steel to supply them.

Halifax Correspondence.

Halifax, N.S., May 20.

The Halifax market is almost bare of poultry netting, plain and barbed wire fencing, and also netting for window screens. Orders are pouring in from different parts of the province and the local jobbers cannot fill them. The situation on the whole is extremely bad and the jobbers are at a loss to know what to do to overcome the difficulty. The whole trouble is caused by the manufacturers in the United States failing to fill their orders within the specified time. These goods were ordered last autumn for delivery by April first, but they have not as yet come to hand, and the jobbers cannot get any satisfactory explanation for the delay. The American manufacturers say that they will fulfill their contracts, and ship the goods, but their non-arrival up to the present means the loss of a large amount of business to the local dealers. There is also a great scarcity of iron pipe at the present time; there is very little on the market, and as the jobbers cannot complete their orders with the contractors, much time is lost. Nearly all the iron pipe used here is manufactured in Montreal, and the orders that were placed weeks ago have not been filled. This is the second time within a few months that the market here has been bare of iron pipe.

Wylie Rockwell has opened up business in Kentville, and intends to carry on heating, plumbing and sheet metal work in all its branches. He intends to make hot-air or hot-water heating a specialty. The new firm, in announcing its debut to the public says:

"We are prepared to do anything from mending a tin cup to the installation of the largest heating or plumbing job, no job too small for us to give it our careful attention, none too large for us to carry out under a guarantee of satisfaction."

The mechanical part of the business will be carried on under the management of Lewis G. Ellis.

The plant and stock of the Oxford Woodworkers, Limited, has been transferred to a new company, composed of Dr. J. R. Gilroy, A. E. Stonehouse, A. Graham and H. J. Spicer, and the business at Oxford will be continued under the old name. The new officers are as follows: President, Dr. Gilroy; secretary-treasurer, H. J. Spicer; manager, A. E. Stonehouse. The plant is now in full operation and the prospects are good for a large business this season in the woodworking line.

Messrs. M. N. Beaton, Kennedy Jones, Fred. W. Bawater, Hamilton Fyfe, and J. Crowley, all of London, passed through here last week en route to Newfoundland. These gentlemen represent the Harmsworth pulp interests in the

ancient colony, and their present mission is to watch the operations now going forward there in connection with town building and the development of the industry.

E. S. Campbell, representing the Enterprise Foundry Company, Sackville, N.S., is visiting Prince Edward Island in the interest of his firm. Mr. Campbell says he is having unprecedented success with the Monarch steel range and that he has booked more orders during the past week than at any similar time previous. He also says that he is making large sales of the Royal Grand, which is manufactured by the same firm.

W. Frank Murphy, of the Magnolia Metal Company, of Montreal, was in the city last week in the interest of his firm.

J. Stanley Hood, of Yarmouth, has joined the staff of R. Hemsley & Co., of Montreal, as traveler, and will shortly proceed to Newfoundland in the interests of his firm.

S. L. T. Harrison, manager of the United Paint Company, of Dorchester, N.B., was in Sydney last week looking up business.

George A. Wooten, tinsmith and plumber, is making extensive alterations to his premises on the corner of Barrington and Sackville streets.

St. John's Correspondence.

St John, N.B., May 21, '07.

Business during the past week has been rather quiet locally, but travelers in various sections of the province report trade good. The weather is still very cold and backward and acts as a hindrance to the sale of seasonable goods. The majority of the people are occupied in trying to keep warm rather than in thinking about purchases of ice cream freezers, refrigerators, fly screens and such goods. There were a few changes in prices during the past week, but they were of minor importance.

In the building trade, business is very good. The cold storage company which was seeking a site on the west side has decided to amalgamate with the New Brunswick Cold Storage Company, which some time ago acquired property on Main St. from the I.C.R. and they propose to commence the erection of a \$100,000 warehouse there in a few days. The tenders for the erection of a pavilion at Rockwood Park by the Frank White Company, were awarded last week and work is now going ahead. The Y.M.C.A. has raised nearly all of the \$60,000 needed to carry on the work of erecting their new building. They expect to secure the \$2,000 or \$3,000 which is still needed, within a few days. An endeavor is also being made to raise funds for a new building for the Seaman's Institute and efforts so far have been very successful.

The town of St. Mary's has decided to install a gravitation water system.

Commissioners are to be appointed this week to carry on the work.

A disastrous fire occurred on Friday last at Mid-day, when the big dry goods house of Macaulay Bros. & Co., on King St. was visited by an outbreak that resulted in a loss for them above their insurance of about \$40,000. The stock was insured for \$68,500. They will make repairs to the building at once. Only the first and second floor and basement were seriously affected. A new pneumatic cash system which had just been installed, was almost completely ruined.

W. S. Fisher, of Emerson & Fisher, who returned last week from a two months' trip to Southern California and Western Canada took the opportunity while touring to study the development of the cities visited and formed the opinion that firms in St. John and the Maritime Provinces generally, have a large and lucrative field for the development of their business should they establish branches in the west.

Speaking of speculation in real estate in the west, Mr. Fisher said the opinion existed that it was being overdone. The banks which had been lending money freely were drawing in and a stringency in the money market was the result. The tendency now was rather to discourage speculation.

Mr. Fisher spent some time in Winnipeg, where he found a marked change during the past three years. With regard to the prospect of the city developing into a manufacturing centre, he said there was a feeling that it would be some time before the west could do much in this direction. The conditions were against it and many eastern firms were opening branches there and doing a fair business. There would be undoubtedly a great field there for the eastern manufacturers for years to come.

United States goods were coming in in great quantities, owing to the low freight and it was thought that the duty was too low. To some extent great protection would be necessary for the eastern trade to meet on equal terms the United States manufacturers who had the additional advantage of an enormous output.

There were, however, Mr. Fisher added, about 100 firms, as far as he could ascertain, from the Maritime Provinces, doing business in Quebec, Ontario, and the west, which indicated that much could be done.

The long haul meant only a small increase in freight rates and the eastern manufacturer had such advantages as lumber and cheap coal in his favor. He urged that while the trade was yet in its infancy eastern firms, and especially those in St. John, should make a study of the conditions with a view to opening branch houses. In the future the west would undoubtedly offer the biggest market in all Canada.

All over the west Mr. Fisher met former New Brunswick people who were doing well in their new homes.

Premier Pugsley has announced that surveys are to be made by McKenzie

and Mann in about a week, for the proposed St. John Valley railroad.

Fred W. Sumner, of Moncton, arrived home last week from a visit to England, where he went in connection with the oil properties in Westmoreland County. Mr. Sumner says that negotiations are now in a fair way of inducing further capital to be put in the company and the oil fields properly developed.

W. Malcolm MacKay and son, Hugh MacKay, arrived home last week from a visit to England.

William Hare representing T. McAvity & Sons, is calling upon the trade along the north shore.

W. S. Fisher is in Sackville on business connected with the Enterprise Foundry.

Eastern Ont. Correspondence

Cobourg, May 20, 1907.

Commerce is not without its vicissitudes. Nothing can show that more clearly than a trip amongst the trade. So many influences work together in affecting business conditions either for better or for worse that it is hard to attribute a decline or an advance to any one condition. If merchants were blind optimists they would console themselves in saying that all these things work together for good, but they are not disposed so to consider it. A number of things certainly work for their advancement, but there are a few which do much to offset it.

Climatic conditions always have a far-reaching influence on trade conditions, and this spring they have proved a serious detriment, building operations having been hampered, and agricultural pursuits delayed. Money market conditions also have rendered business transactions far from satisfactory this year. To offset these two retrogressive influences, unseasonable climate and stringency in the money market, has come the overpowering forces of prodigious national development. Canada's natural resources have come to the rescue. We shall see how, in considering the conditions of trade in some of the larger towns along the Grand Trunk Railway between Toronto and Montreal.

* * *

Whitby, a town which has been almost quashed by the throes of commercial reaction during the past decade, is commencing now to feel, perhaps slightly as yet, the pulsations of activity and progress. Her two old industrial stand-bys, King Bros' tannery and the buckle factory, are still in operation, and a considerable extension recently made to the buckle factory attest to its progress, under the control and direction of Fred. Hatch, who was previously connected with the retail hardware trade. With bright prospects for the location of car shops at Whitby, industrial conditions will in the next five or ten years be very much improved.

* * *

Industrially considered, Oshawa is the most active and progressive town between Toronto and Kingston. Her many and various industries are receiving a patronage universal in extent, for their market is not confined to Canada or America. The McLaughlin Carriage Works, the Williams Piano Co., the

Steam and Gas Fittings Works, and the Malleable Works, are the life of the town. The malleable works alone employed one thousand men last winter and have now upwards of seven hundred and fifty under employ. Oshawa, by the variety of her industries, is immune from the deterring influences of inadequate transportation facilities. There is never a lack of cars, because economy is practised in this respect. Every day cars loaded with sand and pig iron arrive for the malleable works, but they never go away empty. The Steam and Gas Fittings Company, or one of the other manufacturing, utilize them for shipping their finished products. A prominent business man in Oshawa said to the present writer, "Seldom does an empty car leave this town." In regard to industries that is the ideal state of affairs.

While in Oshawa, instances were brought to the writer's notice of jobbers selling to consumers of hardware and building material. To say the least such business is unfair and unreasonable. Hardware merchants have enough competition to contend with amongst themselves without having the conditions aggravated by jobbers going out of their way. Just here is where the Ontario Retail Hardware Association must assert its power in repressing such an evil. We must have organization if we are to progress, and just as soon as the Retailers' Association becomes sufficiently formidable and influential to make the way of transgressors hard, they will put their business upon an unassailable basis. Organization will supply the motive power.

* * *

The hardware trade in Port Hope is brisk. Although few new houses are being built, old ones which have become dilapidated through disuse are being remodelled and made habitable. Business transactions are unsatisfactory because of price-cutting, growing out of keen and in some cases unreasonable competition. Although the hardware merchants knew that such a thing as the association existed, they were strangely indifferent as to its nature and what it is doing. They appear to be so absorbed in their business that they don't take time to consider methods calculated to improve it. No merchant should allow petty considerations to blind his eyes as to what the association is, and what it can do for them.

The Standard Ideal Co., manufacturers of plumbers' supplies at Port Hope, are doing a splendid business and enjoying increasing patronage. So rapidly is their business expanding that they are continually making extensions to their already large premises. This industry is one of the important factors in the development of Port Hope.

* * *

Although no new industries have located at Cobourg, those already established are doing a large business. Hardware trade conditions are very satisfactory, because by mutual arrangements the evils of price-cutting are obviated. The people of Cobourg are all looking forward to the time when the car-ferry will be running. As yet, nothing has been done to the harbor in the way of deepening the channel or lengthening the pier for the ferry, and it is probable that the boat will be ready before the harbor. Undoubtedly the operation of

the ferry from Cobourg to Charlotte will do much for Cobourg and for Ontario, especially the central and eastern districts, by making the distance for transporting coal much shorter.

Peterboro Correspondence.

Peterboro, May 22, 07.

The hardware dealers of Peterboro are looking forward to, in fact they are already in the midst of, one of the busiest seasons in the history of the trade in this city. The cause of the unusual activity is to be found in the building boom that is going on in Peterboro at the present time. At no previous time has there been so many important buildings in course of construction at one time as during the present season. Activity in the building trades, of course, means activity in the hardware business, and the men engaged in this line in Peterboro are doing well as a result.

Among the large buildings being constructed are new armories for the local military corps. This building is being built in Central Park, and the estimated cost is \$200,000. The contractor is G. H. Proctor, of Sarnia, and he has sublet the contracts for various portions of the work. Work was commenced on the foundation last week and rapid progress is being made. The tenders for the heating, plumbing, etc., have not yet been let as far as can be learned.

Right beside the armories in Central Park, Peterboro's new collegiate institute is being erected. It will cost about \$65,000, and Langford & Sheehy of this city have the contract. The contract for the heating of this building has been awarded to MacGregor & Reid, a local firm, the price being \$4,800. This firm also have the contract for the electric wiring of the collegiate. During the past few days work has also been commenced on the new normal school, one of the three which the present Ontario Government decided to erect in the province. It is situated in Dixon Park and will cost in the neighborhood of \$60,000. Mr. Whitham, of Brantford, is the contractor and good progress is being made on the foundation.

* * *

Some idea of the activity in the building line in this city is furnished by the extent of the building permits that have been issued since the first of the year. Up to Saturday, May 18th, these totalled \$480,335. This does not include the armories, collegiate institute or normal school, work upon which was commenced before the building permit system came into force in this city. The Canadian General Electric Company has a \$20,000 building in course of construction, and the Colonial Weaving Company are to erect mills in order to double the present output of their factory.

Plans are being prepared for the erection of a new Roman Catholic church, and the congregations of Charlotte St. Methodist and Park St. Baptist churches have projects under way for the building of handsome edifices during the pre-

sent year. A large number of new dwelling houses are also being erected. All these mean much business for the hardware men, and they are kept unusually busy.

That the management of a large hardware business fits a man for a place of high responsibility in the community is exemplified in this city in the case of Vincent Eastwood. Four or five months ago when the Royal Bank was opening a branch in Peterborough they had their lines out for a progressive, energetic and trustworthy man to take the local managership. After considerable investigation on the part of the bank officials, Vincent Eastwood, manager of the Peterborough Hardware Company, was offered the position at a lucrative salary. He accepted the managership of the local branch of the Royal and has been in active charge for the past three months. During that time he has shown himself to be a first-class man for the position and the local branch is now doing a fine business. Mr. Eastwood stands high in the estimation of the business men of this city and is without doubt going to make as much a success of banking as he did of the hardware business.

Adam Hall, who for some time was managing director of the Canadian Cordage Company, has given up that position owing to the increasing demands made upon his time by the hardware business with which he is associated, with his sons. Mr. Hall is now taking an active part in the management of the hardware business, which is constantly expanding.

The firm of MacGregor & Reid, of this city, although comparatively new, is rapidly coming to the fore. Plumbing, heating and electric wiring are the firm's specialties and they are doing a large business in these lines. Among the contracts they have handled recently was the plumbing and heating of the new King Edward school, in the south end of the city. This work has been completed and is highly satisfactory. They have also been awarded the contracts for the electric wiring and plumbing and heating of the new collegiate institute, now in course of construction.

Several improvements have recently been made to the premises of the Best Stove Company of this city. The office has been moved to the rear of the store giving a much larger amount of floor space in the central and front part of the premises. The changes add greatly to the appearance of the store.

The hardware stores in Peterborough close at 6 p.m. every night in the week except Saturday, when they are open until 10 o'clock. This arrangement is found to work satisfactorily and is likely to remain in force for some time. The different hardware establishments open at 8 a.m.

Owing to the activity in the building line local hardware firms report a big demand for nails. Every store put in a heavy stock of these this spring, but

from present appearances they will have few on hand before the season is over.

Manson Comstock is now managing director of the Peterborough Hardware Company, assuming this position on the resignation of Vincent Eastwood. The business is growing steadily under the new management and enjoys a thriving trade.

The plumbing trade is exceedingly active at present and has been so for some time. Some of the firms have been unable to meet the demands made upon them and their men have been working overtime. The large number of new houses being erected is responsible for the activity.

London Correspondence.

London, Ont., May 21.

W. F. Wyatt, who a few months ago purchased a large store on Talbot street, south of King, and opened out in the stove and tinware business, has given it up and leased the premises to Gray & Son, the Chatham carriage manufacturers, who are using the place as a warehouse and showroom.

The Scott Machine Company are at work on a new machine for tin binding calendars, ordered by the patentee for one of the local printing offices.

The Hobbs Hardware Company are getting out a catalogue of jewelers' specialties. It is the first one made.

The wholesale jobbing business is very active just now. Firms are, however, experiencing much difficulty in procuring goods, particularly the various wire lines. There is a remarkable scarcity of poultry netting and it is impossible to get wire cloth for screens. Even nails are affected.

The Hobbs Manufacturing Company report business in the plate glass trade quite brisk, they being busy filling orders from various parts of the country. This is all the more gratifying when it is considered that the present is usually a quiet season.

Geo. Taylor & Son, retail hardware dealers, are selling out, their intention being to concentrate their interests in New Ontario. The head of this firm, who was reared and educated in London, has been singularly successful in his business and speculative ventures, and is believed to have amassed considerable wealth. He learned the harness-making trade here years ago, and later, on the occasion of the first Red River expedition, went with Wolseley's force to Fort Garry. After the quelling of the rebellion Mr. Taylor settled down and witnessed the birth and growth into considerable dimensions of the city of Winnipeg. He invested judiciously in real estate out there, and

when some years later he returned to London to reside he had a pretty good start. He took an active interest in municipal affairs, and was elected alderman for several years and served three terms—1889 to 1891—as mayor of the city. At the time of the Equal Rights agitation he unsuccessfully contested East Middlesex in that interest. A few years ago he went up to New Liskeard, and was so pleased with the prospects there that he opened up in the hardware business. His success there is the cause of his discontinuing business here, and when the local establishment is closed the son will join his father. Mr. Taylor is president of the famous Hudson Bay Mining Company, and a brother of Thos. Taylor, M.P.P., for Central Winnipeg.

The McClary Manufacturing Company have overhauled their showroom, which is now as up-to-date as it is possible to make it. It is located on the ground floor and in direct connection with the sales department. The permanent platforms have been discarded and their places taken by moveable stands on castors. By this means it is quite easy to move a stove or range around for inspection and to make changes in the display as the seasons change. On view are ranges, gas (natural and artificial) stoves, oil stoves, refrigerators, enamelled ware, etc.

The McClary Manufacturing Company are now making a new shape lipped preserving kettle, which is a vast improvement on anything of the kind in the market. The sides are straight and the bottom broader than usual, the result being to make a difference of almost a size in the capacity of a kettle as compared with the old style. Another advantage is the ease with which pouring is done.

The new enamelled ware catalogue of the McClary Company is out, giving revised list prices on all lines of these wares. Many leading lines, such as Berlin and convex, have been reduced, while a few of the slower selling lines have been advanced. On the whole, however, prices will about even up. On white wares the list prices and discounts have been increased, making the net result on the whole about the same as before.

With the large amount of building in prospect it looks as if this will be a busy season in the sheet metal trade. The \$75,000 addition to the G.T.R. shops which has been decided on will keep some galvanized iron men, among others, busy for a time.

Chatham Correspondence.

Chatham, Ont., May 22, 1907.

The Manson Campbell Fanning Mill Co. are building a \$3,500 addition to their factory in Chatham.

The Blonde Company, of Chatham, have the contract for a \$20,000 residence

for C. C. Embrey, Walkerville, and for a \$40,000 addition to Sandwich College.

Thos. Cox will shortly erect a new brick block in Tilbury. Plans are now being prepared.

Thanks to the activity of the local fire chief in enforcing the by-laws, there is just now a brisk trade in fire escapes in Chatham. Robt. Riddell & Sons installed fire escapes on the Hotel Rankin, I.O.O.F. Temple and Miller Block last week.

The Volcanic Oil & Gas Co., who supply the city with natural gas from the Tilbury field, intend shortly to replace their present three inch pipe line by a six inch or eight inch line. They will also connect their four wells in the field.

Word has been received here that F. Rogers, formerly employed in J. W. Fleming & Son's hardware establishment at Blenheim, recently met with a bad accident at Windsor through falling from the roof of a building on which he was engaged in tinning and plumbing work. He is now in hospital at Windsor.

There is a prospect that a window glass factory may shortly locate at Chatham. The concern is an American enterprise, which desires to locate a branch in Canada. It will probably manufacture stained and leaded glass solely. The Board of Trade now have the matter in hand.

Woodstock Correspondence.

Woodstock, May 20, 1907.

While not experiencing a building boom this season, yet Woodstock is receiving its share of new buildings, some of them large and involving in their construction a considerable amount of money. A new Carnegie Library is to be built, and plans have already been let. Plans for a Y.M.C.A. building, at a cost of about \$19,000, are being prepared, and work will be proceeded with shortly. The Canada Furniture Manufacturers have let the contract for a ten thousand dollar extension to their local plant. Jones Bros. will erect a new building for the manufacture of cigars and the retail sale of tobacco, at a cost of five thousand dollars. In addition, vate residences under way and in contemplation.

Some very tasteful and original window displays are from time to time prepared by local hardware dealers. A. H. Gingerich at the present time has attractive features in his two show windows. One is devoted to advertising the sale of tents. The background of the window is a curtain, after the style used by photographers. In front of it, is a miniature tent, fastened down in regulation manner, and calculated to give spectators a good idea of the looks of a real tent and the way it should be set up. In the other window, a rough model of a locomotive engine has been pre-

pared out of a big flour barrel, some part lengths of stove pipes, oil cans and other articles. It has attracted considerable attention, and a good deal of ingenuity has been displayed in its construction. F. W. Karn also has a good display in one of his windows, advertising Ramsay's paints. It consists of a miniature house, beautifully painted (of course), and set in the midst of real grass, which looks as natural as if growing on somebody's lawn. Up-to-date merchants are always ready to admit that a judicious use of window space, combined with liberal newspaper patronage, invariably bring in their train a large trade.

Local hardware dealers have no organization, and no agreement of any kind. The result is, that there is considerable price-cutting on a great many lines of goods. This is inevitable, when dealers are not bound in honor to keep up to a certain price. "If one of us puts out any article at a rather lower price than usual, the others are sure to hear of it, and meet the price," one dealer said to your correspondent the other day. He admitted that it would be in the best interests of all if prices were not cut and slashed for the sake of getting trade, but did not know how conditions might be remedied. He instanced the case of one dealer—whose name we had better not mention—who, in getting trade, had sold bills of glass at a figure which would not begin to cover the import price, and the cost of transportation with the percentage of breakage.

Hardware, as well as other dealers, have a perpetual grievance in the fact that, when ordering a bill of goods, they have to pay cartage charges at both ends, paying the expenses of getting the goods to the trains at Toronto or London, wherever they are shipped from, as well as at their own end, in bringing the shipment from the station to their store premises. One dealer suggests that merchants all over the country take up the matter, individually as well as through their associations, and thus force jobbers and manufacturers to pay cartage at their ends of shipments of goods.

B. C. Correspondence.

Vancouver, B.C., May 17, 1907.

The final announcement of the settlement of the coal strike has caused business men through British Columbia and Alberta to breathe a sigh of relief. In all lines of trade and industry there has been felt the ill-effects of this ill-conceived strike. The almost complete tie-up of west-bound freight has been affecting every business enterprise, stocks which were badly needed being "lost" for weeks. East-bound freight, both lumber and merchandise, has moved from the coast fairly well, but the deliveries of lumber to Alberta and Saskatchewan

points have been very slow. Now, however, business in all lines is expected to settle down to the usual routine. In the interior the strike settlement came just in time to prevent all the mines closing down indefinitely and thus losing their crews of men, which in the state of the labor market is a serious matter.

Hardware merchants are more optimistic this week as a result of the partial clearance of the air from the carpenters' strike troubles. Many of the men have gone back to work because they have made settlements with individual members of the Builders' Exchange, and demand is, as a consequence, much better for lines of building materials. Some changes in prices are noted this week. Cut nails, which were \$4, are now quoted at \$3.75. This week's quotation on turpentine is \$11.35, which is a raise of 60c. per case from price prevailing for some time past. Most other lines show no variation in quotation.

ADVERTISING MAN'S CHANGE.

E. C. Dingman, formerly in charge of the advertising and catalogue department of the Frothingham & Workman Company, Montreal, has joined the staff of Caverhill, Learmont & Company, in a similar position.

Mr. Dingman has proved his worth long ago. He is especially well equipped for his work as he has grown up in the hardware business and this, coupled with an excellent education and a natural gift for business as well as writing and detail give him a capacity hard to duplicate. He grew up in Stratford and Strathroy, Ont., and after a steady hardware store training in retail between school hours; he graduated from Toronto University in 1897, taking a special course in political economy. He was possessed, as his whole family is, of a newspaper instinct, and spent some years at the grind of daily work. He has three brothers in newspaper work; two of them are owners of papers; the other is assistant managing editor of the Montreal Weekly Star. His natural bent seemed to be for business, so he accepted a position in a hardware store of Moore & Browne, at the Sault, where he did catalogue and advertising work successfully. It was from there that he came to Frothingham & Workman, in August, 1904. He at once initiated a vigorous advertising policy, tempered with fine discriminatory judgment and as this sterling company with over a hundred years of selling hardware, had just been reorganized, it was opportune. His original advertising and capable work on this firm's catalogue attracted attention in the trade. On several occasions Mr. Dingman received tempting offers from large firms in the United States, but he always preferred Canada; in fact it was the merest accident that he left Frothingham & Workman.

His new work will require great attention for a long time and will be the onerous task of taking up catalogue building which was started by another man and left incomplete. Mr. Dingman is the type of young Canadian who would succeed anywhere and whose services are an acquisition.

MANITOBA HARDWARE AND METAL MARKETS

Market quotations corrected by telegraph up to 12 a.m. Thursday May 23. Room 511, Union Bank Bldg, Winnipeg, Man.

Favorable weather is having a big effect in stimulating trade and restoring confidence, which was somewhat shaken by the lateness of the spring. Wholesale houses are rushed with orders.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.96; 11, \$3.02; 12, \$3.10; 13, \$3.20; 14, \$3.30; 15, \$3.45; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

POULTRY NETTING—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILES—No. 10 and larger, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M" brand and other brands, 55 to 60 p.c. Add 15c. per box. Capewell brand, quotations on application.

WIRE NAILS — \$2.95 f.o.b. Winnipeg, and \$2.50 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES — ¼ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS — Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS — Bolts, carriage, ¾ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS — Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—¼-in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, 4.50; ½, \$4.25; 9-16, \$4.20; ¾, \$4.25; 1, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per

doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS — Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS — Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE — Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE — Rope sisal, 7-16 and larger, basis, \$11.25; Manilla, 7-16 and larger, basis, \$16.25; Lath yarn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS — Royal Canadian, \$35; B.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC. — Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephens' Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand. Will you supply it in your territory?

Write for our special pan, tells how "We help you sell."

G. F. Stephens & Co.

Limited

PAINT AND COLOR DEALERS

WINNIPEG,

CANADA



- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

SAMPLE SHINGLES SENT ON APPLICATION

Winnipeg Paint and Glass Co. Limited
CALGARY **WINNIPEG**

"The Eldredge"

B Sewing Machine

MAKE IT YOUR LEADER AND BE WITHOUT A COMPETITOR.



The No. 74 Improved "Eldredge B, with New De Luxe Finish, as shown in Cut, is the very best business proposition ever offered the Sewing Machine trade. It is new, original and artistic—simple in arrangement—positive in operation. Progressive hardware dealers have come to recognize the fact that it is to their best interests to carry a line of Sewing Machines, and the discriminating ones are selling "The Eldredge"—The day of the transient trader in Sewing Machines has passed, and our most active agents for this line are hardware dealers.

Write for our latest catalogue, which also shows a line of Sewing Machines we can sell you to retail at \$25. Guaranteed for 10 years.

MERRICK-ANDERSON CO.,

Winnipeg.

EMPIRE STOVES AND RANGES



MAJESTIC EMPIRE

This is the largest Oak Stove made in the world. You may say: "Why did you make it?" Because Canada is as cold as any country in the world. Did you ever sell a large heater where you ought to have sold a larger, but could not get it? You have! Needn't any more, we have it.

W.J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG MAN.

AND AT BRANDON, MAN.

Square your Accounts

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, $\frac{1}{4}$ -in., \$2.65; $\frac{3}{8}$, \$2.80; $\frac{1}{2}$, \$3.50; $\frac{3}{4}$, \$4.40; 1, \$6.35; 1 $\frac{1}{4}$, \$8.65; 1 $\frac{1}{2}$, \$10.40; 2, \$13.85; 2 $\frac{1}{2}$, \$19; 3, \$25. Galvanized iron pipe, $\frac{3}{8}$ -in., \$3.75; $\frac{1}{2}$, \$4.35; $\frac{3}{4}$, \$5.65; 1, \$8.10; 1 $\frac{1}{4}$, \$11; 1 $\frac{1}{2}$, \$13.25; 2-inch, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10 $\frac{1}{2}$ -oz., \$5.20; Queen's Head, 20 \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES — 18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE — Silver Star, in bbls., per gal., 20c.; Sunlight, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases, \$2.-75.

PAINTS AND OILS — White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2 $\frac{1}{2}$ c.; in kegs, 3 $\frac{1}{2}$ c.; turpentine, barrel lots, Winnipeg, \$1; Calgary, \$1.07; Lethbridge, \$1.07; Edmonton, \$1.08. Less than barrel lots, 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gallon advance on these prices.

WINDOW GLASS — 16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.-30.

RAZOR STROPS.

These are prepared from strips of linoleum of the usual length and width, left for 24 hours in a $\frac{1}{4}$ to $\frac{1}{2}$ per cent solution of hartshorn salt, to which 1 $\frac{1}{2}$ per cent. of alum has previously been added, at the ordinary temperature; the strips are then dried at the normal temperature, rubbed with soap and polished with pumice stone. They are finally fastened in the usual manner to wooden handles. Stropps made in this way will give a smooth, sharp edge to the razor.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning **HARDWARE AND METAL** to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Bowser's Oil System.

S. F. Bowser & Co., Fort Wayne, Indiana, have issued three attractive booklets setting forth the excellencies of the Bowser system for storing and handling gasoline and lubricating oil. The booklets are profusely illustrated, showing the plans of general factory oil storage and the underground storage of gasoline in leak and evaporation-proof galvanized steel tanks. Convincing reading matter shows why the Bowser system of storing gasoline in automobile garages is the safest, cleanest, most economical and most convenient method in operation. After the quantity lever has been adjusted, the Bowser self-measuring pump draws from the tank only the amount necessary for immediate use, so that there is no gasoline remaining in the building. All the gasoline is in the tank or in the automobile, at all times away from the air, thus eliminating loss from evaporation and preventing the formation of dangerous vapors. The Bowser system is successfully operated wherever oil is handled, whether by private individuals or by large firms. A complete descriptive catalogue and price list can be had by application to above named company.

Saw Guide Circular.

In a series of three bulletins O. J. Schell, Alexandria, Ont., brings before the trade the advantages of his Improved Saw Guide, a cut of which appears in bulletin No. 1. These bulletins also describe saw mill machinery and specialties, as well as foundry casting in iron and brass.

Hardy's Anglers' Guide.

To the lover of sport and to the dealer in anglers' supplies, there is much that is interesting in Hardy's Anglers' Guide, published by Hardy Bros., of Alnwick, England, which has recently reached us.

Most of the 350 pages are given over to cataloguing the innumerable articles manufactured by this firm, while space is ungrudgingly given to general and specific information of immense value to the angler. There are not less than eight Hardys working in the management and direction of this firm, all of whom are enthusiastic anglers, so that they are able to bring personal and practical experience to assist and guide the manufacture of the goods which they offer the trade.

The price list contains illustrations of all nets, leads, reels, rods and general tackle, as well as ten or more full page

illustrations, in color, of trout flies, salmon lures, etc., etc. This is the most complete catalogue and anglers' guide that has passed through our hands for several seasons, and it is a pleasure to recommend same to the notice of dealers in sporting goods.

Ceiling Fans.

The Canadian General Electric Co., Toronto, Canadian agents for the Hunter Fan and Motor Company, Fulton, N.Y., have issued a handsomely illustrated 24-page catalogue, setting forth the excellencies of Tuerk alternating current ceiling fans. The first page contains a group photo of the six Hunter brothers, who compose the firm, the body of the book is filled with full-page colored cuts and a complete price list of the different fans, as well as their parts, is appended at the back.

Electrical and Sporting.

John Millen & Son, Montreal and Toronto, have had a series of seven attractive catalogues, with cuts, descriptions, and price lists of the different classes of goods which they handle. The series is comprehensive and a credit to the firm. Catalogues dealing with any one or all of the following lines of goods may be had on application: (a) Bicycles and bicycle supplies; (b) Automobile and gas engine materials; (c) Motor boat fittings and supplies; (d) Tools; (e) Gun repair parts; (f) Sporting goods; (g) Keys and locksmith supplies.

Valves and Fittings.

The Crane Co., Chicago, have issued a revised complete pocket catalogue containing cuts of and information about valves, fittings and various kinds of engineering specialties. This compact and handy little booklet may be had on application to the company.

INGENIOUS BELT TOOL.

A new belt tool has been invented by E. E. Barnett, Kremlin, Oklahoma Territory. This tool has means for punching and cutting holes such as are generally provided to receive the lacing in the end of a belt. An ingenious device for drawing the lacing through these holes in the belt and lacing the ends thereof together is also embodied in its construction.

IMPROVED MOP WRINGER.

An improvement pertaining to washing and scrubbing has been perfected by J. L. Potts, Ithaca, Mich. Its object is the provision of a new and improved mop wringer arrangement to permit of conveniently and quickly placing the mop in position between the mop-wringer rolls to insure a thorough wringing of the mop.

NEW SAMPLE ROOMS.

Caverhill, Learmont & Co. have opened a new sample room for the convenience of customers at Fraserville, Que. Aug. Painsaud has charge and any merchant calling there will be well received.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES.

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and water-marks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [1f]

FOR SALE—Established plumbing, stove and tin-smithing business in one of best towns in Niagara Peninsula; last year's business \$12,000; stock and tools will run about \$2,500. Write at once to Box 621, HARDWARE AND METAL, Toronto. [22]

ACCOUNTANT, fifteen years with large manufacturer, desires a change, thoroughly competent to take charge, large experience, young Canadian. Address "Rustler," care HARDWARE AND METAL, Toronto. [21]

WANTED.

HARDWARE BUSINESS WANTED—Give full particulars what stock consists of and turn over. Apply to Box 45, Kincardine. [21]

FOR SALE.

ONE nearly new "Ontario" acetylene gas machine; reason for selling, we have natural gas now. Dobbys Bros., Wheatley. [21]

FOR SALE—One complete set of second-hand tin-smith tools. For further particulars apply H. McGillivray, Pense, Sask. [22]

FOR SALE—Good set of tin-smith's tools, almost new. Address P. A. Cheevers, 252 Burwell St., London, Ont. [22]

CORRUGATED IRON—600 squares of galvanized corrugated iron, 26 gauge; second-hand; for sale cheap. W. E. Dillon Co., Limited, 114 Church St., Toronto. [21]

SITUATIONS VACANT.

WANTED—Young man with three or four years' experience as hardware clerk, to take position as junior clerk. Apply at once stating experience and giving references to Gilpin Bros., Orillia, Ont. [1f]

WANTED—At once an experienced hardware clerk to take charge of retail department. Apply to W. B. Dalton & Sons, Kingston. [21]

SITUATION VACANT.

TINSMITHS—Wanted for troughing, roofing and general job work; good wages. Peter Hymmen, Berlin. [21]

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.

HAMILTON ONT.

"HAMMER THE HAMMER"

The best made, best advertised and best selling revolver in the world.

1,500,000

**IVER JOHNSON'S
SAFETY AUTOMATIC REVOLVERS**
now in use



It is a straight dealers' proposition. Never found in a premium list, and we never sell by mail where a local dealer can supply. Send for catalogues and terms—mighty good terms—to dealers. Or ask your jobber—he knows.

IVER JOHNSON'S ARMS AND CYCLE WORKS
330 River Street, Fitchburg, Mass.
MAKERS OF IVER JOHNSON TRUSS FRAME BICYCLES AND
SINGLE BARREL SHOTGUNS

IVER JOHNSON



"Quality Unsurpassed"



BELLEVILLE BRAND



HORSE SHOES

We devote all our efforts to the manufacture of one brand, consequently are in a position to place on the market a superior grade of shoes.

Toronto and Belleville Rolling Mills

BELLEVILLE, ONT.

LIMITED



The Mark of Quality



Heating and Housefurnishings

VENT FLUE FOR CHURCH.

R. Thompson, Seagrave, writes: "We are building a church in this place and the committee are anxious to know if they could work out the accompanying plan on chimney. I would be very pleased if you could give anything that would be of use to us; also be good enough to let me know what should be done to make them more telling."

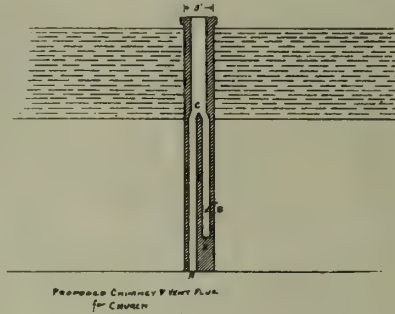
The plan shown and the suggestion as to the changes proposed would not be as satisfactory as desired.

As shown, the vent flue if merged into the chimney would interfere with the draft of the heating apparatus, acting as a check on the same. Even if the two flues are not connected, the volume of air that would be moved through the vent shown would be quite small as the flue is entirely in an outside wall and has only one side exposed to the heat from the chimney flue.

The volume of air moved is dependent on the difference between the air in the stack and the outside air and the size

the air in the out stack. This can be best done by placing the smoke-flue directly inside the vent flue, exposing the entire surface of the smoke flue or stack to the air in the vent flue, as shown in the drawing.

This stack should be built of No. 10 black iron plate and should be anchored



each five or eight feet and should rest on a solid base and be provided with a clean-out at the bottom for the removal of soot.

No size is given of the building that it is desired to ventilate, but with the flue as shown (36x36 inches) and a net area of approximately eight square feet, it should be ample to give a change of air four times an hour in a room or building of 25,000 cubic feet. If the building is larger or a more frequent change of air is desired, then the flue will need to be built accordingly.

A register 36 in. x 42 in. should be placed in the vent flue at the floor line of the room. If it should be desired to vent from more than one point several smaller ducts equal in capacity to the main stack could be made of galvanized iron and each inlet provided with a register. A very neat and effective inlet face for the main stack from galvanized iron screen wire of No. 12 gauge having not more than one inch mesh and provided with a suitable frame.

PUSHING STOVE BUSINESS.

An American hardware dealer writes: "We handle stoves, and the sale comes at a time of year that would be quite otherwise and a good chance for profit lost. It has been found profitable to handle one main line and a few from several other lines, just like all other goods. No one manufacturer can make the best of anything."

"We buy what is said to be the same range catalogue houses handle, and put it on the floor and mark it less than cost, and call it our mail order range, and never miss a chance to show it. Put all efforts in selling the better stoves. We have only sold two or three of those cheap stoves in a year. So in that way we get cheap advertising."

"In selling for cash on the easy payment plan. We take a lease back on the stove. We prefer the instalment plan, as many buy this way that would not otherwise. In advertising we use newspapers, circulars, etc., rulers, circulars, mailed personal, work on prospects, keeping everlastingly after them."

"The proprietor and store clerk should know his stove from A to Z, and to be able to show that he knows it is the best on earth. He should also know points on the other fellow's stove, but in no instance to call names of competitors, but emphasize points on own wares not possessed by the others."

"To have stoves well displayed is more than half the battle. To do this we made platform as wide as a range and run along one side of store where we formerly had shelving, placing all shelf goods on tables, one above another, in centre of store. We painted for ten feet up behind platform for background a dark red, set up ranges and heaters, each with joint of pipe and elbow and wall-rings to make a finished appearance. The dark red makes the nickled trimmings stand out, and a store looks twice as good. Our sales have been trebled, and all we have to say is do likewise, and we know results will be the same."

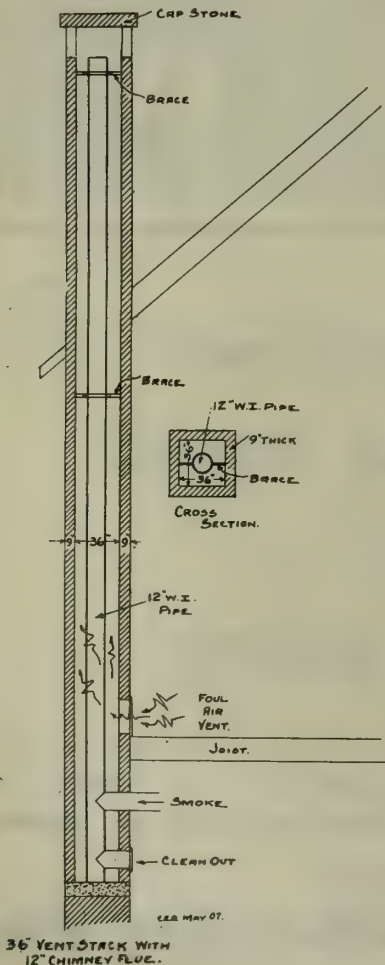
NEW STEAM COOKER.

A steam-cooker, comprising a casing divided into an upper steaming compartment and a lower baking compartment, has been invented by C. S. Eppley and M. E. Stonesifer, York, Pa. Doors afford ready access to the compartments. The bottom of the baking compartment is raised above the casing bottom, affording boiler space beneath it for the heating branch of the boiler and bottom plate of the casing, which constitutes, with the bottom of the baking compartment, the boiler chamber at the casing bottom, in which the heat accumulates surrounding the heating branch of the boiler.

THE DISPOSAL OF SEWAGE.

A valuable contribution to the literature on the disposal and purification of sewage has just been issued by the United States Geological Survey. The volume of sewage discharged by modern communities is so large and the character of all kinds of sewage is always so objectionable, that the so-called sewage disposal problem becomes, from the economic as well as the sanitary point of view, one of the most serious with which American cities have to deal. It is of vital importance to every community to secure such a disposal of obnoxious sewage as will avoid the creation of any insanitary focus or foci in the environment, or any infringement of the laws of hygiene and sanitation.

The investigations described in this publication were made at the Sanitary Research Laboratory and Sewage Experiment Station of the Massachusetts Institute of Technology, under the direction of Prof. William T. Sedgwick. The station at which the work was carried on is situated on the line of the main trunk sewer of the south metropolitan district of Boston at a point where it contains the sewage of about half a million people. At this station pumps were installed and tanks were constructed for tests of the various methods of sewage purification. The results are by no means applicable mere-



or area of the vent flue, together with the height of the flue. The greater the difference in temperature and the higher the stack, the higher the velocity, and with any given velocity the volume increases with the area.

As stated, a higher velocity can be had by increasing the temperature of

ly to large cities, but contain lessons of practical value to all communities having to deal with the ever present sewage disposal problem. The description of the experiments is preceded by a careful and elaborate historical review of the whole sewage disposal problem from its origin in the wide adoption of the water-carriage system up to the present time, when that system has become practically universal. This interesting review cannot fail to be of the highest value to expert engineers, sewage commissioners, and cities all over the United States, especially to those numerous small communities that are confronted, perhaps for the first time, with a problem that means so much for the health as well as the finances of the citizens.

DUSTPAN WITH FOOT ATTACHMENT.

In the search for opportunities to exercise their ingenuity, inventors are only too apt to overlook the little details close at home, and hence it happens that the household, the oldest of institutions, is still sadly in need of many improvements and there are possibilities for invention even in a dustpan. It seems odd that no one before has thought of the incongruity of using a short-handled dustpan with a long-handled broom. C. W. Robinson, of 923 Fourth street, San Diego, Cal., has devised a pan with a view to obviating the necessity of stooping over when sweeping dust into the pan. The improved pan is formed with means for attaching it to the foot of the operator, so that it can be conveniently held at the proper working angle while both hands are used in wielding the broom. The foot attachment is formed of wire, bent to such a form as to provide a support for the pan and also a stirrup for the foot. The stirrup is in the form of a spring clip, so that it will cling to the foot of the operator as it is moved from place to place. When disengaged from the foot the pan will stand at the proper working angle, being supported by the wire frame. The invention also provides an improvement in the pan itself. Instead of having a flat bottom, the pan is formed with a pocket in which the dirt may be received. This will prevent the dirt from sliding out of the pan when it is moved about.

NEW HEATING ATTACHMENT.

A stove or furnace attachment has been patented by L. D. Mohler, McPherson, Kan. The invention provides an unfauling draft from the grate of a stove or furnace upwards into and through the fuel, effectually preventing smothering of the fire in the use of slack, coal dust, or similar fuel. Air is also conducted above the fuel to carry away surplus gas, and so prevents an explosion. The arrangement also operates to deflect air conducted above the fuel across the top of the fire, with such clearance above the fuel as to employ the air for combustion of gas and smoke in the combustion chamber and hold the heat downward and thus spread the products of combustion for the purpose of warming the floor.

MACHINERY STEEL

SMOOTH AND
IRON FINISH

All sizes in stock $\frac{1}{4}$ " to 6"

A.C. LESLIE & CO.
Limited
MONTREAL

"MIDLAND" BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

Be Sure You're Right, then go ahead

When you're SURE, you'll order Gilbertson's, when you're NOT SURE, order Gilbertson's any way; then you can't go wrong.

GILBERTSON'S

COMET

Brand

GALVANIZED FLAT SHEETS

are well galvanized, true to gauge and especially soft for working purposes. Every sheet branded "Gilbertson".

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

Agent, Alex. Gibb, 13 St. John St., Montreal.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates:

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

IS IT ABILITY OR OPPORTUNITY THAT MAKES FOR SUCCESS?

Abundant success, high social position, superior early educational facilities are supposed to beget sloth, dissipation, and general mental and moral degeneracy. And yet when we come to make an effort to collect striking examples in this class we find ourselves embarrassed to discover them. We find that all the noise is made over a comparatively small number and consists in a perpetual repetition of the same old things about the same men.

All this of course is not strange, argues Prof. Lester Frank Ward of Brown University, when we remember that about 80 per cent. of all distinguished persons are born in large cities, and that nearly all others go early to great intellectual centres; that over 90 per cent. of them belong to wealthy or well-to-do families, and are exempt from all material concerns; that nearly 90 per cent. of them belong to the higher social classes; nobility, public officials, liberal professions, business men; and that 98 per cent. of them receive a liberal education in their youth. How could the little remnant of country-born, poor, toiling, and uneducated geniuses, queries Dr. Ward, be expected to constitute any considerable part of the real working force of society?

But the public knows nothing of these great social facts. It is habitually fed on the current error due to the fallacy of history, which consists in reiterating the exceptions and ignoring the regular phenomena of society.

Robert Burns constantly is numbered among self-made men, and in Dr. Ward's opinion he was as much so as any that could be named, writes Thurston F. Blair, in discussing self-made men. But Burns was a village celebrity at 16, and soon began to write. It is clear that he must have received considerable instruction at a tender age. His biographies inform us that his father was at great pains to give his children a good education. Little more than this would be needed for a man like Burns with a genius for the simple, sweet poetry that he wrote. Nothing is said about his circumstances, but that he had considerable means and leisure to devote to these things and to reading and informing himself there can be no doubt.

Among musicians, Haydn is the one most frequently mentioned, but Dr. Ward remembers that Weismann thought "We safely may conclude that Joseph Haydn never would have surpassed his father's national songs and harp had he not chanced to become the chorister in the little town of Hamburg and had he not afterwards entered the music school of Vienna, of which Reuter, the organist of the cathedral, was head."

Opportunities, in Prof. Ward's argument, are of various kinds. There are certain forms of opportunity that are mistaken for chance or luck. Hence the saying, "It is better to be born lucky than rich."

Dr. Ward remembers that Henry George said: "Had Caesar come of a proletarian family, had Napoleon entered the world a few years earlier, had Columbus gone to church instead of going to sea, had Shakespeare been apprenticed to a cobbler or chimney sweep had Sir Isaac Newton been assigned by fate the education and toil of an agricultural laborer, had Dr. Adam Smith

been born in the coal regions or Herbert Spencer forced to get his living as a factory operative, what would their talents have availed?"

There being no self-made men, then, as Prof. Ward reads history, how much truth is there in the popular view that highly favorable circumstances tend toward intellectual degeneracy? And here, in marked contrast with the previous class, the professor is confronted with an embarrassment of riches. When he looks over the long list of the great contributors to human progress it becomes clear at once that, with a few exceptions, all the truly great men of history have belonged to this class and never had to give a moment's thought to the material concerns of existence.

There is no need to search for talent, says Dr. Ward. It exists already and everywhere. The thing that is rare is opportunity, not ability. The fact that many do struggle up out of obscurity does not so much show that they possess superiority as that they happen to be less inextricably bound down than others by the conventional bonds of society. And those who have succeeded in bursting these bonds usually have done so at such an immense cost in energy that their future work was rendered crude and well nigh valueless.

To attain to a position where they can labor in any great field they must carry on a life-long battle against obstacles; they must display enormous individuality, amounting to conceit; they must become heated contestants and bitter partisans. All this narrows the mental horizon and renders the results superficial and unenduring. There is no more vicious popular fallacy than that the powers of the mind are strengthened and improved by adversity. Every one who has accomplished anything against adverse circumstances would have accomplished proportionately more had those circumstances been removed.

ALCOHOL GAS FLAT IRON.

One of the latest inventions in flat irons is an iron manufactured by a German firm which heats itself by alcohol gas, and is unquestionably one of the most practical articles in this line yet placed on the market.

The heating and gas producing process takes place on the inside of the iron, an advantage not to be underrated in comparison with other systems, where the heating up of the gas producer must be carried on outside, and where the burning apparatus must then be inserted into the iron. Besides, the hot flame can be regulated, so that, according to requirement, a lesser or greater degree of heat can be controlled in the consumption of alcohol.

Ten minutes after lighting the lamp the iron is ready for use for common washing, and fifteen minutes for starched goods, after which it then remains ready for use as long as desired by simply replenishing the alcohol in the basin before the same is completely used up—generally after about one hour's use.

The iron is manufactured in six sizes,

weighing respectively 1, 2, 2½, 3½, 4 and 5 kilogrammes.

The manufacturers (H. A. Kohler's Sons, Attenburg, S.A., Germany) invite correspondence from importers and sales agents in all countries, and will be pleased to furnish all desired information to reliable parties wishing to obtain the agency.

EDMONTON HEATING CONTRACT.

A. Lee & Co., Edmonton, Alta., have recently been awarded the heating, ventilating and plumbing contract for the new Alex Taylor school in Edmonton now in course of erection. The plans and specifications prepared by Architects Johnson & Lyons call for the Pease-Waldon Co.'s patent steam heating and ventilating system. This system will be so installed as to provide for the maximum effect of gravity ventilation; or if so desired, during sluggish temperatures, perfect mechanical ventilation can be secured by adjusting the areas and employing a large 6-foot fan. The specifications also call for the most modern plumbing arrangements, lavatories, urinals, drinking fountains, etc. In fact, the new school, with its eight rooms and large assembly hall, will be the equal of any school in the Dominion, and will be a good evidence of Alberta progressiveness.

STOVE ACCESSORIES PROFITABLE TRADE.

"If a stove department is properly handled there is a very fair margin of profit," writes H. J. Allen. "Kitchen utensils, stovepipe, etc., which go with stoves and ranges yield a good profit. It costs no more to sell these goods if one has the room to carry them, and a good range or stove sold makes a good customer. If one is located distant from a city, one line is preferable, but a merchant located near a large city, where several lines are carried, advertised and pushed, it is better to carry the best lines on account of competition from the city that he may give his trade a chance at the several makes. We do not attempt to meet mail order competition with price, but we show up quality, show that a low price of \$9.98 means a poor stove, without reservoir and high shelf or small oven.

"The advantage to us on cash system of selling stoves is that we never have one back on the floor which has been used but a few months, and which must be sold at one-half price and while only one-third of the instalment price has been paid. We sell on instalments, but always require a \$10 payment down.

"In advertising we use newspapers, a mailing list, and whenever a person looks at a stove or range, give them a booklet describing all the styles we have on our floor. Personally, I always show my customer the complete line, and in that way find out which one seems to please best; then go at that stove and explain every feature, take out grate and reservoir; in fact, show up every

point to the best of my ability. One must know the stove or range and be able to answer the many questions which our lady customers ask."

A MAIL ORDER DITTY.

Shears and Sawbuck kept a store
Such as never was before;
City folks they wouldn't sell,
Wouldn't let 'em have a smell;
Fetched their money—but, by jing!
Couldn't buy a blessed thing!
Couldn't meet 'em face to face
And then sell 'em with good grace.

Country trade is what they sought,
Folks who'd pay for what they bought,
'Fore they saw it, hide or tail,
They sent catalogues by mail.

Book was 'bout as big as sin—
Had a lot of pictures in.
And a list of merchandise,
Ev'ry kind and ev'ry size—
Givin' prices that they swore
Knocked out ev'ry country store,
Looked so straight and seemed so true
I bit at it—Jim did too.

Well, we like a pair of fools,
Sent off—got some hayin' tools.
Jim got harness and a plow,
I a range—I see it now;
Drat the thing! It was so light
Used it for a torch one night;
Throw'd the durn thing in the yard—
Use it now for renderin' lard.

'Fore Jim used the plow an hour
Found the blame thing wouldn't scour,
Tried his harness—broke a tug—
Sought for solace in his jug—
In the cooler all that night
Jim reflected on his plight;
In the morning, Richard Stout,
Hardware merchant, bailed him out.

Jim said after that he'd stick
Close as bark to good old Dick;
Since he left the Possum jail
Says he won't buy goods by mail,
Says Dick's cheaper, anyhow—
Might have saved some on the plow,
On his other goods some more,
At his old friend's hardware store.

Jim says, "we can't sell no truck
To sich folks as Shears Sawbuck,
They'll take all our cash away
But won't buy our corn or hay."
That seemed purty strange to me,
So I told ol' Jim I'd see—
So I wrote to them that night
Just to see if Jim was right.

Answer came one summer day,
Said they couldn't use our hay,
Couldn't use our oats or shoats,
Didn't like our billy goats.
When they needed truck to eat
Bought it down on Water street—
Sorry, but they must refuse
Anything but cash to use.

I sat down an' wrote 'em then:
'Hate to trouble you again,
But I want to thank you, sirs,
For your bunch of cockle burrs,
If you love your fellow man,
Do him good, sir, while you can—
While our merchants sweetly sleep,
Shears & Sawbuck, shear your sheep."

—Sherwood, Mich., Register.

CURIOSITY IS THE REASON

Are YOUR Customers Getting

"Metallic" Skylights

with or without

"Halitus" Ventilators?

Scientifically constructed, weatherproof, light and strong, but producing most light and ventilation possible.

Circulars, prices and detailed information for the mere asking.

Our Dealers Protected.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

Manufacturers

Established 22 Years

TORONTO AND WINNIPEG

Galt Sure Grip Shingles

make the HAND-
SOMEST and most
DURABLE roof.
Are the EASIEST
and QUICKEST to
either SELL or
put on. See them
and get ac-
quainted.



GALT ART METAL CO. Ltd.
GALT, ONT.

Get Our Catalogs

and Price Lists. That's the surest way to be "in the game." Your Opposition will have to "step fast" if he beats you and Our Line. We are using our every endeavor to make Our Line interesting to "the trade." We want good representation in every locality. Write us about it to-day.

Western Distributing Agents:

THE McCLARY MFG. CO.
Winnipeg and Calgary

Get in Shape

To give your customers intelligent information and trade-winning prices on the most up-to-the-minute and best-selling line of Sheet Metal Building Goods. This is an important matter to the Hardware and Tinsmith Trades. There will be an enormous demand for these goods this year. Builders and Owners from your very locality are now enquiring about this line. Speak up—And let them know "you're in the game."

Galt Steel Siding



is made in original designs. Sharp, bold patterns. Close-fitting and invisible joints make them great sellers. People won't have the ordinary kinds once they see ours.

GALT ART METAL CO. Ltd.
GALT, ONT.

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

INDUSTRIAL DEVELOPMENT.

John R. Shuttleworth, Toronto, will build a large warehouse.

The Manitoba Biscuit Company will establish a large plant at Brandon.

W. H. Malkin & Co., Vancouver, will build a business block, at a cost of \$60,000.

Frankel Bros., Toronto, will erect a two-storey warehouse, at a cost of \$85,000.

The Ault & Wibourg Co. will build an ink factory in Toronto, at a cost of \$35,000.

The Lantz Marble Co., Buffalo, will erect a factory in Toronto, at a cost of \$10,000.

The Napanee canning factory is erecting a large addition to its already extensive plant.

The Gananoque Belt Company, Gananoque, is spending \$20,000 in additions and new machinery.

The Virden Manufacturing Company, Virden, Man., will erect workshops in that place this season.

Calgary ratepayers have authorized a loan of \$250,000 to establish a municipal electric street railway.

Ottawa lumbermen are unable to work their mills to their fullest capacity owing to scarcity of labor.

The Toronto Engraving Co., Toronto, will erect a five-storey brick office and studio, at a cost of \$30,000.

The Canada Pride Wrought Iron Range Co., Toronto, will erect a \$5,500 frame and metal factory in that city.

A meat packing plant will be built in Edmonton this year, at a cost of \$500,000, and a brewery plant at a cost of \$250,000.

A sub-committee of the board of works, Hamilton, have been appointed to look into the cost of establishing a municipal lighting plant.

W. H. Acton and T. W. Suddaby, of Gananoque, will establish a harness factory at Kingston, to be known as the Kingston Harness Works.

A new vehicle manufacturing company has been incorporated, with a capital stock of \$250,000. The company will locate its plant at Goderich.

The West Park Brick Company will Strathcona, Alta., have commenced the manufacture of ordinary brick, and later will establish a pressed brick plant.

Harry Cates, proprietor of the Brandon, Man., Pump and Windmill Works, has decided to build a large new brick factory and warehouse in that city.

A syndicate at Virden, Man., will erect a large building for the manufacture of the Whiteford weighing machine, patents for which have been secured only recently.

The Dow Cereal & Milling Co., Pilot Mound, Man., intend building a large oatmeal and cereal mill at Edmonton this summer, and are at present figuring on the cost.

Clarke & Clarke, Toronto, who recently sold their present premises to the Canadian Northern Railway for freight

purposes, will erect new works to the north of the city.

The ratepayers of Tillsonburg almost unanimously carried a by-law to loan William Berry, of Brantford, \$15,000 with which to erect a large towelling and textile factory.

The Pacific Coal Mines Co. has been incorporated at Toronto, with a capitalization of \$6,000,000, to take over the business of the Alaska Development Co., and the Pacific Coal and Oil Co.

The Georgian Bay canal commission estimates the cost of the proposed 21-foot waterway from Georgian Bay to Montreal, via the French river, Lake Nipissing and the Ottawa river, at \$100,000,000.

The Alberta Government have set aside \$200,000 for the construction of telephone lines into the province. Already a large number of long distance lines are under construction and several others are being planned.

The Page-Hersey Iron, Lead and Tube Co., Guelph, will immediately extend their present plant by the erection of a large new building, which, when completed and equipped, will double that firm's already large output.

Scottstown, Ont., is bidding for industries. The municipal council has, by resolution, authorized a bonus of \$10,000 as an inducement to any manufacturing industry that will invest \$15,000 in a plant and pay out at least \$12,500 annually in wages.

A by-law to give a \$5,000 bonus and a fixed assessment for ten years to J. G. Lohrman of Elkhart, Ind., to establish a Canadian branch of his go-cart factory, was defeated in St. Thomas on Tuesday owing to indifference on the part of the electors.

The Dictograph Company of Canada, with head office in Toronto, has been formed, with a capital of \$250,000. The company have been authorized to manufacture dictographs, electrical, acoustic, and office specialties, as well as labor saving devices of all descriptions.

After the first of June the Dominion Copper Company expects to produce at the rate of 15,000,000 pounds of copper per annum, as by that date the new 700-ton furnace will be placed in commission in addition to the two old ones, each of 350 tons per day capacity. The average of the ore is about 1½.

Dr. R. R. Stoner, Minneapolis, president of the Stoner Land Co., states that the company will establish a big brick plant near Medicine Hat. The capacity to start with will be 50,000 bricks a day, rapidly increasing to 100,000, and the class of brick manufactured will be pressed or repressed, and probably paving brick.

Great extensions are being made to the Canadian Locomotive Works, Kingston, which will call for an expenditure of \$300,000. The new power house will be equipped with the most modern equipment, and will cost \$100,000. Some 600 men are working night and day now, and before two years 1,000 men will be busy in the works.

The Huber Manufacturing Company, Marion, Ohio, is planning the establishment of a plant for the manufacture of agricultural implements at Portage la Prairie, Man., and to accomplish this have amalgamated with the Portage Iron and Machine Company. The new company expects to have one of the most complete machine establishments in the west.

Among the new buildings to be erected at Fort William during 1907 are the Grand Trunk Pacific elevator, 7,000,000 bushels, cost, \$2,000,000; shipyards and dry dock, \$1,000,000; Imperial Steel & Iron Works, \$500,000; Consolidated Elevator Co., \$200,000; Canada Iron & Foundry Co., \$200,000; Ogilvie Flour Mills Co., \$175,000; Canadian Pacific Railway coal docks and sheds, \$77,500; Muirhead & Block elevator, \$20,000.

The building permits issued by Toronto for April, 1907, aggregate to \$2,044,870, which places Toronto in sixth place on the list of cities on the continent in the volume of permits issued for April, whereas, a year ago, she was tenth. Only New York, Chicago, Philadelphia, San Francisco and St. Louis surpass Toronto, and every one of these cities has a larger population. The building boom in San Francisco is abnormal and entirely due to the ravages of fire and earthquake. Winnipeg stands fifteenth in the list of the fifty-two largest cities reported.

A concern to be known as the St. Thomas Car Company, has been organized by St. Thomas capitalists. The purpose of the company is to manufacture freight cars, the output to be five standard cars a day at the outside. The capital stock is \$400,000. The monthly pay roll is expected to be \$10,000 to \$15,000 a month. The ratepayers will be asked for \$50,000 bonus and fixed taxes of \$2,000 for ten years. St. Thomas has five distinct lines of railways entering the city, and the place is regarded as an ideal one for works of this kind. The concern may also build street cars.

COMPANIES INCORPORATED.

Co-operative Mail Order Society, Toronto; directors: Edwin Quigley, B. S. Quigley, and L. G. Quigley. Capital, \$500,000.

Welland Copper Co., Toronto; to carry on the operations of a mining, milling, reduction, and development company; incorporators W. F. Thomson, J. Moffatt, J. B. McCormick, C. B. Jackes and E. H. Jackes. Capital, \$1,000,000.

PIG IRON FROM NORWEGIAN ORE.

Attempts to produce pig-iron from Norwegian ore reduced with Norwegian carbon have for the first time met with success, the carbon being in the shape of graphite, which is found in great abundance in different parts of the country, mostly in the north, where deposits to the extent of 10-20 metres and more are found close to the sea.

This mineral has hitherto remained practically unnoticed, it being insufficiently pure for crucibles, pencils, etc., whereas it cannot be used as fuel. Now, however, Albert Hiorth, C.E., has succeeded in producing good iron from poor ore, unsaleable for use in blast fur-

naces. During experiments, which took place at the new electro-chemical establishment of the Technical School of Christiania, iron sand containing 13 per cent titanic acid was smelted together with graphite as a medium of reduction, and lime as slaggy material. With these materials, which are rather impure (the graphite thus contains about 20 per cent. silica), the iron produced, when analyzed, showed only a trace of titan and 0.01 per cent. silica. The experiment has thus proved that graphite can be used for the reduction of ordinary iron ore to good pig-iron, even of highly titaniferous ores, in which Norway is so rich, and which are now without value.

ZINC SMELTING IN BRITISH COLUMBIA.

According to a recent issue of Copper and Brass, British Columbia zinc smelting interests are investigating a new process by which metallic zinc is recovered from sulphide ores direct.

The process consists of heating a mixture of blende with metallic iron at a temperature of 1,000 degrees in an electric furnace, whereby the iron combines with the sulphur of the blende and pure zinc is distilled off in the usual way.

Among its advantages are the following:—

It is continuous in action; the ordinary method in use is not so.

It is especially adapted to Slocan zinc ores carrying silver, as silver is easily recovered from the iron matter by smelting. The residues from the ordinary process are not amendable to smelting for recovery of silver contents, except where very rich.

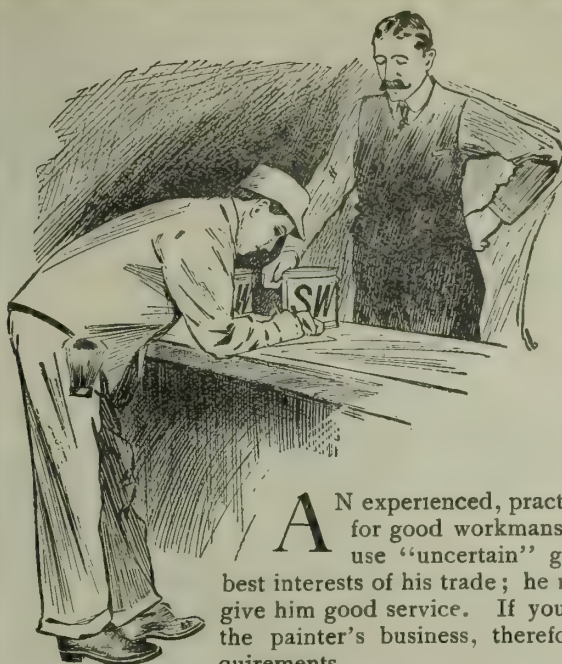
The process is unaffected by the presence of iron in the zinc. In the ordinary process iron is so objectionable that it is penalized when it exceeds a certain amount. The presence of iron in the Slocan ores is the chief cause of poor prices, and all attempts to remove it have been, practically speaking, unsuccessful in the past. This forms, then, the most important and pleasing feature of the process.

CROPS IN THE SOUTH.

"W. E. Fielding's exceedingly entertaining description of his visit to the sunny south in Hardware and Metal mentions the crops which are raised there," writes W. H. Evans, of the Canada Paint Company, Montreal. "Mr. Fielding has omitted two or three very important ones in the domestic economy of the country south of the Mason and Dixon line. In Augusta, Georgia, I asked a darkey what were the chief crops. 'Melons in summa' and visitors from de Nor' in wintah' he replied. 'Raise anything else?' 'Yep, I raise de chicken when I see a chance to 'lift' one!'"

ELECTRIC SIGNAL.

An electric signal has been patented by E. Lionais and W. T. Sutton, of Montreal. The invention has reference to electric signals, particularly to ringing one or more electric bells from a distance. It also relates to a system in which a relay is used for controlling a bell in which a single battery is employed for operating the bell and energizing the relay.



Handle the products the painter can always depend upon for quality and satisfaction—and you will get his steady trade.

AN experienced, practical painter with a reputation for good workmanship cannot afford to buy or use "uncertain" goods. He must guard the best interests of his trade; he must have products that will give him good service. If you want to secure and retain the painter's business, therefore, you must meet his requirements.

SHERWIN-WILLIAMS PAINTS & VARNISHES

will enable you to do this to the fullest extent. They safeguard his interests and yours. They enable him to do the highest class of work and are the biggest value in every way that he can possibly get. The Sherwin-Williams "Quality" is a reality, not a mere matter of "say-so". *S-W. Paints and Varnishes* have proved out time and again on the most critical work what they are and what they will do.

Get the painter's profitable business and keep it. If you are not handling our products, write us today for our proposition.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.

Warehouses: 86 York St., Toronto, and Winnipeg, Man.

Opportunity

The man who wants an opportunity or the man who has one to offer should use the Want Ad Columns of **HARDWARE AND METAL**. For a very few cents you can talk to practically all the hardwaremen from one end of Canada to the other, and talk to them in four days' time.

Our Want Ad page is a

Clearing House

for the hardware trade in Canada. Goods can be bought and sold to advantage by the insertion of an advertisement which will probably cost you 25 or 50 cents.

In no other way can you deliver a message to as many Hardwaremen in as short a period of time.

RATES:

2c. per word for the first insertion
1c. per word for subsequent insertions
Add 5c. for box number
Send cash with order.

BUILDING NOTES.

Robert Powell, Toronto, will erect a stone residence to cost \$6,500.

The Great Northern Railway Co. are erecting a \$30,000 depot at Brandon.

G. Harris, New York, will erect a large residence on Walmer Road, Toronto.

The Y.M.C.A. at St. John, N.B., will erect a building at a cost of about \$50,000.

M. M. Cohen, Toronto, is to build an apartment house on Madison Avenue to cost \$35,000.

Alterations are to be made to St. Mary Magdalene church, Toronto, to cost \$40,000.

The Phillips Mfg. Co., Toronto, are to build a factory on Carlaw Avenue to cost \$83,000.

The Dominion Realty Company, Toronto, will build a three-storey brick bank building to cost \$43,000.

The Canadian Pacific Railway Co. called for tenders recently for the construction of new machine shops at Brandon.

The proprietors of the Walker House, Toronto, are planning to renovate and enlarge their hotel at an expenditure of about \$60,000.

In Hamilton the International Harvesting Company has undertaken the erection of workmen's houses, the rental to be based upon the actual cost.

Seventy-six dwellings are included in the list of building permits granted by the city architect between May 15th and May 18th. The total value of the buildings proposed by the permits will be \$319,700.

The Canadian Pacific Railway will build a new depot at Calgary this season at an estimated cost of \$200,000. The station, when completed, will be the finest, outside of Winnipeg, on their western lines.

Mayor Murphy, E. S. Jackson, E. S. Rutledge and other prominent citizens of Fort William have formed a plan to solve the housing problem in that city, and will seek incorporation for a Citizens' Building Company, capitalized at \$200,000, to erect workmen's houses at a cost ranging from \$800 to \$2,000 each.

Some of the projected buildings to be erected in Edmonton this season are:

Postoffice, \$250,000; Windsor Hotel, \$150,000; Registry Office, \$50,000; Court House, \$100,000; Y.M.C.A., \$60,000; Power House, \$26,000; Fire Hall, \$35,000; Capital Buildings (estimated), \$1,500,000; Public School, \$50,000; City Telephone Building, \$20,000; Methodist Church, \$60,000; Hospital, \$250,000.

CEMENT SHORTAGE IN AUSTRALIA.

The Sydney correspondent of the London Commercial Intelligence writes that there is an increasing shortage in the Australian cement imports which is occasioning considerable inconvenience, notwithstanding the fact that large quantities of good quality are produced in the Commonwealth. A few years ago there were extensive stocks on hand, almost unsalable, despite the low prices

then ruling, but at the present time there is practically none, and every consignment for Commonwealth ports is sold at full rates before being landed. This is affording a powerful stimulus to local production, which in New South Wales amounts to 70,000 tons per annum and in Victoria and South Australia to about 10,000 tons each. The Australian article is protected by an import duty of 18 cents per hundred-weight, but this is insignificant just now, for prices have advanced \$1.50 per ton, notwithstanding which manufacturers are rushed with orders.

CEMENT CONSUMPTION.

The total quantity of Portland cement manufactured in Canada in 1906 was 2,152,562 barrels, as compared with 1,541,568 barrels in 1905, an increase of 610,994 barrels, or 39.6 per cent. The total sales of Portland cement were 2,119,764 barrels, as compared with 1,346,548 barrels in 1905, an increase of 775,216 barrels, or 57.4 per cent.

Fifteen companies were operating plants during 1906, with a total daily capacity of 10,500 barrels, namely, one in Nova Scotia, two in Quebec, eleven in Ontario, and one in British Columbia. At least four plants were under construction during the year, of which the total initial daily capacity will be about 4,700 barrels.

Detailed statistics of production in 1905 and 1906 are as follows:

	1905.	1906.
	Bbbs.	Bbbs.
Cement sold..	1,346,548	2,119,764
Cement manuf'd ..	1,541,568	2,152,562
On hand 1st Jan..	111,446	269,558
On hand 31st Dec.	306,466	302,356

Value cement sold..1,913,740 \$3,164,807

Some companies do not take stock at the end of the calendar year, consequently their estimates of stock on hand do not always agree from year to year.

The average price per barrel at the works in 1906 was \$1.49, as compared with \$1.42 in 1905. The imports of Portland cement into Canada in 1906 were 2,430,760 barrels, valued at \$778,706. This is equivalent to 694,505 barrels of 360 pounds each at an average price per barrel of \$1.12. The duty is 12½ cents per hundred pounds. The imports in 1905 were equivalent to 917,558 barrels, valued at \$1,138,548, or an average price per barrel of \$1.24.

There is very little cement exported from Canada. The consumption is therefore, practically represented by the Canadian sales, together with the imports. The following is an estimate of the consumption of Portland cement in Canada for the past six years:

Year.	Canadian.	Imports.	Total.
	bbls.	bbls.	bbls.
1901.....	317,066	555,900	872,966
1902.....	594,594	544,954	1,139,548
1903.....	627,741	737,678	1,401,419
1904.....	910,358	748,630	1,694,988
1905.....	1,346,548	917,558	2,264,106
1906.....	2,119,764	694,503	2,814,267

Consolidated Plate Glass Company of Canada Limited

Glazing Glass of all kinds

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

BEST ELBOWS

— FOR —

CONDUCTOR
PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.



For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

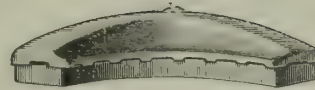
JOBBER AND

FERDINAND DIECKMANN

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CINCINNATI, O., U.S.A.



These
two cuts
show our



TOP VIEW



BOTTOM VIEW

"Economy"
Air-Blast
Attachment

a strong feature in "Pease" construction. It is connected to an opening in the outer casing, and is set just above the fire pot, opposite the feed doors. Through it

**A flood of oxygen
is supplied to the flames
right at the plane of combustion.**

† **This increases its heat and efficiency
much more than is possible by any
other method.**

Other important results are that
the air supply for the house is
increased in warmth and volume,
while the fuel consumed is
decreased in quantity and cost.

The top of the blast is hooded, which insures
proper distribution of the current and pre-
vents the passage being clogged by dust, etc.

Pease Foundry Co., Ltd., Toronto
Pease-Waldon Co., Ltd., Winnipeg



THE SMELL OF PAINT.

A writer in the London Lancet has been talking in a very learned way on the smell of paint, and it is well that all engaged in handling or selling paints should have some knowledge of the effects of the goods they are dealing in as well as be able to suggest preventatives. The Lancet says:

"The smell of paint occasions distress to a good many people, and the spring cleaning season, when it involves the painting as well as the cleaning of the house, is dreaded, not on account merely of its interfering with the ordinary comforts and conveniences of the home, but because also in not a few cases a distinct disturbance of health is threatened. Persons who are sensitive to the vapors of paint, or what is the same thing, to the turpentine and oils contained in the paint, are well advised to resign their home until the drying influence of the air has dissipated the volatile oils. Turpentine, even in the form of vapor diluted with air, undoubtedly affects the health of some persons, the disturbance manifesting itself in the shape of giddiness, headache, deficient appetite, and anaemia. There were headache, vomiting, swelling of the tonsils, albuminuria, and a marked rise in the temperature apparently due to an exposure to the emanations of wet paint for nearly a fortnight. That such a case should now and then arise is not surprising when regard is paid to the toxic effects which turpentine vapor is capable of setting up. Turpentine, in short, is a poison, and cats and rabbits are so susceptible to its action that if kept exposed to its vapor for some minutes they exhibit marked toxic symptoms ending in death if they are not removed from the sphere of action of the vapor. Personal idiosyncrasy, however, is clearly an important factor, for many persons, and probably the majority, do not seem to be affected by turpentine vapor to any serious degree.

"A very sensible precaution during the painting season for those to take who are compelled to endure the nuisance is to leave bowls of water in the freshly painted rooms. Some, at any rate, of the paint emanations are thus absorbed, as will be seen by the oily film on the surface of the water so exposed. An even more powerful absorbent is fresh milk, which reduces the smell of paint in a room in a remarkable way. The poisonous effects of paint emanations do not appear to be connected in any way with lead contained in the paint, the colic of painters being due to the actual contact of the person with the substance of the paint. We are inclined to think that the smell of paint, if it has any where only linseed oil and pigment is used, is merely a faint aroma of acrolein (acrylic aldehyde). Where turps is used as a thinner the smell of acrylic aldehyde is intensified by the oxidation product of turpentine, a compound of turpentine with oxygen resulting in the formation of a camphor compound of some sort. It is very evident that turpentine is not long volatilized into the air before it is oxidized, and no doubt its oxidation compound has a far more powerful smell than unchanged turps pure and simple."

HAVEN'T

you felt instinctively that sometimes you did not have the proper varnish to sell a customer for a certain purpose.

Yet you took a chance, and made the sale with what you had, and now you wonder why that customer trades with your opposition across the street.

Varnish may be a small part of your aggregate business, but as a rule most people want it good, and if you will have the best for particular people, **STOCK ELASTILITE.**

It is always safe to recommend for either outside or inside. Great Body, Brilliant Gloss and very Durable.

See Catalogue No. 10, page 3

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE GUARANTEED WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

The Paint That Endures

The dealer who stocks inferior brands of paint might as well retire from business while he has a few dollars in the bank. There are several brands of paint worth recommending but most Shrewd Dealers recommend

NEW ERA PAINT

because they have demonstrated its lasting qualities again and again. The fine lustre of freshly applied paint remains. But this is the feature of all Standard Paints and Varnishes.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR

ONTARIO

Are You Ashamed of Yourself

FOR handling old floor paints which are always rubbing off because they are really never dry?

They Stick to the Shoe Soles at Every Step

The floors thus painted cannot be scrubbed to look really clean, but every scrubbing wears off some paint.

There is another kind that you will be proud of

JAMIESON'S Floor Enamels

are the best selling lines in the trade. They have none of the drawbacks of the ordinary paints. They dry quickly and leave a finish that cannot be rubbed off by frequent scrubbing. Besides being of a smooth surface, they are very easily cleaned with a mop. They save labor and annoyance from the moment they are put on the floor, and they never STICK.

R. C. JAMIESON & CO.

LIMITED

Sole Manufacturers,

MONTREAL

Men who know, or ought to, declare that

Pearcy's Pure Prepared Paints

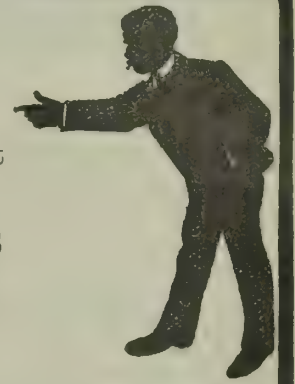
would be worth a dollar a drop—if the best paint were worth that.

OUR SPECIALTY

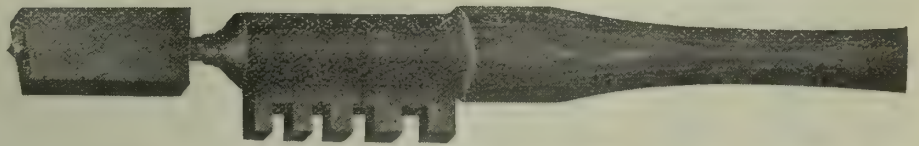
PROMPT DELIVERIES

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada



A. RUDD & CO., St. Helens, Lancashire, England
Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns. Also Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons, etc., etc., etc.

Canadian Agent: J. B. GIBSON, P.O. Box No. 478, MONTREAL
From whom users of Glaziers' Diamonds can obtain the names of wholesale merchants who stock A. Rudd's goods.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal.

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,

Montreal, May 23, 1907.

Activity marks every department of the paint and oil trade. Still the rift in the lute is the longshoremen's strike. The "resignation" of these doughty workers on the wharves has interfered noticeably with the paint manufacturers especially in the various crude materials in lead products. This means that lying on the docks are quantities of red lead, dry white lead, litharge, orange mineral, and also materials for color-making, such as bichromate of potash, etc. These materials could not be moved to the big mills owing to the "resignation" of the teamsters of one of the larger carrying companies. It is thought that this irritation will be immediately smoothed over and the trade will resume its normal condition next week.

LINSEED OIL.—Stocks are not over abundant. There has been a little flurry which has enhanced the prices by two cents a gallon. We quote: Raw, 1 to 4 barrels, 67c; 5 to 9 barrels, 66c; boiled, 1 to 4 barrels, 70c; 5 to 9 barrels, 69c.

TURPENTINE.—Owing to ample supplies, turpentine is easier. Quotations are 3 cents lower: 93c per gallon; for smaller quantities than barrels, 5c. extra is charged. Standard gallon is 8.40 lbs., f.o.b. shipments, net 30 days.

GROUND WHITE LEAD.—Still actively enquired for: Government standard, \$7.25 to \$7.50; \$6.90 to \$7.15; No. 2, \$6.55 to \$6.90; No. 3, \$6.30 to \$6.55; all f.o.b. Montreal.

DRY WHITE ZINC.—As this article is almost altogether an imported one, supplies have been difficult to obtain, owing to the strike noted. The quotations are unchanged: V.M. Red Seal, 7½c. to 8c.; Red Seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC GROUND IN OIL.—In fair request, this article remains unchanged at firm prices: Pure, 8½c. to 9½c.; No. 1, 7c. to 8c.; No. 2, 5½c. to 6½c.

PUTTY.—There is active and increasing demand from builders and glaziers and stocks are moving with great buoyancy: Pure linseed oil, \$1.75 to \$1.85 1-5; bulk, in barrels, \$1.50 1-5; in 25-lb. irons, \$1.80 1-5; in tins, \$1.90 1-5; bladder putty, in barrels, \$1.75 1-5.

ORANGE MINERAL.—This article is also affected by the strike and is in short supply. Quotations are nominal. Prices are: Casks, 8c; 100-lb. kegs, 8½c.

RED LEAD.—Stocks are as bare as the proverbial billiard ball. Quotations are, however, unchanged, with notable stringency: Genuine red lead, in casks, \$6; in 1-lb. kegs, \$6.25; in less quantities, at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6; and smaller quantities, \$6.75.

PARIS GREEN.—The potato bug seems to be coming in evidence and the inevitable demand called "second" is already commencing for Paris Green. Quotations are well maintained.

GUM SHELLAC.—No material change has taken place but business is reported brisk. Fine orange, 60c per lb.; medium orange, 55c per lb.; white (bleached), 65c.

SHELLAC VARNISH.—Fair shipments are being made as is the custom at this time of year. Slightly easier figures are in order and 10 cents a gallon lower is quoted as follows: Pure white bleached shellac, \$2.90 to \$3.15; pure orange, \$2.70 to \$2.94; No. 1 orange, \$2.50 to \$2.74.

PETROLEUM.—American prime white coal, 15½c. per gallon; American water, 17c. per gallon; Pratt's Astral, 19½c. per gallon.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,

Toronto, May 23, 1907.

The state of the paint and oil market still remains most satisfactory, as was reported last week. Had the brief spell of warm weather continued with us, it would have been a problem for the large supply houses here to fill the orders that would have flooded in upon them, with any degree of promptness. As it is, all the big firms are doing a brisk trade, so that, in short, though the weather is bad, business is good.

One effect of the backward state of the weather just now will be to cause a fairer distribution of the trade over a longer period of time. Thus many of the rush orders that ordinarily would have come in this or last week will arrive later, when the local houses will have more time to attend to them.

On account of the exceedingly high price of white lead, consumers prefer to buy the ready mixed article and a bustling business is, therefore, being carried on in ready mixed paints at present.

The turpentine market has steadied a little and the price shows no further decline since last week.

Linseed oil has taken another jump of two cents since last week and the tendency of the market is still upward. The English market still remains very much perturbed on account of the shortage of the seed crop in Russia and the Argentine Republic. Those who have followed the recent sharp advance in the wheat market will understand the tendency of the tightness in one crop market to affect the conditions in the others.

Shellac gum is in good demand just now on account of the cheaper price of solvents; for instance, methylated spirits, which formerly cost one dollar and twenty cents, can now be obtained from the government for eighty cents and buyers are not failing to take advantage of this fact.

While business throughout the paint and oil market cannot be said to be anything short of brisk, yet the cooler weather of the last few days, following so quickly on the heels of the warm spell of last week, has lessened to a notice-

B-H

4

B-H

FORCEFUL
FOLDERSThe work of our Advertising
Department

are just off the press,
designed with the sole
purpose of co-operating
with the seller to enhance
the salability of our paints.

No. 1 "Anchor Liquid
Marine Paints."

No. 2 "Anchor Shingle
Stains."

No. 3 "Frescota Cold
Water Finish."

No. 4 "The Evidence
in the Case" of
English Liquid House Paints.

They will be appreciated
by anyone interested
in painting.

Let us know how many
you can distribute.

BRANDRAM-HENDERSON,
LIMITED

**Montreal, Halifax,
St. John, Winnipeg,**

MARSHALL WELLS CO., Winnipeg

Sole Distributors for
Western Canada

B-H

B-H



RAMSAYS PAINTS

You can buy Paints of every grade, from low to high, from bad to good. But there is one grade only that pays. It is stamped with a genuineness that means business and profits. Be sure of your brand, and not only the brand, but the backing it has, and all it stands for. Get Paint with a reputation for satisfaction to the consumer, and fair profits without the constant worry to the dealer. Get

RAMSAYS PAINTS

for a foundation building paint business.

A. RAMSAY & SON COMPANY

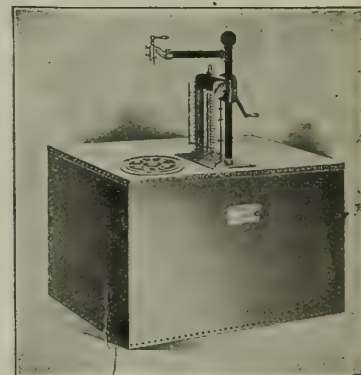
Est. 1842

MONTREAL

PAINT MAKERS

The Tank That Saves

It saves oil, time and money. That is what the Bowser Self-measuring Oil Tank does for you. It saves enough to pay for its own cost every year. It is an absolutely safe investment, paying 100 per cent. dividends. Catalog V. tells all about it. Send for it to-day.



Cut 9—First Floor Outfit for Kerosene and other Light Oils

S. F. BOWSER & CO., Limited

66-68 Fraser Ave.

Toronto, Can.

BLANCHITE

We can supply you with the best **paints** and absolutely the finest **enamels** in Canada, also the only washable and practical cold water paint.

Our Three Star (XXX) White in paste form is superior to white lead in oil. It will not change color like white lead, and is cheaper, and has greater covering capacity. All our goods are double ground. These are big statements. Try our goods and be convinced.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, CAN.

able degree the great volume of outside trade which the warmer weather started. Only another considerable rise in the thermometer is needed to cause what dealers hope will be an unprecedented rush in this market.

WHITE LEAD — On account of the continued high price, the demand has slackened in this and has been deflected to ready mixed paints. We quote as before: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; ½c. will be charged extra for 12½-lb. packages; genuine dry white lead in casks, \$7.

RED LEAD — There is an increased demand over last week. We still quote: Genuine, in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

SHELLAC — There is an increased demand on account of the cheaper price of solvents. We continue to quote: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange), \$2.50; gum shellac, dry bone, 63c. Toronto, T.N. (orange), 51c. net Toronto.

TURPENTINE — There is no further decline in price, but all the large houses have adopted the price quoted by the lowest firm last week. The market is not so excited as last week. We quote: Single barrels, 92c.; two barrels and upwards, 90c.; f.o.b. point of shipment, net 30 days; less than barrels, 98c.

LINSEED OIL — The English market is still excited on account of the paucity of the Russian and Argentine seed crops. The rise in price forecasted in our report last week has now become an actuality and oil is up two cents. We now quote: Raw, 1 to 3 barrels, 70c.; 4 to 7 barrels, 69c.; 8 barrels and over 68c. Add 3c. to this price for boiled oil f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

PETROLEUM — There is a good demand. Prices are unchanged. We continue to quote: Prime white, 13c.; water white, 14½c.; Pratt's astral, 18c.

PARIS GREEN — The price remains stationary. We quote as before: English and Canadian at 29½c. base.

For additional figures see current quotations at back of paper.

MAKING OF PAINT BRUSHES.

The most important factor in making up the cost of a paint brush is the bristles, as the cost of labor is a secondary item. In preparing bristles to make a satisfactory working brush it is necessary, first of all, that they be sorted to various lengths and degrees of stiffness and taper. They are then washed and straightened—a most important process—then mixed, and finally prepared for the size required. Bristles prepared in this way are the foundation of a good working tool, but the small and inexperienced maker will simply take the bristles as they come from the cask, jab

them into a ferrule and call it a paint brush. How can a retailer recommend such goods to a customer whose trade he wants to hold season after season? Another source of trouble is that firms who know better often turn out brushes with a showy finish but which have not the real working qualities behind them, and are not the perfect tools they should be. They catch the eye, but do not give solid satisfaction. The best way to protect customers against these things, and thus hold their confidence, is to handle the goods of some well-known maker, preferably one who brands his brushes. You would not have a man working for you who wouldn't tell his name. Then why expect to build up your trade by giving your customers a brush which a manufacturer is not willing to guarantee by placing his name on it.

HOW RUSSIAN TURPENTINE IS PRODUCED.


Consul General Ethelbert Watts writes from St. Petersburg that from information obtained the largest quantity of Russian turpentine is produced in Poland, where the peasants are engaged in this industry, employing the following primitive methods:

Pine stumps are placed in trenches dug in the ground, these trenches having iron-sheeted bottoms, under which fires are started to distil the turpentine from the stumps by means of the heat. The turpentine so extracted is caught in reservoirs and through a pipe line conducted to the place where it is placed in barrels and shipped to the nearest town to be sold. It is impossible to ascertain the cost of running these plants. The raw turpentine is not sold at the place of production. There are three grades of turpentine sold in the market. The prices of each of the grades are at present quoted as follows: Best quality, 2.80 rubles per pood, or 4 cents per pound; second quality, 2.50 rubles per pood, or 3 6-10 cents per pound; the lowest grade, 1.80 rubles per pood, or 2 6-10 cents per pound, all products in this country being sold by weight.

GASOLINE EXPLOSIONS.

A gasoline tank rarely explodes. It cannot unless it contains gasoline vapor and air in explosive proportions, which latter condition is almost never present. It does not explode because it contains too little air or too much gasoline. Even if a tank of gasoline were to burst from heat applied to its exterior, the confined heavy gas would not explode if in contact with flame or fire, but would burn instead. True, a tank of gasoline with no vent could do considerable damage were it to burst and throw burning oil and flaming gas about but one thousand gallons of gasoline in a vessel's bilges would not be so dangerous from explosion as a hundredth of that amount. The larger quantity would burn rapidly, while the smaller would be sufficient, if mixed with the proper amount of air, to utterly demolish almost any boat.

OIL CLOTH VARNISH



Our **OIL CLOTH VARNISH** is specially suitable for inside blinds, bath rooms, oil cloths and linoleums. A floor varnished with this Varnish is sweet and wholesome. It is equally reliable for Pine or Hard Wood. To prevent disappointment insist upon the C. P. Co. Oil Cloth Varnish and apply a light, even coat.

All surfaces to be coated should be free from dust. The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes should be clean and soft. For special varnishes for special purposes see catalogue.

**THE
CANADA
PAINT CO.
LIMITED**
MANUFACTURERS
MONTREAL · TORONTO
· WINNIPEG

WHY WE SUCCEED

We use only the **highest class** of raw material.

We use only the **most modern** machinery.

We employ only the **most skilled** paint makers.

We employ only the **most intelligent** paint advertising men.

We employ the **best help** in every department.

We are going forward in the the light of **28 years' experience**.

We aim to give our **exclusive attention to our own business**, and to **co-operate with our customers**.

We are prepared to **serve our customers well**.

We give 100 cents value for a dollar.

We interest the live, up-to-date merchants from Ocean to Ocean, from Florida to Alaska, on our exclusive agency proposition.

Write us.

The MARTIN-SENOUR CO., Limited

"PIONEERS OF PURE PAINTS"

142-144 Inspector Street, Montreal

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint and Glass Co., Ltd., Winnipeg

The Maritime Paint and Varnish Co., Ltd., Halifax, N.S.

BUSINESS INSURANCE



100% Durability

The shrewd dealer takes out a policy assuring lasting commercial success by stocking a paint with **lasting qualities**. The business acumen of hardware men accounts for the ever-increasing sales of

ARK BRAND PAINT

because of its durability and lasting lustre. You can preach economy to your customers when recommending Ark Brand Paint. The best paint is always the most economical for your customers to use. To preach economy is sound business policy. Stocking Ark Brand is positive assurance of the paying trade and a lasting reputation.

MURESCO WALL FINISH

is so much superior to the next best Wall Finish that it stands in a class by itself. **Muresco** is peerless in **quality** and **durability**, and the ease with which it is applied makes it the next best thing to **Ark Brand Paint** as a trade-builder and profit-maker.

We have interesting particulars for the man who wants more business

Manufactured by

THE BENJAMIN MOORE CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

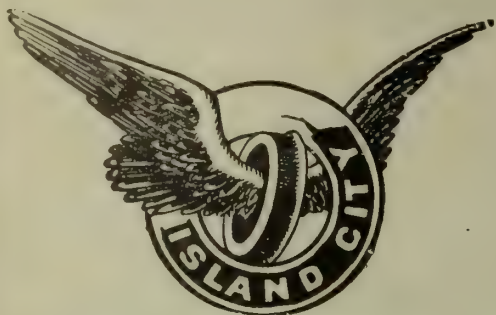
NEW OFFICES AND WORKS:

TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N.J.



THE NAME



“Island City”

on a Paint Can,
means that that Can contains

The Highest Quality Paint

that can be manufactured.

It means that that paint is what your customer wants, and that by giving him what he wants, when he wants it, you are making a good commission for yourself.

Give our line a trial, you'll not regret it.

Eight hours is all that is necessary for the **“Island City”** brand of **Floor Paints** to dry.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO., - **MONTREAL**
VANCOUVER **TORONTO** **WINNIPEG**

The Solidarity of Our Claims Proven.

We guaranteed that every barrel of our **Varnish Turpentine** would do any work that spirits of turpentine would do and do that work better. We claimed that our **Varnish Turpentine** was free from benzine—**having a fire test 40 degrees higher than benzine.** It is infinitely safer than spirits of turpentine, and cannot leave sticky varnish. And now we reiterate and emphasize every claim we advanced for the superiority of our

VARNISH TURPENTINE

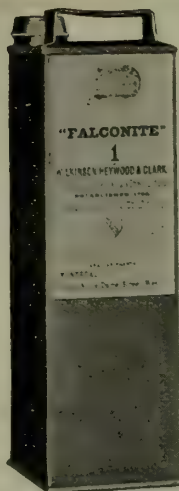
because scores of Canadian hardwaremen have proven to their satisfaction that we have not claimed enough for our product. We would like to convince you of the **all-goodness of our Varnish Turpentine.** Send for a barrel. Test it. Have your friend, the decorator, test it. If it doesn't live up to our claims—ship it back at our expense. **Is that a square deal?**

The Defiance Mfg. and Supply Co.
TORONTO ONTARIO

This is
PAINT TIME

Someone will
Falconite
Falconite
is the oldest NEW
tried.

We have been
Long enough to know



**LOOK UP
YOUR STOCKS**
ask you for
one of these days
and **NO OTHER ENAMEL**
WILL DO.

WHITE ENAMEL you ever
making it for years.
that it pleases.

Write us for particulars that will
PUT MONEY IN YOUR POCKET

Wilkinson, Heywood & Clark, Limited
EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.
FRANCIS C. REYNOLDS, Can. Manager.

Just try some ordinary green paint
on a panel of wood, see how hard it
works,—don't cover, lacks body. Then
try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it
covers,—that's body. Makes the cost
less for this reason alone, and stays
fresh and brilliant. It preserves the
wood, keeps the weather out and the
color in. It is the **ONE** Green that is
free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.
NEW YORK, PHILADELPHIA, CHICAGO

BERRY BROTHERS' VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
PHILADELPHIA
BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO

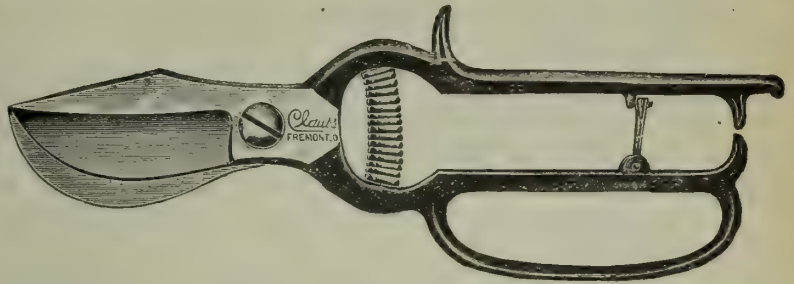
CLAUSS BRAND PRUNING SHEARS

Our Plain Pruning Shear is of the very best our secret process of manufacturing can produce. There is no question as to the quality which is unsurpassed.

Filed Handles and Finely Polished Blades. Ask for Discounts.

Fully Warranted

The Clauss Shear Co., - Toronto, Ont.



ENAMELS			96 to 100			20 50			"Lehigh" cement, cotton sacks.			2 39			WROUGHT STAPLES.			2 75								
Subway brand			101 to 105			24 00			"Lehigh" cement, paper sacks.			2 31			Galvanized			2 50								
Decorative			106 to 110			27 50			Fire brick, Scotch, per 1,000			27 00			Plain			2 50								
GLUE.			Discount—16-oz., 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.						" English			17 00			Coopers', discount 45 per cent.											
Domestic sheet			WHITING.			0 70			" American, low			23 00			Poultry netting staples, discount 40 per cent.											
French medal			Plain, in bbls			0 70			" high			27 50			Bright spear point, 75 per cent. discount.											
PARIS GREEN.			Gilders bolted in bands			0 90			Paving blocks per 1,000.			36 00			TOOLS AND HANDLES.											
Berger's Canadian			WHITE DRY ZINC.			0 04			Blue metallic, 9"x11"x3", ex wharf			35 00			ADZES.											
600-lb. cask			Extra Red Seal, V.M.			0 04			Stable pavers, 12"x16"x2", ex wharf			50 00			Discount 22 1/2 per cent.											
250-lb. drums			WHITE GROUND ZINC.			0 08			Stable pavers, 9"x14"x3", ex wharf			36 00			AUGERS.											
100-lb. "			Pure, in 25-lb. irons			0 07			DOOR SETS.						Gilmour's, discount 60 per cent. off list.											
50-lb. "			No. 1, "			0 05			Peterboro, 3 1/2 and 10 per cent.						Single bit, per doz.			6 10								
1-lb. pkgs., 100 in box			No. 2, "						Torrey's Rod			1 75			Double bit, "			10 00								
1-lb. tins, 100 in box			VARNISHES.						Coil, 9 to 11 in.			0 95			Bench Axes, 40 per cent.			7 00								
1/2-lb. bag			In 5-gal. lots. Per gal cans.						English			2 06			Broad Axes, 25 per cent.			9 00								
F.o.b. Toronto.			Carriage, No. 1			1 50			Chicago and Reliance Coil 25 per cent.			4 00			Hunters' Axes			5 50								
PARIS WHITE.			Pale durable body			3 50			STORE DOOR HANDLES.			1 00			Boys' Axes			6 25								
In bbls			" hard rubbing			3 00			Per Dozen			1 50			Splitting Axes			7 00								
PREPARED PAINTS.			Finest elastic gearing			3 00			ESCUOTHEONS.						Handled Axes			7 00								
Pure, per gallon, in tins.			Elastic oak			1 50			Discount 50 and 10 per cent., new list						Red Ridge, boys', handled			5 75								
Second qualities per gallon ..			Furniture, polishing			2 00			Peterboro, 3 1/2 and 10 per cent.						" hunters			5 25								
Barn (in bbls.)			Furniture, extra			1 15			ESCUOTHEON PINS.						BITS.											
Sherwin-Williams paint,			" No. 1			0 90			Iron, discount 40 per cent.						Irwin's auger, discount 4 1/2 per cent.											
Canada Paint Co.'s pure			" union			0 80			Brass, 45 per cent.						Gilmour's auger, discount 60 per cent.											
Standard P. & V. Co.'s "New Era" ..			Light oil finish			1 40			Hinges.						Rockford auger, discount 50 and 10 per cent.											
Benj. Moore Co.'s "Ark" B'd			Gold stove japan			1 90			Blind, discount 60 per cent.						Jennings' Gen. auger, net list.											
Brandram-Henderson's "English" ..			Brown japan			0 95			Heavy T and strap, 4-in., per lb. net. .			0 06			Gilmour's car, 4 1/2 per cent.											
Kamsay's paint, Pure, per gal.			No. 1 brown japan			0 95			" 5-in., "			0 05			Clark's expansive, 40 per cent.											
Thistle, "			Baking black japan			1 35			" 6-in., "			0 05			Clark's gimlet, per doz.			0 65								
Martin-Senour's 100 p.c. pure			No. 1 black japan			0 90			" 8-in., "			0 05			Diamond, Shell, per doz.			1 00								
Senour's Floor Paints			Benzine black japan			0 70			" 10-in. and larger			0 05			Nail and Spike, per gross			2 25								
Jamieson's "Crown and Anchor" ..			Crystal Damar			2 80			Light T and strap, discount 65 p.c.						BUTCHERS CLEAVERS											
Jamieson's floor enamel			No. 1			2 50			Screw hook and hinge—						German			7 00								
Bar chi preservative and floor 1 15			Pure asphaltum			1 40			under 12 in.			4 65			American			12 00								
Sanderson Percy's, pure			Oleothol			1 50			over 12 in.			3 65			CHALK.											
Robertson's pure paints			Lightning dryer			0 70			Spring, No. 20, per gro. pairs			10 80			Carpenters' Colored, per gross ..			0 45								
PUTTY.			Elastiline varnish, 1 gal. can. each.			2 00			Spring, Woodyatt pattern, per gro., No. 5,			17 50			White lump			0 60								
Bulk in bbls			Granitine floor varnish, per gal.			2 10			No. 12, No. 20, No. 51, No. 50, No. 27, 50,			12 20			CHISELS.											
Bladders in bbls			Macle Leaf coach enamel; size 1, ..			1 20			Crate hinges and back flaps, 65 and 15 p. c.						Warnock's, discount 70 and 5 per cent.											
25-lb. tins			Sherwin-Williams' kopal varnish, gal.			2 50			Hinge hasps, 65 per cent.						P. S. & W. Extra, discount 70 per cent.											
Bladders in bulk or tins less than 100 lb.			Canada Paint Co.'s sun varnish			2 00			SPRING HINGES.						GROSSOUT SAW HANDLES.											
Bulk in 100-lb. irons			"Kyanize" Interior Finish			2 40			Chicago Spring Butts and Blanks 12 1/2 percent.						S. & D., No. 3			0 13								
SHINGLE STAIN.			"Flint-Lac" coach			1 80			Triple End Spring Butts, 30 and 10 per cent.						S. & D., " 5			0 11 1/2								
In 5 gallon lots			B.H. Co.'s "Gold Medal" in cases			2 00			Chicago Floor Hinges, 3 1/2 and 5 off.						S. & D., " 6			0 18								
SHELLAC.			Jamieson's Copalene, per gal.			2 00			Garden City Fire House Hinges, 12 1/2 p.c.						Boynton pattern			0 20								
White			BUILDERS' HARDWARE.						CAST IRON HOOKS.																	
Fine orange			BRASS.						Bird cage			0 50			1 10			CROWBARS.								
Medium orange			Brass hand bells, 60 per cent.						Clothes line, No. 61			0 00			0 70			DRAW KNIVES.								
F.o.b. Montreal or Toronto.			Nickel, 55 per cent.						Harness			0 60			12 00			Carpenters' discount 75 per cent.								
TURPENTINE AND OIL.			Gongs, Sergeant a door bells. . 5 50			8 00			Hat and coat			per gro.			1 10			DRILLS.								
Castor oil			American, house bells, per lb. " 35			0 40			Chandelier			per doz.			0 50			1 00			Miller's Falls, hand and breast. net list.					
Gasoline			Peterboro door bells, discount 3 1/2 and 10 per cent. off new list.						Wrought hooks and staples—									1 00			North Bros., each set, 50c.					
Benzine, per gal.			BUILDING PAPER, ETC.						x 5			per gross			2 35			DRILL BITS.								
Turpentine, single barrels			Tarred Felt, per 100 lb.			2 25			5-16 x 5			3 80			More, discount 3 1/2 to 40 per cent.											
Lined Oil, " raw, 0 68			Ready roofing, 2-ply, not under 45 lb. per roll			1 00			Bright steel gate hooks and staples, 40 p.c.						Standard, discount 50 and 5 to 55 per cent.											
boiled 0 71			Ready roofing, 3-ply, not under 65 lb. per roll			1 25			Hat and coat wire, discount 6 1/2 per cent.																	
WHITE LEAD GROUND IN OIL. Per 100 lbs.			Carpet Felt			60 00			Screw, bright wire, discount 65 per cent.																	
Canadian pure			Carp Felt			60 00			KNOBS.																	
No. 1 Canadian			Heavy Straw Sheathing			35 00			Door, japanned and N.P., doz			1 50			2 50			FILES AND RASPS.								
Munro's Select Flake White			Dry Surprise			0 40			Bronze, Berlin			per doz.			2 75			3 25			Great Western			75 per cent.		
Elephant and Decorators' Pure Monarch			Dry Sheathing			per roll, 400 sq. ft.			Bronze, Genuine			6 00			9 00						Arcade			75 "		
Standard Decorator's			Tar			400 "			Shutter, porcelain, F. & L. screw			per gross			1 30			2 00			Kearney & Foot			75 "		
Essex Genuine			Dry Fibre			400 "			White door knobs			per doz.			2 00						Disston's			75 "		
Brandram's B. B. Genuine			Tarred Fibre			400 "			Peterboro knobs, 3 1/2 and 10 per cent.												J. Barton Smith			75 "		
"Anchor," pure			O. K. & I. X. L.			400 "			Porcelain, mineral and jet knobs, net list.												McClellan			75 "		
Ramsey's Pure Lead			Resin-oiled			400 "			KEYS.												Eagle			75 "		
Ramsey's Exterior			Oiled Sheathing			400 "			Lock, Canadian dis. 40 to 40 and 10 per cent												Nicholson			68 1/2 "		
"Crown and Anchor," pure			Root Coating, in barrels			per gal.			Cabinet trunk and padlock												Globe			75 "		
Sanderson Percy's			Roof			small packages			American			per gross			0 60						Black Diamond, 60, 10 and 5 p.c.					
Robertson's C.P. lead			Refined Tar			per barrel			LOOKS.												Jawitt's, English list, 2 1/2 per cent.					
WHITE AND RED DRY LEAD.			Coal Tar			4 00			Peterboro 3 1/2 and 10 per cent												GAUGES.					
Genuine, 560 lb. casks, per cwt ..			Coal Tar, less than barrels			0 15			Russell & Kew steel firm \$2.50 per doz												Stanley's discount 50 to 60 per cent.					
Genuine, 100 lb. kegs, " 7 50			Roofing Pitch			per 100 lb. 0 80			Eagle cabinet locks, discount 30 per cent.												Wire Gauges.					
No. 1, 560 lb. casks, per cwt ..			Slater's felt			per roll			American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.												Winn's, Nos. 26 to 33			1 65		
No. 1, 100 lb. kegs, per cwt ..			Heavy Straw Sheathing f. o. b. St. John and Halifax			37 50			SAND AND EMERY PAPER.												2 40					
WINDOW GLASS			BUTTS.						Sectional			per 100 lb.			0 25						HANDLES.					
Size United			Wrought Brass, net revised list.						B. & A. sand, discount, 35 per cent						2 25						C & B, fork and hose, 40 p.c., revised list.					
Inches. Star			Wrought Iron, 70 per cent.						Emery, discount 35 per cent.						1 50			1 75			American, saw			per doz.		
Under 26			Cast Iron Loose Pin, discount 80 per cent.						Garnet (Rutten) 5 to 10 per cent. advance												American, plane			per gross		
26 to 40			Wrought Steel Fast Joint and Loose Pin, 70 per cent.						SASH WEIGHTS.												Canadian, hammer and hatchet 40 per cent.					
41 to 50			OFMENT AND FIREP. K.						Sectional			per 100 lb.			0 25						Axe and cant hook handles, 45 per cent.					
51 to 60			Canadian Portland			2 00			Solid			1 50			1 75											
61 to 70			Belgium			1 60			SASH COORD.						0 31						HAMMERS.					
71 to 80			White Bros. English			1 80			Per lb.												Maydole's, discount 5 to 10 per cent.					
81 to 85			" Lafarge " cement in wood			3 40			All sizes per lb.			0 07 1/2			0 1						Canadian, discount 25 to 27 1/2 per cent.					
86 to 90			" Lehigh " cement in wood			2 54			BLIND AND RED STAPLES.												Magnetic tack			per doz.		
91 to 95																					Canadian nledge			per lb.		
																					Canadian ball pen, per lb.			0 07		
																					0 22			0 08 1/2		

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

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We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

CUTLERY AND SILVERWARE.

RAZORS.	
Elliot's	per doz. 18 00
Boker's	7 50 18 00
" King Cutter	13 50 18 50
Vade & Butcher's	3 60 10 00
Lewis Bros. "Klean Cutter"	8 50 10 50
Hanckel's	7 50 20 00
Berg's	7 50 20 00
Clauss Razors and Strops, 50 and 10 per cent	
KNIVES.	
Farriers-Stacey Bros., doz	3 50
PLATED GOODS.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 50, fancy, 40 and 5.	
SHEARS.	
Clauss, nickel, discount 60 per cent.	
Clauss, Japan, discount 67½ per cent.	
Clauss, tailors, discount 40 per cent.	
Seymour's, discount 50 and 10 per cent.	
Berg's	6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.	
Woodyatt Hudson, per doz., net	4 50
BIRD CAGES.	
Brass and Japanned, 40 and 10 p. c.	
COPPER AND NICKEL WARE.	
Copper boilers, kettles, teapots, etc. 30 p.c.	
Copper pails, 30 per cent.	
ENAMELED WARE.	
White ware, 75 per cent.	
London and Francoise, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 p. c.	
Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Japanned ware, discount 45 per cent.	
Hollow ware, tinned cast, 35 per cent. off.	
KITCHEN SUNDRIES.	
Can openers, per doz.	0 40 0 75
Mincing knives per doz.	0 50 0 80
Duplex mouse traps, per doz.	0 05
Potato mashers, wire, per doz.	0 60
wood	0 50 0 60
Vegetable slicers, per doz.	2 25
Universal meat chopper No. 0, 1; No. 1, 1.15.	
Enterprise chopper, each	1 30
Spiders and fry pans, 50 per cent.	
Star Al chopper 5 to 32	1 35 4 10
" 100 to 103	1 35 2 00
Kitchen hooks, bright	0 62½
LAMP WICKS.	
Discount, 60 per cent.	
LEMON SQUEEZERS.	
Porcelain lined	per doz. 2 20 5 60
Galvanized	1 87 3 85
King, wood	2 75 2 90
King, glass	4 00 4 50
All glass	0 50 0 90
METAL POLISH.	
Tandem metal polish paste	6 00
PICTURE NAILS.	
Porcelain head	per gross 1 35 1 50
Brass head	0 40 1 00
Tin and gilt, picture wire, 75 per cent.	
SAD IRONS.	
Mrs. Potts, No. 55, polished	per set 0 80
" No. 50, nickel-plated	0 92
Common, plain	4 50
plated	5 50
Asbestos, per set	1 25

TINWARE.

CONDUCTOR PIPE.	
2-in. plain or corrugated, per 100 feet,	
\$3.50; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45;	
6 in., \$9.90.	
FACETS.	
Common, cork-lined, discount 35 per cent.	
HAYTROUGHES.	
10-inch	per 100 ft. 3 30
FACTORY MILK CANS.	
Discount off revised list, 35 per cent.	
Milk can trimmings, discount 25 per cent.	
Crescent Cans, 45 per cent.	

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz. 6 50
Lift Tubular and Hinge Plain, " ..	4 75
No. 6, safety	4 00
Better quality at higher prices.	
Japanning, 50c. per doz. extra.	
Prism globes, per doz., \$1.20.	

OILERS.

Kemp's Tornado and McClary's Model	
galvanized oil can, with pump, 5 gal-	
lon, per dozen	10 92
Davidson oilers, discount 40 per cent.	
Zinc and tin, discount 50 per cent.	
Coppered oilers, 20 per cent. off.	
Brass oilers, 50 per cent. off.	
Malleable, discount 25 per cent.	

PAIS (GALVANIZED).

Dufferin pattern pails, 45 per cent.	
Flaring pattern, discount 45 per cent.	
Galvanized washtubs 40 per cent.	

PIECED WARE.

Discount 35 per cent off list, June, 1899.	
10-qt. flaring sap buckets, discount 35 per cent.	
6, 10 and 14-qt. flaring pails dis. 35 per cent.	
Copper bottom tea kettles and boilers, 30 p.c.	
Coal hods, 40 per cent.	

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.	
Revised, 72½ per cent. revised list.	

SAP SPOUTS.

Bronzed iron with hooks	per 1,000 7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64	7 91
7-inch	8 18
Nestable, discount 40 per cent.	

STOVEPIPE ELBOWS.

5 and 6-inch, common	per doz. 1 32
7-inch	1 48
Polished, 15c. per dozen extra.	

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.	
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TINNERS' SNIPS.

Per doz.	3 00 15
Clauss, discount 35 per cent.	

TINNERS' TRIMMINGS.

Discount, 45 per cent.	
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WIRE.

ANNALED CUT HAY BAILING WIRE.	
No. 12 and 13, \$4; No. 13½, \$4.10;	
No. 14, \$4.12; No. 15, \$4.50; in lengths 6' to	
11', 25 per cent; other lengths 20c. per 100	
lbs extra; if eye or loop on end add 25c. per	
100 lbs. to the above.	

BRIGHT WIRE GOODS.

Discount 62½ per cent.	
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CLOTHES LINE WIRE.

7 wire solid line, No. 17, \$4.90; No.	
18, \$3.00; No. 19, \$1.70; 4 wire solid line,	
No. 17, \$4.45; No. 18, \$2.80. No. 19, \$2.50.	
All prices per 1000 ft. measure. F.o.b. Hamil-	
ton Toronto, Montreal.	

COILED SPRING WIRE.

High Carbon, No. 9, \$2.90; No. 11, \$3.45;	
No. 12, \$3.15.	

COPPER AND BRASS WIRE.

Discount 37½ per cent.	
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FINE STEEL WIRE.

Discount 25 per cent. List of extras	
In 100-lb. lots: No. 17, \$5 - No. 18,	
\$5.50 - No. 19, \$6 - No. 20, \$6.65 - No. 21,	
\$7 - No. 22, \$7.30 - No. 23, \$7.65 - No. 24,	
\$8 - No. 25, \$9 - No. 26, \$9.50 - No. 27,	
\$10 - No. 28, \$11 - No. 29, \$12 - No. 30, \$13 -	
No. 31, \$14 - No. 32, \$15 - No. 33, \$16 - No. 34,	
\$17. Extras net-tinned wire, Nos. 17-25,	
\$2 - Nos. 26-31, \$4 - Nos. 32-34, \$6. Coppered,	
75c.-rolling, 10c.-in 25-lb. bundles, 15c.-in 5	
and 10-lb. bundles, 25c.-in 1-lb. hanks, 25c.	
-in ¼-lb. hanks, 38c.-in ¼-lb. hanks, 50c.-	
packed in casks or cases, 15c.-bagging or	
papery, 10c.	

FENCE STAPLES.

Bright	3 75
Galvanized	3 15

HAY WIRE IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85;	
f.o.b., Montreal.	

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, \$3.70 —	
Nos. 6, 7, 8, \$3.15 — No. 9, \$2.50 —	
No. 10, \$3.20 — No. 11, \$3.25 — No. 12, \$2.65	
—No. 13, \$2.75 — No. 14, \$3.75 — No. 15, \$4.30	
—No. 16, \$4.30 from stock. Base sizes, Nos.	
6 to 9, \$2.35 f.o.b. Cleveland. In carlots	
12½c. less.	

LIGHT STRAIGHTENED WIRE.

Over 20 in.	
Gauge No.	per 100 lbs. 10 to 20 in. 5 to 10 in.
0 to 5	\$0.50 \$0.75 \$1.25
6 to 9	0.75 1.25 2.00
10 to 11	1.00 1.75 2.50
12 to 14	1.50 2.25 3.50
15 to 16	2.00 3.00 4.50

SMOOTH STEEL WIRE.

No. 9 gauge, \$2.30; No. 10 gauge, 6c.	
extra; No. 11 gauge, 12c extra; No. 12	
gauge, 20c. extra; No. 13 gauge, 30c. extra;	
No. 14 gauge, 40c. extra; No. 15 gauge, 55c.	
extra; No. 16 gauge, 70c. extra. Add 60c.	
for coppering and \$2 for tinning.	
Extra net per 100 lb.—Oiled wire 10c.,	
spring wire \$1.25, bright soft drawn 15c.,	
charcoal (extra quality) \$1.25, packed in casks	
or cases 15c., bagging and papery 10c., 50	
and 100-lb. bundles 10c., in 25-lb. bundles	
15c., in 5 and 10-lb. bundles 25c., in 1-lb	
hanks, 50c., in ¼-lb. hanks 75c., in ¼-lb.	
hanks \$1.	

POULTRY NETTING.

2 in mesh 19 w.g., discount 50 and 5 per	
cent. All others 50 per cent.	

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.62½, per	
100 sq. ft., in 50-ft. rolls, \$1.67½, per 100 sq ft.	
Terms, 2 per cent. off 30 days.	

WIRE FENCING.

Galvanized barb.	2 95
Galvanized, plain twist	3 30
Galvanized barb. f.o.b. Cleveland, \$2.70 for	
small lots and \$2.60 for carlots	

WOODENWARE.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,	
\$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto	
Hamilton, London and St. Marys, 30 and 30	
per cent; f.o.b. Ottawa, Kingston and	
Montreal, 40 and 15 per cent. discount.	
Taylor-Forbes, 30 and 30 per cent.	

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.	
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LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.	
Waggoner Extension Ladders, dis. 40 per cent.	

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"600" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS.

Discount, 40 per cent.	
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SCREEN DOORS.

Common doors, 2 or 3 panel, walnut	
stained, 4-in. style	per doz. 7 25
Common doors, 2 or 3 panel, grained	
only, 4-in., style	per doz. 7 55
Common doors, 2 or 3 panel, light stair	
per doz.	9 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square	63 00
Eclipse, per doz	54 00
Downwell	39 00
New Century, per doz	75 00
Daisy	54 00

WRINGERS.

Royal Canadian, 11 in., per doz.	34 00
Royal American, 11 in.	34 00
Eze, 10 in., per doz.	37 75
Terms, 2 per cent, 30 days.	

MISCELLANEOUS

AXLE GREASE.	
Ordinary, per gross	6 00 7 00
Best quality	10 00 12 00
BELTING.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 p.e.	
Agricultural, not wider than 4 in., 75 per cent	
Lace leather, per side, 75c.; cut laces, 80c.	
BOOT CALKS.	
Small and medium, ball	per M 4 25
Small heel	4 50
CARPET STRETCHERS.	
American	per doz. 1 00 1 50
Bullard's	6 50
CASTORS.	
Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	
FINE TAR.	
1 pint in tins	per gross 7 80
"	9 60
PULLEYS.	
Hothouse	per doz. 0 55 1 00
Axle	0 22 0 33
Screw	0 23 1 00
Awning	0 35 2 50
PUMPS.	
Canadian clatern	1 40 2 00
Canadian vitcher snout	1 80 3 15
Berg's wing pump, 75 per cent.	
ROPE AND TWINE.	
Sisal	0 104
Pure Manila	0 164
"British" Manila	0 12
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" 1 inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 10
" double	0 104
Sisal bed cord, 48 feet	per doz. 0 65
" 60 feet	0 80
" 72 feet	0 95
Twine.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 09
Mattress twine per lb.	0 29
Staging "	0 45
"	0 27 0 35
HINDER TWINE.	
500 feet, sisal	0 094
500 " standard	0 094
550 " " manilla	0 104
600 " "	0 124
650 " "	0 134
Car lots, 40c. less; -ton lots, 40c. less.	
Central delivery.	
SCALES.	
Gurney Standard, 40 per cent.	
Gurney Champion, 50 per cent.	
(urrow, Stewart & Milne—	
Imperial Standard, discount 40 per cent.	
Weight Beams, discount 40 per cent.	
Champion Scales, discount 50 per cent.	
Fairbanks standard, discount 35 per cent.	
" Dominion, discount 55 per cent.	
" Richelle, discount 55 per cent.	
Warren new Standard, discount 40 per cent.	
" Champion, discount 50 per cent.	
" Weightbeams, discount 35 per cent.	
STONES—OIL AND SCYTHES.	
Washita	per b. 0 25 0 37
Hindustan	0 08 0 10
" alip	0 18 0 20
" Axo	0 18
Deer Creek	0 19
Deerpick	0 25
" Axo	0 15
Lily white	0 43
Arkansas	1 14
Water-of-Ayr	0

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Manufacturers' Agents.

Fox, O. H., Vancouver.
Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.

Metals.

Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Fadie, H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas. Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co., Montreal.

Metal Lath.

Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Nails Wire

Dominion Wire Mfg. Co., Montreal.

Oil Tanks

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Doda, P. D., & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. G., & Co., Montreal.
Lucas John & Co., New York
McArthur, Cornelle & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co., Toronto.
Ottawa Paint Works, Ottawa.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson, Percy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Perforated Sheet Metals.

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Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Morrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
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Robertson, Jas. Co., Limited, Toronto
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Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Polishes.

Majestic Polishes, Toronto

Portland Cement.

International Portland Cement Co.,
Ottawa, Ont.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.

Printing.

London Printing & Lithographing Co.,
London, Ont.

Razors.

Clausen Shear Co., Toronto.

Refrigerators.

Fabien, C. P., Montreal.

Registers

Pease Foundry Co., Toronto.

Roofing Supplies.

Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
F. W. Bird, East Walpole, Mass.
Buchanan Foster Co., Philadelphia, Pa.
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Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Wheeler and Bain, Toronto

Saws.

Atkins, E. C., & Co., Indianapolis, Ind.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.

Canadian Fairbanks Co., Montreal.

Frothingham & Workman, Montreal.

Screw Cabinets.

Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.

Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Soil Pipe

McFarlane, Walter, Glasgow

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shelf Boxes.

Cameron & Campbell, Toronto.

Shears, Scissors.

Clausen Shear Co., Toronto.

Shovels and Spades.

Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.

Hutton, Wm., & Sons, Ltd., London,
Eng.
McGlashan, Clarke Co., Niagara Falls,
Ont.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Skates.

Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers

Cavers Bros., Galt

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.

Chown, Edwin, and Son, Kingston

Stoves, Tinware, Furnaces

Canadian Heating & Ventilating Co.,
Owen Sound.
Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal
Down Draft Furnace Co., Galt
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard Wm., Toronto
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London.
Merrick Anderson, Winnipeg
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co., Brockville
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.

Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tents.

Tobin Tent and Awning Co., Ottawa

Tin Plate.

American Sheet & Tin Plate Co., Pittsburg, Pa.
Baglan Bay Tin Plate Co., Briton Ferry,
South Wales
Lyaght, John, Bristol, Newport and
Montreal

Turpentine

Dehance Mfg. Co., Toronto.

Ventilators.

Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper

Staunton Limited Toronto.

Wall Paper Cleaner.

Gilbert, Frank U. S., Cleveland

Washing Machines, etc.

Dowdell Mfg. Co., Hamilton, Ont.
The Shultz Bros. Co., Brantford.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows

London Foundry Co., London, Ont.
Schultz Bros. Co., Ltd., The Brantford.

Wholesale Hardware.

Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.

Hobbs Mfg. Co., London, Ont.

Wire, Wire Rope, Cow Ties,

Fencing Tools, etc.

Banwell-Hoxie Fence Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont

Wrapping Papers.

Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Wringers

Connor, J. H. & Son, Ottawa, Ont.

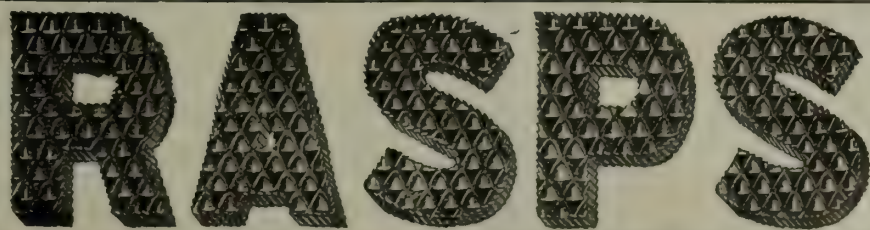
Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Spring rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

KEARNEY & FOOT

The
Best
Rasp
Made



The
Rasp
that
sells

MADE BY
Dominion
Wks.

Nicholson File Co., Port Hope, Ont.

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

SUPPORT CANADIAN INDUSTRIES

FREE TO HARDWARE DEALERS



We are supplying electros of the cut in this ad. for use in your local advertising, besides offering special terms for immediate orders for

"LION" Brand
PUTZ TRIPLE EXTRACT
METAL POLISH
IN LIQUID OR PASTE

The most reliable metal polish in the market. Once tried always used.

Support Canadian Industries

Manufactured by

English Embrocation Co., Montreal

WORKS ALL THE TIME

Some ventilators will work only in a wind-storm. That spoils their effectiveness

AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature, within and outside the building.

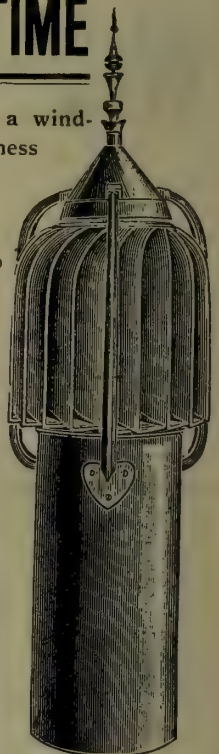
Montreal, June 1st, 1903,
St. Peter School.
Messrs. THE J. W. HARRIS Co., Limited.
Dear Sirs,

In answer to yours of 3rd inst. in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother JORDANUS, Dir.

MANUFACTURED BY

THE J. W. HARRIS CO., LIMITED
CONTRACTORS - MONTREAL



HARDWARE BABBITTS

No. 1, No. 2, No. 3

The wearing quality of our
HARDWARE BABBITTS

is the secret of the large orders the
HARDWARE MERCHANTS

are sending us. If not on our list

GET IN LINE

LIBERAL DISCOUNTS. TERMS RIGHT

The **James Robertson Co., Limited**

144 William St., MONTREAL, QUE.

PFLUEGER'S Fishing Tackle

Hooks, Flies,
Trolls, Spin-
ners, Phan-
toms, Reels,
Furnished
Lines.

Everything
in Fishing
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods,
Sent Express Prepaid, 170-Page Illustrated Cata-
logue No. F25, and Metal Fish Sign in 8-Color
Lithograph.

The Enterprise Mfg. Co.
AKRON, Ohio, U.S.A.

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE



MADE OF CRUCIBLE STEEL OIL TEMPERED, ANTI-RUST, NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn.

New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1806.

Inc. 1896.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals



Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



SHEET ZINC

ZINC SPELTER

INGOT TIN

INGOT COPPER

We can quote lowest market prices for immediate shipment from stock Montreal.

B. & S. H. THOMPSON & Co.

LIMITED

Metals, Hardware, Chemicals, etc., etc.

381 and 383 St. Paul St., Montreal

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"Cyrus" Bicycles

"Adlake" Bicycles

Two wheels that sell readily on their merits

Every cent of their price is represented in the wheel.

Write for our catalogue. Get our trade price on these lines.

JOHN MILLEN & SON,

Limited

321 St. James St.
MONTREAL

132 Bay Street
TORONTO

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, JUNE 1, 1907

NO. 22.

Quality
and
"Queen's Head"
always go together.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL
Managers, Canadian Branch.

ANVILS BITS

HENRY BOKER

MANUFACTURER
OF

ARROW BRAND

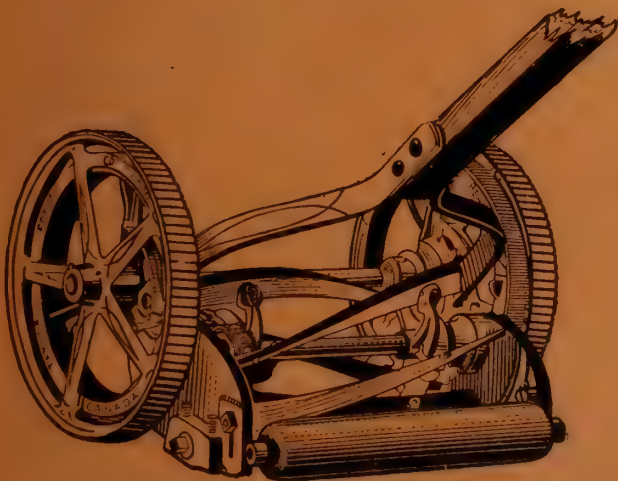
REGISTERED TRADE MARK

Pliers Vices HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

For Sale by Leading Wholesale Houses.

An Absolute Certainty



The success of the Hardware Merchant is **absolutely assured** when he recommends and stocks **Taylor-Forbes** lines. The people of Canada accept the name as a surety of quality, and reasonably. Our

LAWN MOWERS

would have made any firm famous from ocean to ocean. They were carefully built up to Taylor-Forbes ideals—which means that material and construction are alike perfect. The shrewd men in the trade only stock **Taylor-Forbes Lawn Mowers** and there's a reason for their pronounced preference.

Have you our Lawn Mower Catalogue?

TAYLOR-FORBES COMPANY, Limited
GUELPH, ONT.

H. C. ROGERS, St. John

W. A. McLennan, Vancouver

122 Craig St., Montreal

See Classified List of Advertisements on Page 70.

LAWN GOODS

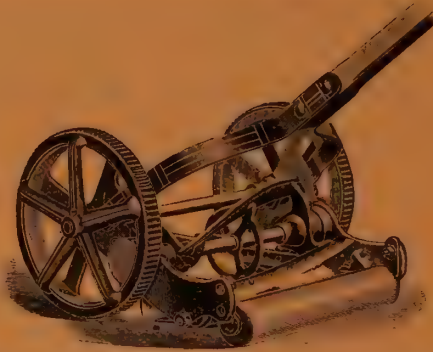
Lawn Mowers

The best makes; all sizes.

The Matchless (^{Ball} Bearing),

The Spider (^{Ball} Bearing),

*Pennsylvania, Woodyatt
and Star*



Lawn Rollers

From 265 lbs. each to
750 lbs. each.

Lawn Sprinklers

*Columbia, Cyclone,
Fountain, etc., etc.*



Lawn Seats

All kinds of lawn seats in iron
and wood, painted or varnished,
suitable for public or private
lawns.

Lawn Vases

All sizes and shapes.
Just the article to make the
lawn look nice.



Lawn Hose

*City Standard, Lion,
Maltese Cross*
Plain and wire-bound.

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

TORONTO.

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sargent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sargent's Front, Store Door and Inside Locks

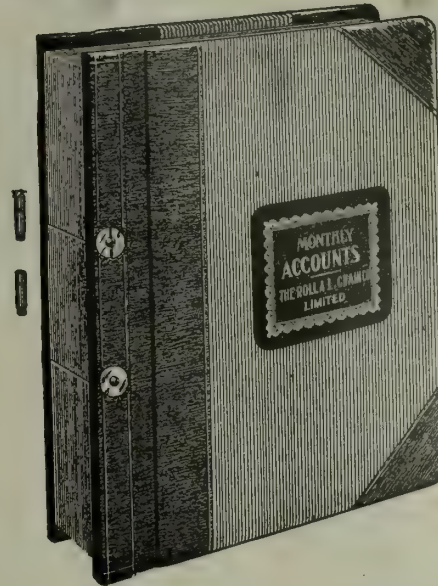
Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,
Wholesale Hardware LIMITED
OTTAWA, ONT.

As a Means of Success



Are you still using that old antiquated system of bookkeeping—bound ledgers, day book, etc., which are awkward to handle and never posted to date?

If you are it is surely not because they supply what you want but because you have not troubled yourself to look for something better. You soon would change your mind if you could see the many advantages and conveniences arising from the use of

THE CRAIN CONTINUOUS SYSTEMS

The use of this system tends very greatly towards the success of any business. Why? Because

it saves time, labor and worry. It is always handy, is compact and is the best system in use to-day.

You had better investigate this, for you will profit thereby. Drop us a card and ask for Catalogue "E" which will give you all details.

THE ROLL A. CRAIN CO., Limited
OTTAWA, CANADA

Branches—TORONTO, 18 Toronto Street; MONTREAL, Alliance Bldg., St. James Street; WINNIPEG, Nanton Block, 430 1-2 Main Street.



American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW — NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the

other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank.

One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the Automatic Twin Scrapers by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS



ICE CREAM FREEZERS THAT SELL



THEY ARE

Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

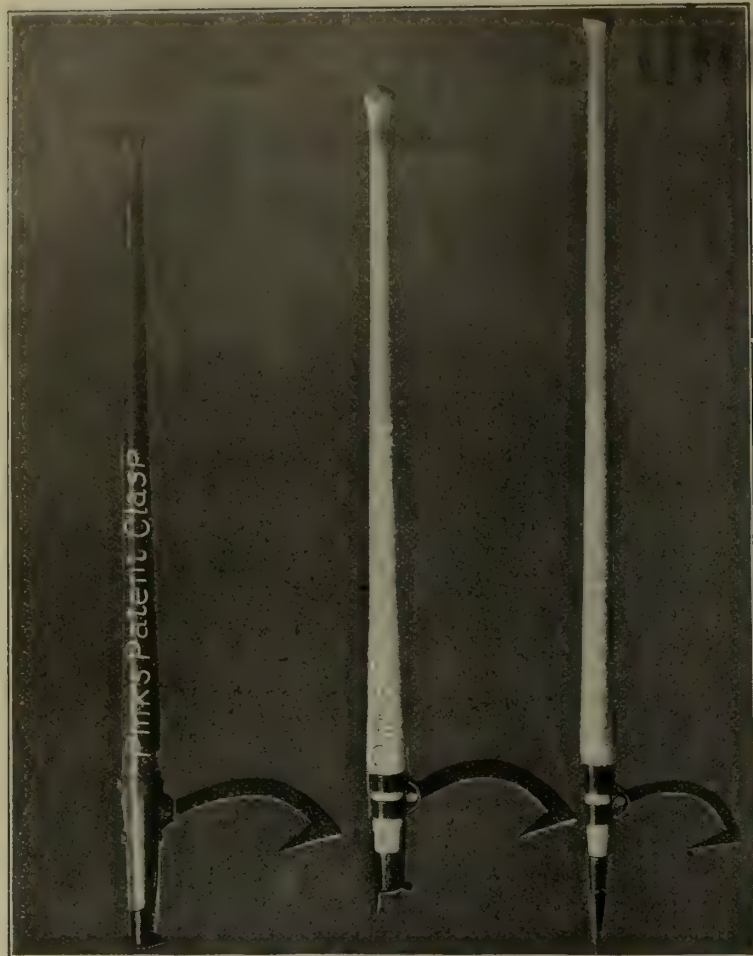
THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results



Send for Catalog.

North Bros. Mfg. Co.
Philadelphia, Pa.



Pink's MADE IN CANADA Lumbering Tools

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO

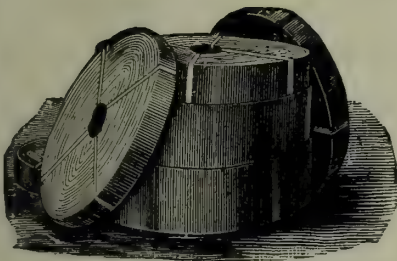
BELTING AND SUPPLIES

We are not a regular belting house, but we can sell this line of goods at as low a price as it can be bought from any manufacturer.

The difference between a regular belting house and ourselves is that *they go direct to your customer—the consumer*—while *we sell to the trade only*.

IN LEATHER BELTING

We stock all grades in all regular widths



Agricultural, Single and Double

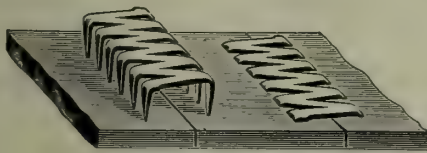
No. 1,	"	"
Standard	"	"
Extra	"	"

We also stock all grades and widths of

RUBBER BELTING

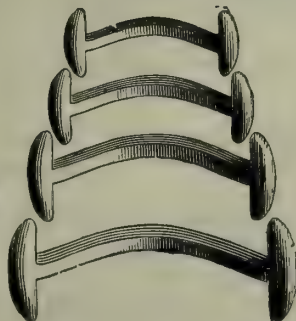
Hand Cut Belt Lacing

$\frac{1}{4}$ -in., $\frac{3}{8}$ -in., $\frac{1}{2}$ -in., $\frac{5}{8}$ -in.



Bristol Steel Belt Lacing

Nos. 1, 2, 3, 11, 12, 13



Blake's Belt Studs

Rawhide Lace Leather

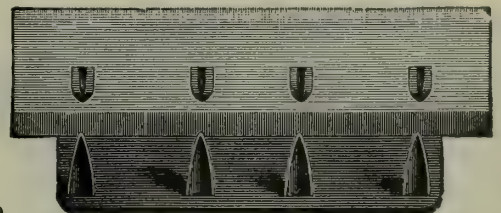
White and Brown—Light, Medium and Heavy

No. 2

No. 1

No. 0

No. 00



Standard Belt Hooks

For Rubber Belts—all sizes

Buffalo Belt Fastener

Bright Steel Pointed Belt Hooks

Boker's Belting Shears

Empire Lace Cutters

Four-in-one Belt Tools

Blake's Belt Cutter

LEWIS BROS., LIMITED

MONTREAL

WINNIPEG

TORONTO
OTTAWA

CALGARY
VANCOUVER

Consumers Cordage Co.,

LIMITED

Manufacture every variety of

CORDAGE

PACKING

BINDER TWINE

LATHYARN

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

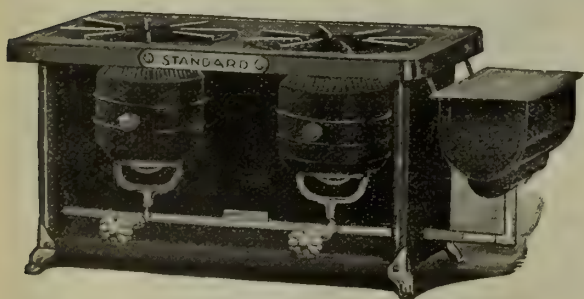
MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The Standard Wickless Blue Flame Oil and Gasoline Stoves



Absolutely the cleanest, safest and most easily operated Stoves on the market to-day.

Lights like gas—simply turn on the **oil and apply the match.**

Catalogue shows full line of these stoves. Mailed on application.

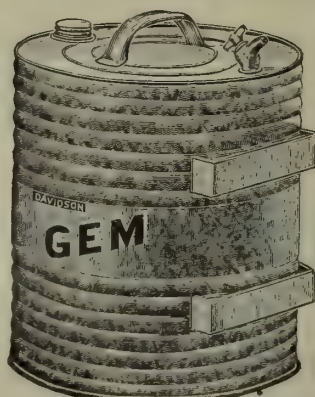
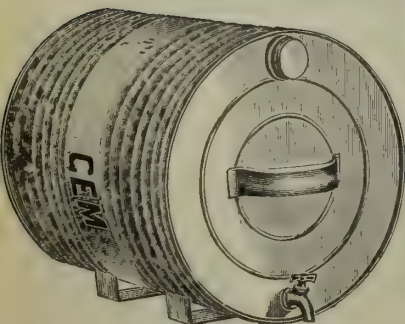
THE GEM OIL TANK

(IMPROVED STYLE)

HOLDS 5 GALLONS

The advantage of this Tank is that it can be carried upright in a waggon, and the tap being then on the top is not in the way. There is therefore no risk of the tap being accidentally opened or knocked off and the oil spilt.

Placed on its Side (as illustrated), on table or shelf at convenient height, it is always ready for use and makes the filling of lamps an easy task.



(Body galvanized after being made up.)
Fitted with Special Dripless Kerosene Tap.

The THOMAS DAVIDSON MFG. CO., Ltd.

MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

Only
Wholesale

HARDWARE MERCHANTS
138-140 WEST FRONT STREET, TORONTO.

Wholesale
Only



"Daisy" Churn
Nos. 0 to 5. Churns 1 to 16 gallons.



Dash Churns



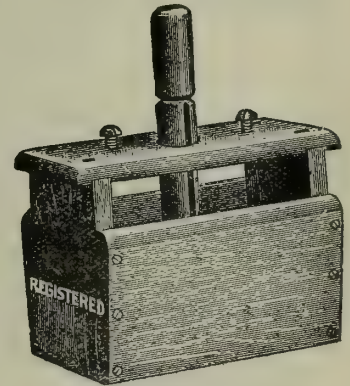
"Favorite" Churn
Nos. 0 to 5. Churns 1 to 16 gallons.



"Crown" Butter Mould.



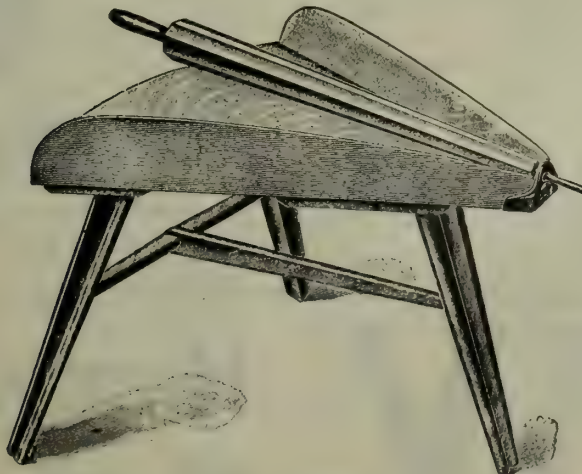
"Leader" Churn
Nos. 0 to 5. Churns 1 to 16 gallons.



"Daisy" Butter Mould.



Butter Spades



Butter Workers



Butter Ladles

For fuller particulars see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

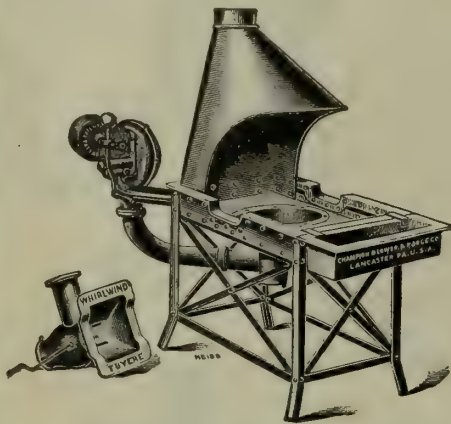
Opposite Union Station
GRAHAM NAILS ARE THE BEST
Factory Dufferin Street, Toronto, Ont.

We Ship Promptly

Our Prices are Right

REMEMBER

There is a good demand for blacksmith's equipment, and we have a large variety on hand.



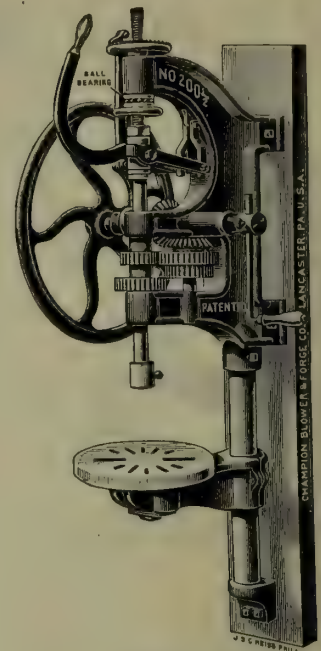
No. 408 — Champion Steel Horseshoer's Forge with Half Hood; Hearth 30x36 ins.; Height 30 ins.; Fan 12 ins. in Diam., Weight 225 lbs.

Do you carry these tools in stock?

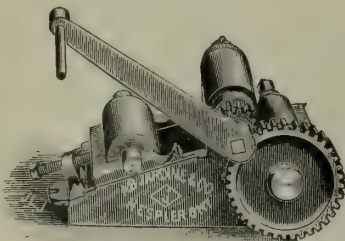
A few samples are all that you require.

When you have an inquiry write us. We will send you catalogues, and full in-

formation, that will help you to make the sale.



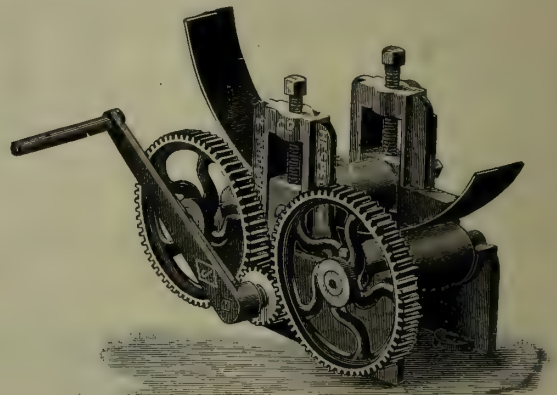
No. 2001½ — Champion Self-Feed and Lever-Feed Ball Bearing Post Drill; Drills holes to 1½-in.; and to centre of 18-in. circle; weight 225 lbs.



TIRE

BENDERS

No. 5 — Capacity 4-in. in width or 1½ x ½-in., weight 65 lbs.



No. 2 — Capacity 4-in. in width or 2 x ¾-in, weight 120 lbs.

Our travellers will quote you, or write direct.

F. & W. Hardware Montreal



F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA

COMMUNITY SILVER

is made only in a plate heavier than triple plate—it is called "triple plus."

¶ The designs are the work of artists, and each piece possesses the true beauty, the individuality, the depth and delicacy of ornament and superior finish found only in the best sterling.

¶ Community Silver is the best advertised silver plated ware in the country. This advertising sells goods for you.

¶ 'Flower de Luce' and "Avalon" are two of the choicest designs and are made in all the shapes the most exacting housewife can demand.

¶ We have them in stock.



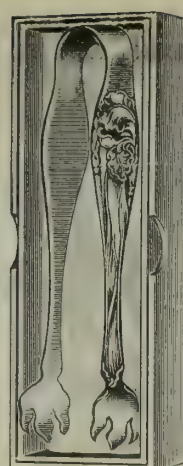
No. 1719



No. 1695



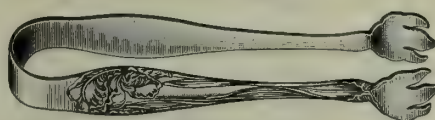
No. 1710



No. 1709



No. 602
"Avalon"



No. 1079
"Flower-de-Luce"



No. 720



No. 646



No. 1615



No. 1605



No. 710



No. 603
"Avalon"



No. 682

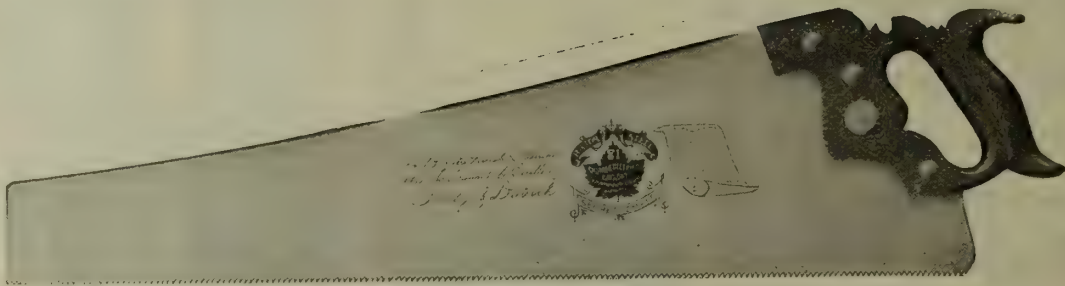


No. 703

Coverhill Searmont & Co

MONTREAL and WINNIPEG

Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

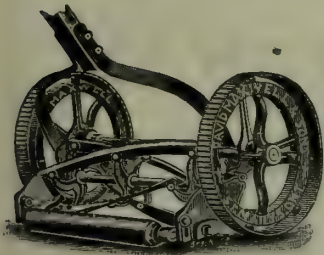
SHURLY & DIETRICH,

- **GALT, Ontario**

A TRINITY OF TRADE BUILDERS

Maxwell Lawn Mower

Two Household Favorites



The name means clean-cutting, durability and finish.



Stock them. They come near selling themselves.



David Maxwell & Sons, St. Mary's, Ont.

SIMPLE

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

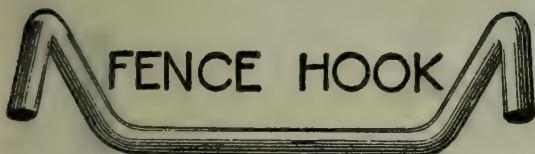
DURABLE



RELIABLE

STYLE F.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT.

PRIEST'S CLIPPERS

Largest Variety
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Weibusch & Hilger, Limited, special New York
representatives, 9-15 Murray Street.

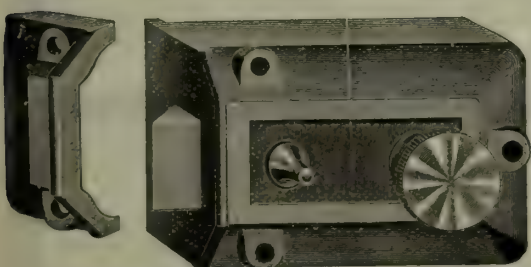
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



Cylinder Night Latch, No. 108.



EASY MONEY

seldom comes to the Bicycle dealer. It is just possible that our Metal Half Chain Guard



has cashed in more easy money for Hardware men than almost anything else on the market.

Many of these guards will be sold in your town this season. Light, strong, dainty, popular—these four words tell our story. There's a Profit Story attached. Do you know it?

Forsyth Manufacturing Co.

Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



THE ORIGINAL

"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

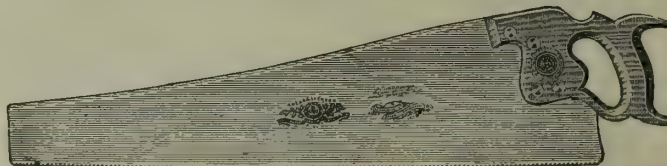
Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



**FOOLS SELL THE CHEAPEST,
WISE MEN THE BEST**



THE BEST

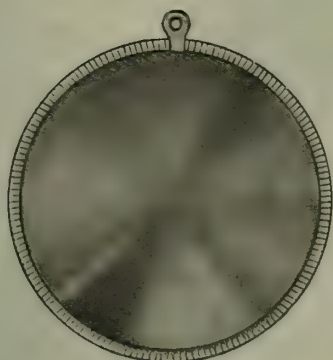
*Being supported by good and liberal advertising among the
actual users of saws*

SPEAR & JACKSON, LIMITED

ÆTNA WORKS

SHEFFIELD, ENG.

COOKING UTENSILS



For use on

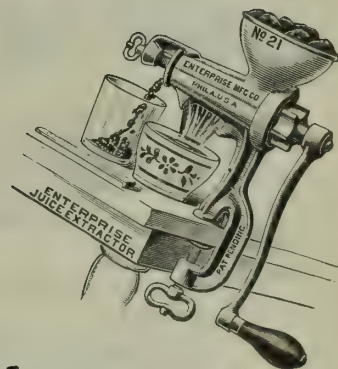
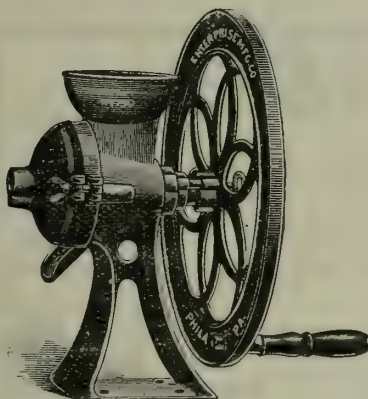
GAS STOVES

In Enamel Ware and Tin Ware

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.



Three of a Kind

All good sellers, with the biggest season you ever saw just ahead. Get your orders to your jobber to-day for

FOOD CHOPPERS

BONE, SHELL AND CORN MILLS

MEAT JUICE EXTRACTORS

THREE OF A KIND, THE BEST, ALL

“ ENTERPRISE ”

You don't have to explain what Enterprise goods are, or who makes them. The public knows them, uses them, demands them, all over the civilized world. New and good advertising matter supplied to dealers on request.

THE ENTERPRISE MANUFACTURING COMPANY OF PA.
21 Murray Street, NEW YORK CITY

Philadelphia, U. S. A.
438 Market Street, SAN FRANCISCO, CAL.

DOMINION WIRE MANUFACTURING CO., LIMITED

MONTREAL

TORONTO



DO YOU SEE THE POINT ?

We are right in the midst of the great rush that comes along about this time each year. There's great hustling going on in every Department, both in office and at mill.

The **POINT** that we want to emphasize, however, is this :

*No matter how busy we are we will always find time enough to give such attention to our customers in every way that they will be **SATISFIED**.*

A SATISFIED CUSTOMER GENERALLY COMES BACK

Sorting the Scrap

Not all scrap makes good bar iron—it must be carefully selected to give satisfactory results.

London Bar Iron is made only from the choicest scrap, selected by experts. Consumers are unanimous that it has the quality.

Orders promptly filled.

London Rolling Mills
London, Canada.



TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

WORK AND
PRICES
RIGHT
GALVANIZING ONT
WIND
ENGINE & PUMP CO
TORONTO, ONT. LIMITED

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

ATKINS SILVER STEEL SAWS



are profitable Saws.
Full of Quality, you
can safely recom-
mend them to your
trade. Every Atkins
Saw you sell, sells
others—There's
money in them for
YOU. Shall we
call?

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St., E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,**

Wellsville Polish, Range Steel,

Wood's "A" Planished Iron,

**Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

AXE HANDLES

Shrewd dealers are aware that
there is a comfortable profit in
the famous brands of Axe Handles

**"Empire," "Imperial"
"Champion"**

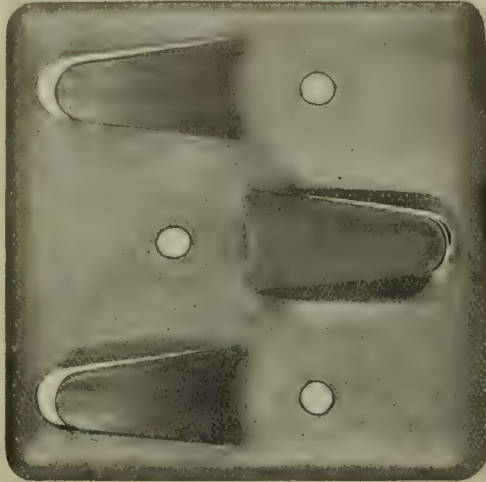
Then they assure the satisfied
customer and build up the paying
trade. Can you supply the
demand?

J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

Limited

ANCHOR CLOTHES LINE HOLDER



Either for outdoor, or inside house. Don't have to leave your lines out to the weather. Can put them up in a few seconds; no knots, no trouble, galvanized steel, no rust. The only article of its kind that has all the requirements—cheap, durable. Every house in Canada should have them.

Cleanliness is Next to Godliness

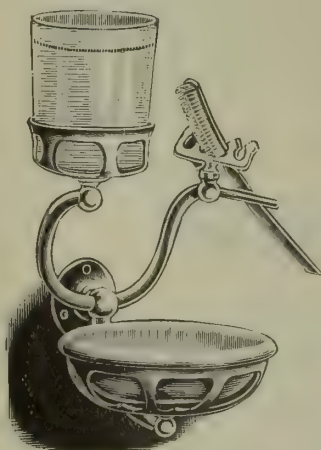
Wash your clothes, put out your line and use the Anchor Clothes Line Holder.

Ontario Metal Novelty Mfg. Co.,

111 King Street East, :: :: :: TORONTO

The
Buffalo Manufacturing Co.
Buffalo, N.Y.

When you get our goods you know you get THE BEST.



We manufacture

*Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.*

All High Grade and exceedingly presentable.

REPRESENTED BY

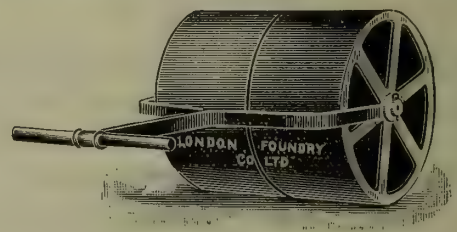
H. F. McINTOSH & CO.

34 Yonge Street,

TORONTO, ONT.

Write for
Catalogue

NOW IS THE TIME FOR LAWN ROLLERS



We manufacture all kinds.

Water Ballast, 1, 2 and 3 Section Cast Iron, and Box Top with Cast Iron Rolls.

The London Foundry Co.

London, - Canada

A Bad Business It's certainly a bad business when a gun explodes in the hands of the user; but, Mr. Dealer, you'll readily admit that it's just about as bad—sometimes worse—for the man who sells the weapon.

HAMILTON RIFLES

are a guarantee of perfect security alike to the user and the Dealer. They simply cannot explode because every inch of material used in their construction—and **cold rolled steel** at that—is severely tested. Any of our famous models will build up your business.

No. 15 sells at \$2.00

No. 19 sells at \$2.50

No. 23 sells at \$3.50

Let's tell you why.

A post-card brings the facts.

THE HAMILTON RIFLE CO.

Dept. 71

Plymouth, Mich.

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



**THE CUELPH SPRING & AXLE CO.
LIMITED**

CUELPH, ONT.

MITCHELL'S SELF-TESTING SAFETY CODE

REVISED EDITION

A New and Scientific System for the Transmission of Messages by Telegraph or Cable, so arranged that one word may convey several meanings, such as Article, Quality, Price Quantity, Terms, etc.

By other codes three and four words are required to express what this system will convey in one word, thus costing three and four times as much as the same message if sent by this system.

EXAMPLES

Code Words
LUDELSPIEL MEBDIKOLAF WOCUMZEXGI—Ship by Cunard Steamer from your port 28th June, 150 pieces Bevelled Plate Glass, 1½" bevel, 18½ x 24"
WULYBSABNI—8 celsheets 27 g. 24 x 16½", 10,000 packages.
WUPEUBABHE—Wire Nails 5d. Buy 500 kegs.
WUWULKAFDE—Rosin, 'I' quality, quote cost and freight shipment 1st half of next month, 200 barrels.
XASYSJABBA—Delivery Wagon Platform Springs 2 to 3,000 lbs., increase our order to ten.

Try these with your codes. An 8-page prospectus with full particulars sent free on request.

The Mitchell Self-Testing Safety Code Co.

8 COLBORNE ST.

TORONTO, CANADA

BARGAINS IN CHEAP POWER

We have the following New Gasoline Engines for sale at a very low price—

4—1½-H. P. Gasoline Engines
(Bates & Edmunds, Lansing, Mich.)

12—8-H. P. Gasoline Engines
(Labatt Mfg. Co., London, Ont.)

5—12-H. P. Gasoline Engines
(Labatt Mfg. Co., London, Ont.)

Also a number of second hand Engines in good order

THE CANADIAN FAIRBANKS CO., Ltd.

26-28 Front Street West,
TORONTO

BANNER COLD BLAST LANTERNS



Made from

Heavy Welsh
Tin Plates

Fitted with

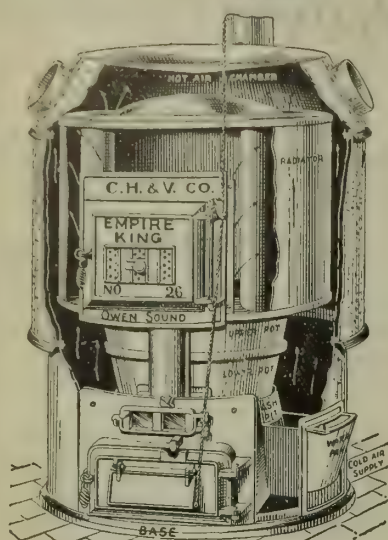
Side Crank
Lift and
Countersunk
Oil Feed

—Attractive—
—Windproof—

Manufactured by

**ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT.
LIMITED**

FURNACE SATISFACTION



Apart from the shrewd Dealer's desire to handle **The Best Furnace** the exigencies of business compel all wise Hardwaremen to stock and recommend That Particular Furnace which yields most satisfaction to their customers. It's an easily proven fact that **The Empire King** is known from ocean to ocean as **The Furnace that satisfies.**

Here are some of the reasons for superiority of

The **Empire King** **Furnace**

Simplicity of construction. The Empire King has few parts—therefore few joints. Furnaces having a large number of parts and complicated flues are trouble creators and soon become useless.

Low Built. A low cellar ceiling does not eliminate the comforts a first-class heating apparatus affords. **Base Ring**—is strong, heavy and solid—a fitting foundation for **The Best Furnace.**

Ask for more reasons why you should talk **The Empire King Furnace.**

The Canadian Heating and Ventilating Co.,

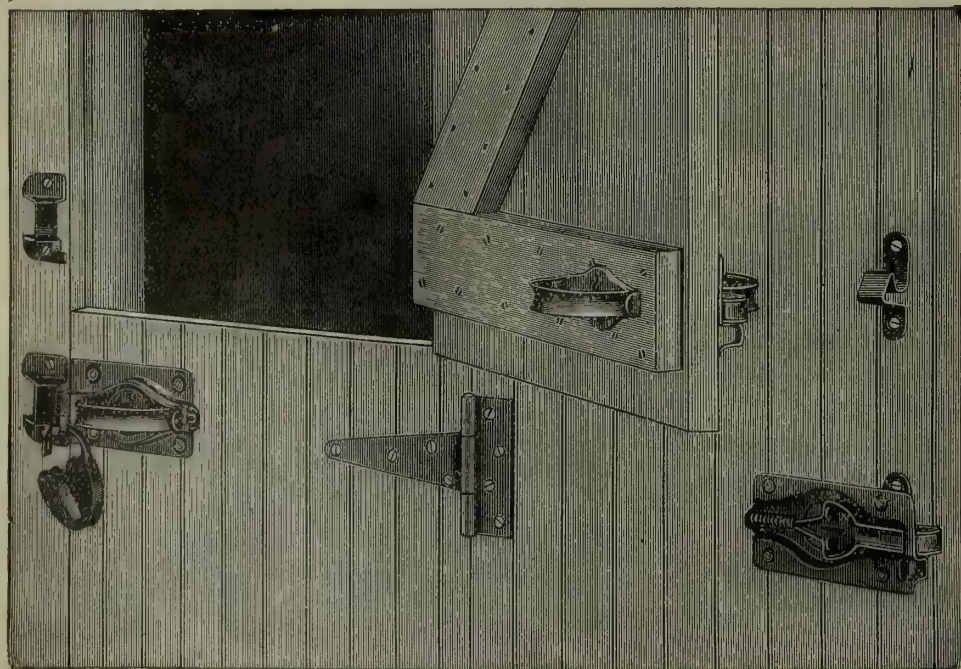
LIMITED

OWEN SOUND, ONT.

THE CANADA STOVE AND FURNITURE CO., 126 West
Craig St., Montreal, Que., Agents for the Province of
Quebec.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg
Man., Western Agents.
The Abercrombie Hardware Co., Vancouver, B.C.

IT'S A LATCH THAT EVERY BARN NEEDS



WHITCOMB

STEEL BARN DOOR LATCH

It is convenient; it is strong: it is durable; it is adapted to any thickness of door; and harness, etc., will not catch on it. Fully guaranteed.

Get a sample and see what an excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of PATENTED SPECIALTIES BY CONTRACT
ALBANY, WISCONSIN, U.S.A.

HIS MARK

High Grade Printing

from the conception of the idea to the finished job—we are now ready to produce in our **NEW PRINTING DEPARTMENT**

With everything new—

NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—

NEW PRESSES—the latest products of the press makers—

NEW TYPE—the best faces selected from the stocks of leading foundries and a

NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish layouts, dummies, schemes and designs for anything from a letterhead to a catalog—

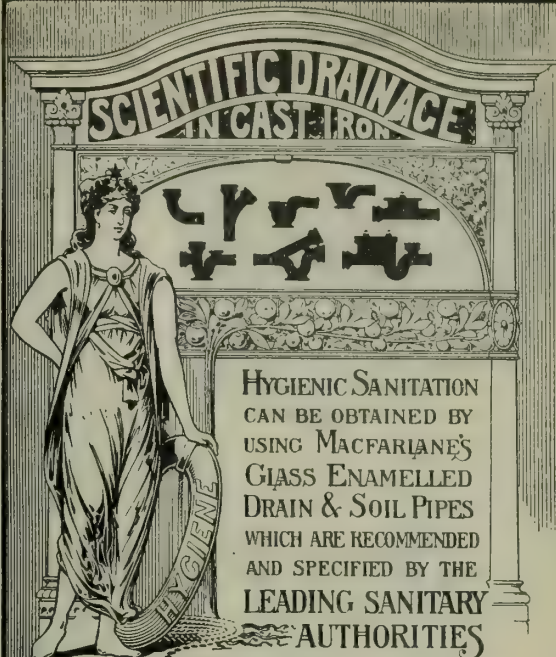
If you want
"printing that's different"
let us hear from you

MACLEAN PUBLISHING CO LTD

John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG

PRINTING DEPT
Charles Edward Peabody
Manager

his mark



SCIENTIFIC DRAINAGE
IN CAST IRON

HYGIENIC SANITATION
CAN BE OBTAINED BY
USING MACFARLANE'S
GLASS ENAMELLED
DRAIN & SOIL PIPES
WHICH ARE RECOMMENDED
AND SPECIFIED BY THE
LEADING SANITARY
AUTHORITIES

WALTER MACFARLANE & CO.
SARACEN FOUNDRY,
GLASGOW.

SANITARY ENGINEERS.
CASTINGS SUPPLIED CUT & FITTED
TO REQUIRED MEASUREMENTS
DRAINAGE PLANS ARRANGED
CATALOGUES ON APPLICATION.

AGENTS:

W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.
BAXTER, PATERSON & CO., 102 St. Antoine St., Montreal



DON'T BUY CALENDARS

until you have inspected our very large and complete range of samples. The line includes subjects reproduced by every known process of the printing and lithographing art. The selection of these designs is made with a view of meeting the advertising needs of every merchant.

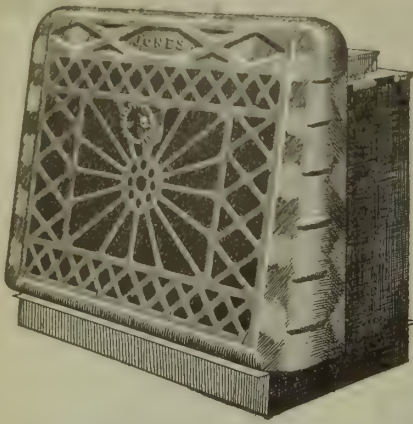
Our prices will interest you.

If You Cannot Wait

for our Representative to call on his regular trip, let us know. We will arrange for you to see the samples.

Give us a chance to demonstrate that we have the finest line on the market

THE LONDON
Printing and Lithographing Company
Limited
London, Canada



ASK YOUR CUSTOMER!

The man who is going to build this summer is not doing so for fun. Nor is he doing so just to see how much money he can spend. You can secure his trade—nail it down for all time—by talking

JONES' SIDE-WALL REGISTERS

and their superiority to all other registers. Ask your customer if he wants to save money? If you can show him how he'll certainly trade at your store. Let's show you how our registers win more trade for you while saving money for your customer.

The Jones Register Co.

732 King St. West

Toronto, Canada

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.



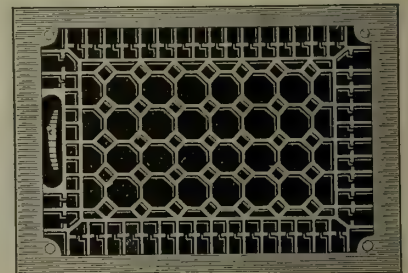
H. & C. No. 100.

FERROSTEEL REGISTERS

The only house in the world manufacturing

CAST IRON FLOOR
SEMI STEEL FLOOR
WROUGHT STEEL FLOOR
CAST IRON SPECIAL SIDE WALL
WROUGHT STEEL SPECIAL SIDE WALL
FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS
DEFLECTORS, PANCAKES, WAFERS

In all Designs and Finishes.
Mechanism Perfect.
Capacity Greatest.
Finish Unsurpassed.
No reputable line can undersell us.



MOORISH DESIGN

FERROSTEEL COMPANY, - - CLEVELAND, OHIO



Brantford Roofing

Do you handle it? A post card to us will bring you samples, prices and the fullest information. Be first. There's no Roofing just as good as Brantford. Compare our samples. A feature in dealing with us, is, we have two kinds for your customers to select from. See our Patent Metal Ends on Rolls. With this device goods arrive in nice shape. Looks fresh.

Brantford Roofing Co., Limited
BRANTFORD - - CANADA

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

TRADE
PENBERTHY
MARK.

ROUND BODY WATER GAUGE
Rough Brass
Iron Wheel

GAUGE COCKS
Made with or without Stuffing Box
Iron or wood wheel

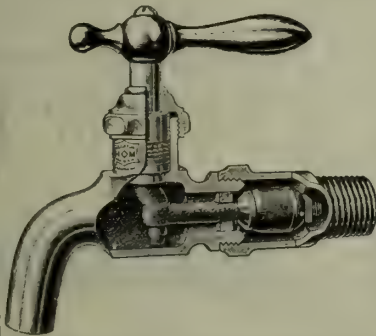
ROUND BODY WATER GAUGE
Finished Brass
Wood Wheel

Our line of Boiler Fittings is complete
MFD. BY

PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

GET AWAY FROM THE HAMMER



In Mueller Fuller work there is a preliminary valve which partly closes the waterway and gradually reduces the pressure before the ball is seated.

THIS FEATURE PREVENTS HAMMERING

It has been used in Mueller goods for half a century. No one has found anything more effective. Fuller Bibbs are made in Finished and Finished Nickel-plated, and are

Unconditionally Guaranteed.

Absolute protection to users. Write for prices and literature.

H. MUELLER MFG. CO.

Works and General Office
DECATUR, ILL.
West Cerro Gordo Street

Eastern Division
NEW YORK CITY
254 Canal St., cor. Laf.

KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

PAROID ROOFING

"THE TIME TESTED KIND"



Plant Steamship Co.'s Wharves, Halifax, N.S., covered with Paroid.

Dealers all over Canada and the United States doubled their sales on Paroid last year. Our new advertising plan promises to make a bigger increase for them this year. Paroid is used by the leading railroad systems, manufacturers and farmers throughout Canada. It has stood the test of time and that's the test that tells.

Let us tell you about our advertising plan which will bring customers to your store for other things as well as Paroid. Sign your name to a postal to-day—the best roofing season of the year will soon be here.

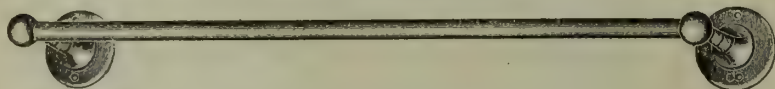
F. W. BIRD & SON, Makers

Established in U.S.A. 1817.

Factory at HAMILTON, ONT.

Offices at Winnipeg, Man., and Hamilton, Ont.

High-grade Bathroom Fixtures



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto



Can. Feb. 27, 1889

Stuffy Rooms and Deadly Air

can be avoided by ventilators. Mine is guaranteed to work all the time and give satisfaction. Fix up your chimneys. Write to-day for particulars about the best seller on the market.

CAUTION—Beware of imitations; any with Fan or Wheels in the inside to block the interior not genuine

G. D. Pearson Co., Montreal.

Dear Sir,—The three eighteen-inch Cone Rotary Ventilators you put on the stable and storage have given the best satisfaction and can safely recommend them to anyone wanting a really good ventilator.

JOHN ATKIN, Brewer,
per C. H. Wallace.

Bell Telephone
East 2106

GEO. D. PEARSON & CO., Office and Works: 17 Pontiac Street, MONTREAL

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

Manufacturers' Agents

CHARLES H. FOX

Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O. Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.



This is the Mark that Means Something

It is the distinctive brand of genuine Armstrong Stocks and Die and Pipe Fitters' Tools.

No "Armstrong pattern" or "just as good as Armstrong" have this stamp. Don't buy anything in this line that hasn't this brand as it is the mark of genuineness.

THE ARMSTRONG MANUFACTURING CO.,

292 Knowton Street, Bridgeport, Conn.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

The Acme of Perfection

in Cement Blocks is only attained by using

"LAFARGE"

(Non-Staining) Portland Cement

LEHIGH

Best Grade American

KEENE'S

Coarse, Fine and Superfine

**CANADIAN, ENGLISH
BELGIAN and GERMAN**

in Wood, Cotton, and Paper Sacks

**Fire Bricks, Fire Clay,
Sewer Pipes, Etc.**

General Contractors' Supplies.

Francis Hyde & Co.

31 WELLINGTON ST.

MONTREAL

The Best You Can Buy.

When you see that imprint on



Cutlery, Electro Plate

and

Solid Nickel Silverware

you have seen the best there is. And yet the price is easy and the profits good.

The **McGLASHAN, CLARKE CO., Limited**

NIAGARA FALLS, CAN.

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.

CANADA PAPER CO.

LIMITED

Toronto

Montreal

Windsor Mills, Que.



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking**

Tackle Block Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio



BEAVER POST-HOLE DIGGER

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break

Special Discounts to Trade

CANADA FOUNDRY COMPANY

LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Rossland

Farley = Phillips, Limited

MANUFACTURERS OF

Silverware, Cutlery and Cut Glass

Special designs made for special customers. Will also carry an exquisite line of English China and Pottery. Do not give your orders before you communicate with us. Catalogue on application.

New Premises, Factory and Showrooms: Corner St. Catherine & St. Urbain Sts.
Montreal. Head Office for Canada.

Recommend The Best

Shrewd dealers not only recommend the best window glass—they also stock it. **There's a reason for it.** Once your customer becomes convinced that his interests are yours, you've secured his trade for all time.

While high-grade, almost imperishable.

WINDOW GLASS

is our specialty, we also manufacture **Fan Lights, Door Lights, Hall Windows, Side Lights, etc., made in Copper, or German Silver Bars.**

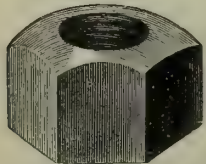
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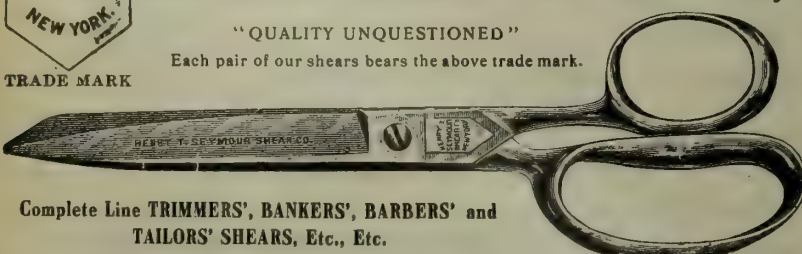
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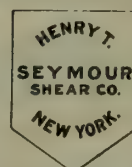
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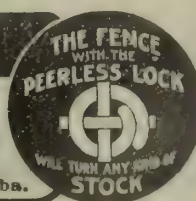
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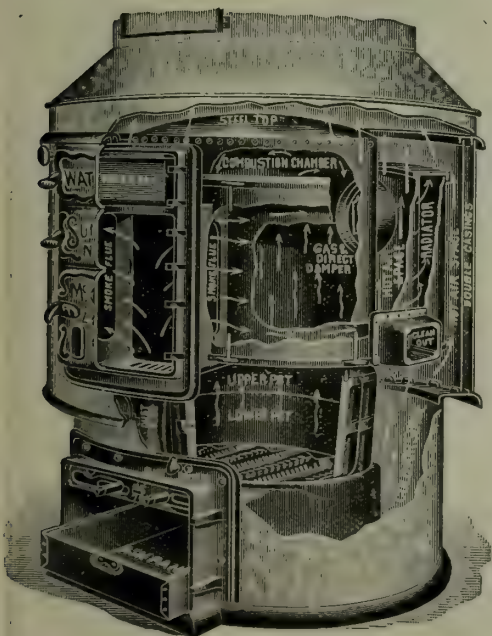
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A few of the "Sunshine's" good features are two-piece fire-pot, large double feed doors, cup joints, heavy, strong double set of triangular grates; automatic gas damper; water fan, dust flue, steel dome and radiator joined like a steam boiler, burns coal or wood.

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stands put. “Dillon” stands and stays are galvanized extra well which makes them more durable than ordinary fence and

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All progressive plumbers test their plumbing. Write us for Booklet about the "Thomson" outfit. It tells you how.

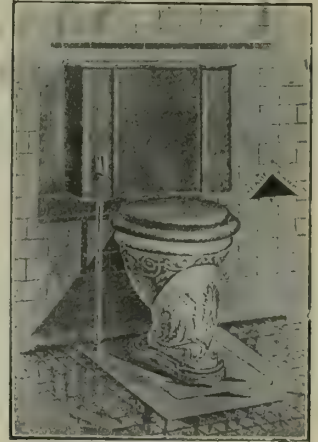
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The rifle for target practice or
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BRITISH MANUFACTURE.



Absolutely non-inflammable. Has no bad smell.
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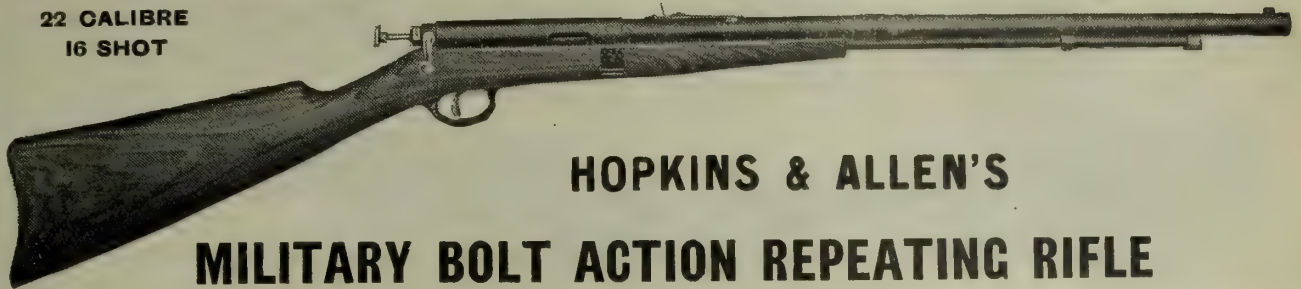
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Shows Bolt Drawn Back—Position for Ejecting Shells.



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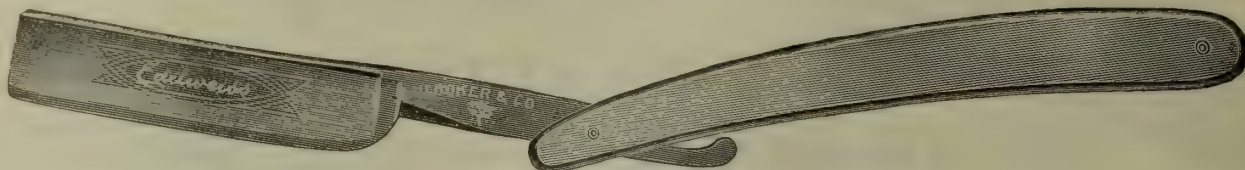
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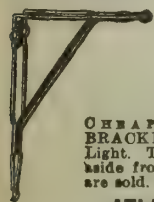
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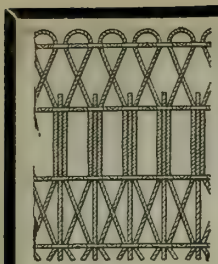
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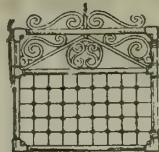
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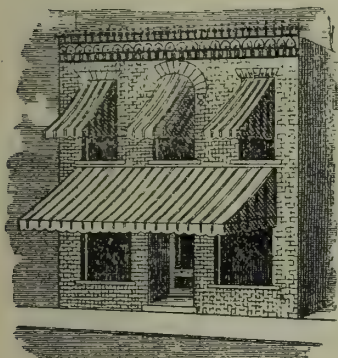
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Send for Booklets and Price Lists of these seasonable lines.

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WIRE AND IRON GATES
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Special Prices to the Trade



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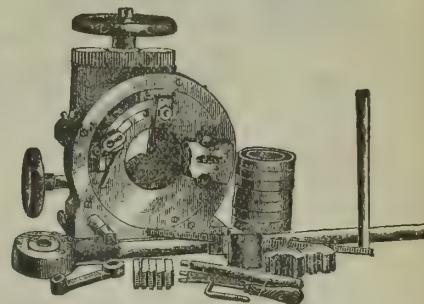


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Our Bonanza Furnaces are known to produce more heat with less fuel than any other make. Jobbers sell at factory prices. Satisfaction guaranteed or money refunded.

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Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the **MERRELL.**

This Portable Hand Machine has encased gears, **MERRELL** standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

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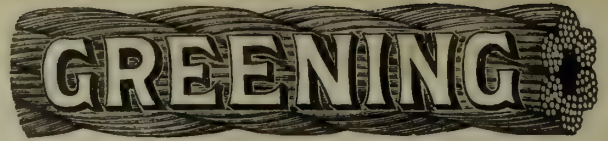
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Prompt Shipments

**Rope Fittings
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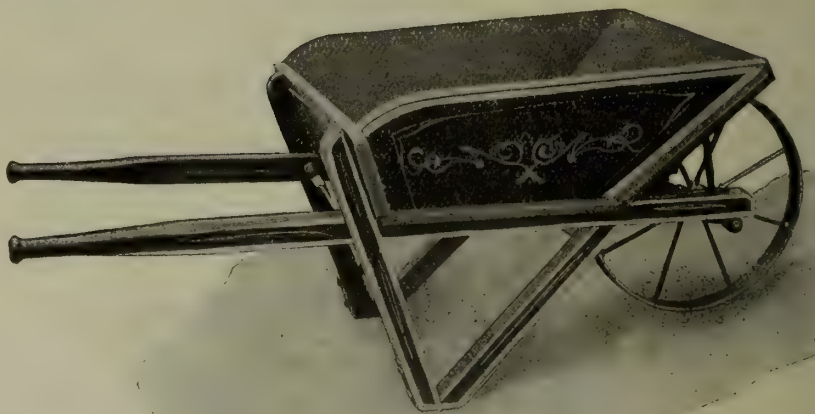
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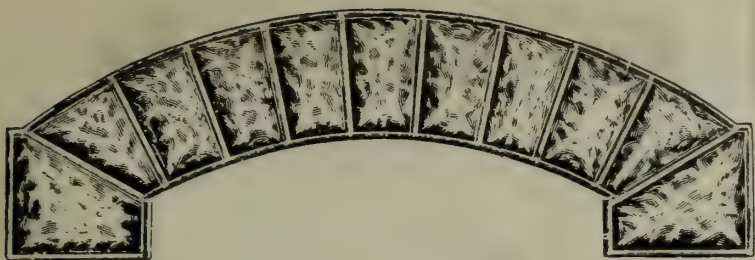
BARROWS

made good. The demand keeps on jumping. Mr. Dealer, we want you to place your order with us for a sample barrow—the same as shown in the cut. Test it. Have your friend the contractor test it. If it does not satisfy—ship it back at our expense.

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Your customers are buying wood and stone trimmings for windows and doors at exorbitant prices.

They will be glad to hear that our artistic metal goods can be bought at a much lower price.

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We'll be glad to quote you our prices on all kinds of special sheet metal work. We easily lead the Canadian trade in this respect, and can handle all your orders promptly and in every way satisfactorily.

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THE METAL SHINGLE and SIDING CO., LIMITED
MANUFACTURERS
PRESTON and MONTREAL.

SALES AGENTS:

ST. JOHN, N.B. QUEBEC WINNIPEG CALGARY
Emerson & Fisher, Ltd. J. A. Bernard. Clare & Brockest. Ellis & Grogan.
VANCOUVER, McLennan, McFeely & Co., Ltd.

It will pay you

We give herewith the experience of one of our subscribers. There is no reason why you cannot obtain just as good results.

THE PEOPLE'S HARDWARE STORE.

HARDWARE AND METAL Essex, Jan. 27, 1906
Toronto, Ont.

Dear Sirs—Within one month I have "bought and sold" with the best of satisfaction—the result of \$1.68 worth of condensed ads. in **HARDWARE AND METAL**.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly, IVESON L. COOKE.

Remember your ad. will be read by Hardware Dealers in all parts of Canada.

2 cents per word for first insertion

1 cent " " subsequent insertions

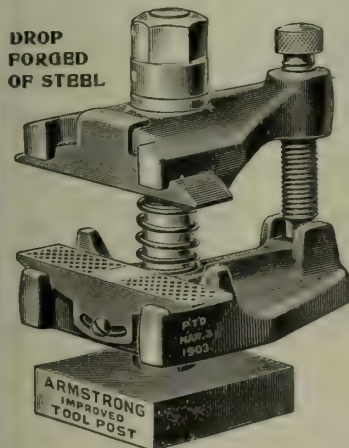
Send cash with advertisement, 5c. additional for Box number

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG

Armstrong Tool Holders

Have saved years of time and thousands of tons of Tool Steel. here's TWO NEW THINGS will prove an equally good investment.

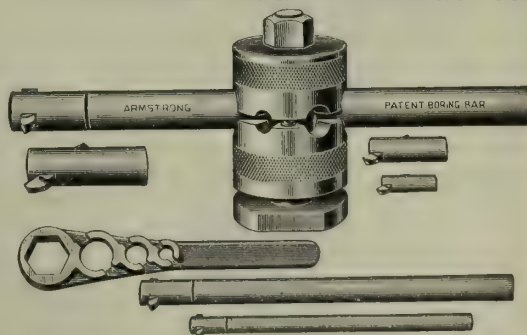


THE ARMSTRONG IMPROVED TOOL POST

Combines the strength and holding power of the strap and stud tool clamp with the convenience of the "open side" and ordinary set screw tool post. A slight turn of one nut releases tool or sets it solidly.

No trouble with "stripping" or "upset" screws.

The ARMSTRONG THREE-BAR BORING TOOL



INCREASES PRODUCTION AND REDUCES COST OF TOOL MAINTENANCE

CUTTERS CANNOT JAR LOOSE—
HIGH SPEEDS AND BIG FEEDS
—ONLY SET THEM TIGHTER

SOLD IN CANADA BY:—Williams & Wilson, Montreal; Alkenhead Hardware, Limited, Toronto; A. R. Williams Machinery Co., Toronto; Winnipeg, Vancouver; Wood, Vallance & Co., Hamilton; Frothingham & Workman, Limited, Montreal; H. W. Petrie, Toronto.

WRITE FOR OUR LATEST CATALOG.

ARMSTRONG BROS. TOOL CO., 106 N. FRANCISCO AVE.
"THE TOOL HOLDER PEOPLE" CHICAGO, U.S.A.

Kemp Manufacturing Company

New Improved Cereal Cooker

104—4 pints inside dish

106—6 " " "

108—8 " " "



104—\$13.50 per dozen

106—\$17.50 "

108—\$22.00 "

DIAMOND AND PEARL WARES

Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL

WE'LL TELL IT TO YOU

A nail that holds the shoe holds the customer

That nail is

THE CAPEWELL

and not only does it "hold" the customer but it increases his business, with resulting profit to the dealer.

The finest grade of Swedish iron rods and the exclusive and perfect "**CAPEWELL**" process have built up this Company's business, which exceeds that of all other makers of horse nails on this continent put together. "**QUALITY**" is our watchword and always will be.

Prices, samples, catalogue and 1907 calendar free on request.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch: WINNIPEG, MAN.



Matters of Mutual Interest

Suggestions are Solicited' from Readers Regarding Plans for
Making the Paper More Useful to the Trade.

Change denotes progress. All organic matter is constantly changing or we human beings would not be able to exist. The human body undergoes a complete change every seven years. Generations come and go and the world wags on in its ceaseless change.

All this is merely introductory to what we want to say regarding the changes which are taking place in Hardware and Metal. Like all living things, it changes its form from time to time, and these changes denote progress. The color of the cover paper may not change and the advertisers who have the corner-lot locations may keep their firm's sign-board in the same spot, but the contents of the paper and the goods advertised are ever on the move. To stand still would be to stagnate—and neither Hardware and Metal nor the firms which use its advertising columns are content to stagnate.

"It has always been so and it will always be so" is a statement too often heard, but it's out of keeping with the facts. "That which was isn't, and that which is won't be," is more in line with the true situation.

Take up a copy of Hardware and Metal of one, two, five, ten or twenty years ago, and it will be easy to see the progress which has been made in making the paper more readable and serviceable to the trade. Departments which were not useful to the majority in the trade have been eliminated, while others of practical assistance to hardware merchants have been added to help in the general improvement.

A recent change which we desire to draw attention to is the additional space devoted to our "Markets and correspondence" pages. Arrangements have already been made for regular letters from men in the trade and other correspondents in about twenty of the larger cities in all parts of Canada, and as many more will be added as correspondents volunteer or can be secured.

Hardwaremen like to read of the condition of trade, the business development and the industrial changes which occur in other places, and it is probable that no department will be more popular with readers of the paper than the correspondence pages. Occasional letters are solicited from clerks, travelers or dealers, who are not on the regular staff of contributors.

From several readers requests have been received that some articles be published for tinsmiths and metal workers, and the publishers hope to be able to soon announce the establishment of a permanent department of this nature. Several articles are being arranged for, but the editor desires to arrange for other readers, who will contribute more or less frequently to a department devoted to patterns and designs for tin-

smithing and metal work. Remuneration will be given for articles accepted for publication. Subscribers are invited to submit tin shop problems for discussion and to submit drawings and descriptions of tin shop tools, appliances or methods which they have found useful.

Following the "Question Box" discussion, which was so successful at the recent convention of the Ontario Retail Hardware Association, it was suggested that a department be established in which questions could be asked, answered and discussed. The editor has secured a promise from J. Walton Peart, of the St. Mary's Hardware, Limited, that he will answer, to the best of his abil-



ROBERT GAY, MACLEAN PUBLISHING CO.

ity any questions on bookkeeping for the hardware store. Mr. Peart has had several years' experience in the accounting department of a large business, and if some readers will forward a few questions over their initials, the department will be established.

"Copper and Brass," published at Detroit, Mich., has the following kind reference to "Hardware and Metal" and our new plumbing paper:

"The Plumber and Steamfitter of Canada" is the name of a new weekly publication started by the MacLean Publishing Co., of Toronto, Montreal, Winnipeg, et cetera. The new journal appears in neat dress, full of interesting matter well edited. If pushed with the characteristic MacLean enterprise it will soon reach the position of "Hardware and Metal," published by the same company, which recently issued a 214-page spring number that shows up well alongside of any paper published in the interests of any trade.

Regarding the "Plumber and Steamfitter" the following from John K. Allen, the publisher of "Domestic Engineering," Chicago, a journal with a continental reputation for the quality of its technical articles on plumbing and heating subjects, speaks for itself. Mr. Allen says:

"We wish you every success in Canada. This is a field that, under the circumstances, no United States paper can fill satisfactorily."

Writing on March 19 last, James D. Smith, Baysville, Ont., said:

"Kindly advise me why I have not received 'Hardware and Metal' this week and last; I feel lost without it, and, what is more, exceedingly annoyed. There is a nigger in the fence somewhere and I think the postal authorities should make enquiry. Sorry to trouble you, but you will readily see it means a loss at this time of the year when new goods are being placed on the market for spring, and one wants to get posted thereon."

From time to time complaints are received of papers going astray. The most satisfactory method is to advise the publishers promptly by post card so that the postal authorities can be asked to look into the matter without delay.

A Winnipeg wholesale house desiring accurate information as to the extent of seeding operations completed and the probable wheat acreage in western Canada this year, circularized their customers two weeks ago. From replies received they estimate that at least 75 per cent of the seeding was completed a week ago and that the work is practically all done now. The wheat acreage will probably be slightly less than last year, but oats and barley will show a big compensating increase. Upon the whole the reports justify an optimistic outlook.

MR. GAY IN THE WEST.

Robert Gay, whose picture is shown herewith, has been with the MacLean Publishing Company as their subscription agent for twenty years. He is now on his way to Manitoba and western Canada to carry on a campaign for the MacLean trade papers. A Toronto wholesale dealer just returned from a trip to the west, said to a representative of Hardware and Metal: "Everybody in the trade reads Hardware and Metal out there. I was surprised."

"Are you speaking of retailers or wholesalers?" was asked.

"Both. They all get it and they place great store by it."

Nevertheless, it is expected Mr. Gay, in that rapidly developing part of the Dominion, will find opportunity to add to the number of Hardware and Metal's friends and readers.

How Cartridges are Made

Perhaps no other article that may be classed in the category of sporting goods is so vitally interesting to the retailers and jobbers engaged in that line as ammunition. This is so because of the existence of a powerful combination of large manufacturers who control a large percentage of the American trade in shells and cartridges, and because it is one of the necessary lines that every sporting goods dealer must carry. The trust has hung as a menace over the heads of dealers for a number of years. Its pressure has been cruel and unrelenting. Try as they might to escape from the all-powerful influence and to conduct their business according to their own dictation and precepts, dealers have been unable to do so where ammunition is concerned. The trust has given out its edicts declaring how and

in close touch with the latest improvements and are able to obtain powder and other supplies in grades and quantities that are precisely suited for every class of cartridge. They are one of the few ammunition makers in the world who are making their own powder and primers. In addition to the rare advantages already mentioned, the Dominion company are equipped with a perfectly appointed machine shop and build much of their own machinery.

Just how well equipped and capable this firm are of producing ammunition of the highest grade may best be judged from a brief account of their immense plant near Brownsburg, which is about 60 miles from Montreal, and the various manufacturing processes necessary to convert the raw materials into finished products. Before going into the descrip-

its source in the surrounding high hills flows through the reservation. This has been dammed, and with the natural falls below the artificial obstruction, which has a drop of 50 feet, furnish ample water power which saves a very important item in the running expenses of the plant. In fact, it is because of natural advantages such as this that they are able to manufacture their goods so much cheaper than most firms on the continent. Only one visit to the plant of the Dominion Cartridge Company is necessary to show that their work in turning out powder and ammunition has been systematized to a rare degree; their inspection department has been developed to a stage of infallibility and exactitude that ordinarily would seem impossible in connection with so large an industry. Expert workmen and an equipment that includes all the latest electrical and mechanical apparatus for taking velocities, pressures and other tests have resulted in the adoption of definite and high standards that are steadfastly adhered to. A certain proportion of each day's work is tested in every detail at different stages of manufacture, also just before packing, and there is no possibility for defective goods to pass on to the market.

Rifle cartridges and metallic shells are made from sheet metal which is usually special grades of copper, spelter, etc., combined in most exact proportions. From these sheets which must be rolled with the greatest accuracy and care circular disks are punched and at the same time formed into shallow cups, which are drawn out to the required length and diameter by being forced through smaller dies. In the ordinary sizes from two to six drawings are necessary and between each drawing the shell must be annealed, pickled and dried. Following the drawing process the shells are trimmed at the mouth, and if for rim fire cartridges, are then ready for heading; if they are for centre fire cartridges a hole is first inserted in the end to start the primer pocket. They are then trimmed on the sides of the head and underneath, and again at the mouth, for the reason that the heading slightly alters the length. If the cartridge is to be what is termed "bottle-necked," the metal of the shell is then annealed and reduced. After all this the shells are subjected to a final verifying operation; the primer pocket is sized, the flash hole is punched and the primer inserted. The primer cup is formed like the cartridge cup, then the charge is inserted and covered with a disk of tinfoil and finally compressed. In an ordinary primer the charge is only 1-10 grain, and is composed of a number of different ingredients. The slightest variance in the proportion of these, size of grain, purity, etc., will affect the quality of primer, and it will be understood that the process throughout is a very delicate one. Great attention also must be paid to the uniformity of the primer cup and temper. Rim fire cartridges are primed by spinning the mixture into the rim. All operations having to do with fulminate of mercury and primers are very hazardous and the greatest pains must be taken to ensure safety as well as ac-



Part of Main Factory Building.

by whom its different makes of shells and cartridges shall be sold and those who handle ammunition have had no other course than meek submission.

When one becomes acquainted with the high class connections with allied industries, and the unexcelled facilities for manufacture which the Dominion Cartridge Company enjoy, it is not surprising that they have been able to step in and secure business that has been practically monopolized by the trust. No other ammunition maker in the world possesses the advantage which this Canadian firm's associations with large powder, metal, chemical and other works give to them. Besides a close alliance with the two powder plants in Canada, their intimate relations with the Nobel's Explosives Co., Glasgow, Scotland, which, as is known to most men, is the largest and most experienced firm of that nature in the world, make their position a fortunate one. They are

tive phase of the subject it is worth while mentioning that the Dominion cartridge business was started 20 years ago and since then has built up an enormous market in all parts of the world. Great quantities of this ammunition are shipped to England, and also to Australia, New Zealand, Japan, Argentine Republic and Africa, where direct agencies are established. In the United States two sales depots were at first installed, one in New York and the other at St. Louis, but so tremendous has the business developed that it was recently found necessary to open a third base of supplies in Syracuse, N.Y.

No more picturesque location can be imagined than the site occupied by the Dominion company's cartridge plant. They own 200 acres of land, and while the isolation of the plant is a necessity, the value of the natural advantages of the country is no insignificant factor in their success. A large stream which has

curacy. Both primers and rim fire cartridges have to be dried very carefully.

Ordinary bullets are either cast in slugs, a number at a time, or cut from wire; different combinations of lead and

used for making strong primers required for use with smokeless powder and derives its name from the fact that the explosive charge is mixed and loaded in a perfectly dry state. In the wet pro-

cess, which has been longer in use, the charge is worked in a moist state, the primers being thoroughly dried out after completion. Adjoining this room are smaller compartments in the first of which the empty primers and anvils are room in the picture. Machines which run with great rapidity then receive the plates containing the primers and anvils. The explosive mixture used is of the most violent character, and to prevent any explosion spreading from one room to another, the walls are built of double thickness. Small trap doors are placed at a convenient height, through which are passed the plates of charged primers. As each plate leaves the machine it is passed to the small rooms at the end of the building, where the primers are inspected before being sent to the dry house. Even the primers made by the dry method are put in warm rooms for a period to secure absolute dryness and uniformity in ignition. The primers are then under the charge of the testing department who allow no day's work to be carried to the packing or finished primer store houses until they have been passed upon as being absolutely perfect. The method of isolating what are known as the danger buildings, in which the fulminate of mercury and other exceedingly explosive substances are manipulated, is shown in an illustration. The effects of these mounds and trees is to throw the force of the explosion straight up into the air rather than have it spread laterally in all directions, which would be the natural course. Another interesting point is the white painted windows of the nearest building showing how the sun's rays must be kept from entering.

No explosives are allowed in the factory buildings, the empty shells being taken to other smaller buildings to be loaded. On leaving the crimpers the cartridges pass through the hands of the inspectors who carefully scrutinize them for flaws. At odd intervals during the day other inspectors come from the testing department and take the product direct to the machines to be tested.

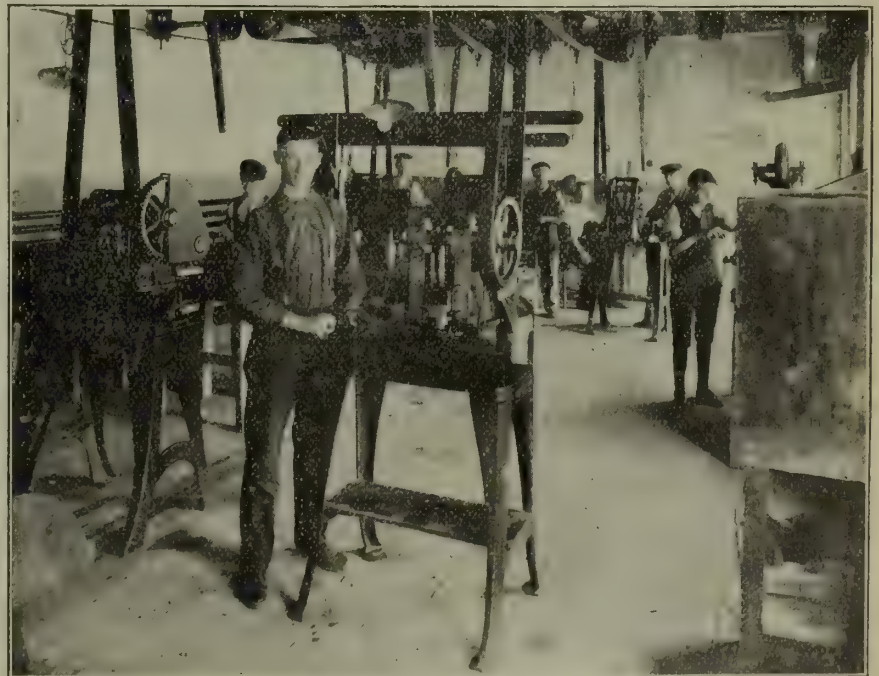


How Explosions are Kept from Spreading.

tin are also used. The slugs are then swedged to exact shape and weight, thus securing uniform texture. After swedging the bullet is cannelured and greased. The quality of the lubricant is most essential, for by this the shooting qualities, fouling and other things are largely governed. In jacketed bullets the outside shell is made by a number of operations similar to those employed with the cartridge shell; the core is swedged similarly to the ordinary bullet, inserted and then treated to a number of additional swedgings to complete it. In the making of shells for trap shooting sheets of paper are pasted, rolled into long tubes, dipped, ironed and trimmed to proper lengths. The brass battery cups and primers are stamped out of solid sheets of metal and then paper tubes with brass are pressed into brass heads and finally completed with primer cup and primer. Then follow the operations of the loading machines by which the empty shells are supplied with powder wads and shot and finally crimped and finished with automatic exactness. During all these operations frequent inspections have to be made and tools have to be looked after regularly and gauged. The work throughout is exceedingly accurate. In some operations not more than one ten-thousandth part of an inch in variation is allowed. Much of the machinery operates at very high speed and it is necessary to have means at hand to discover promptly any imperfections in order to prevent waste. In most cases there is no satisfactory way of detecting an imperfection after the cartridge is finished, so that careful watch must be kept throughout all operations.

There are two methods of making shot shell primers, commonly called the wet and the dry. The dry method is

shaken into plates; the plates containing the primers are then passed into a third room, where the explosive charge is put in, when it is again passed to the



Machines for Making Shot Shell Primers.

This same method of inspection is employed in all parts of the factory and absolutely prevents imperfect material from reaching the hands of the packers.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

CAN RETAILERS MAINTAIN FIXED PRICES?

At a recent association gathering at Detroit, O. J. Darling, a hardware dealer of that city, delivered an able paper on fixed prices of goods sold by retailers. Lack of space forbids our printing the address in full, but the following extracts will be read with interest:

Have Prices Advanced Enough?

Has our price to the consumer advanced in proportion to the advance that we have had to pay for our goods at the present time? I think that after a moment of serious reflection you will agree with me that it has not. After taking into consideration the many phases of the retail hardware business, and the conditions that surround it, have we and can we maintain a price on our goods that will be in proportion to the cost of handling those goods? I believe that we can, but only with the support of the manufacturer, through the medium of fixed prices.

In preparing this paper, I have written to twenty-five manufacturers, asking them the following questions: 1. Are you convinced that it pays you better to have your goods sold under restricted price, than to have them sold at any price that the retailer may see fit? 2. Have you any serious trouble in getting your trade to maintain the price that you set on your goods? 3. What per cent. of profit does the price set on your goods allow the retailer for handling? 4. And in your judgment is it possible for all manufacturers of standard goods to maintain a fixed retail price on their product?

Manufacturers Maintain Prices.

A reply was received from every one of the twenty-five manufacturers in which they said that they were all maintaining a fixed price on their goods, and had been doing so for periods ranging from two to eight years. They have found no serious trouble in getting the dealers to maintain the fixed price, when the dealers found that they must do so if they wished to handle their goods. The majority of the manufacturers believed that it was possible for every manufacturer to set and maintain a fixed price on any article that he might make if he really desired to do so.

The average per cent. of profit on the goods of the manufacturers that I have corresponded with is forty-eight per cent. to the dealer, while the average per cent. of profit on goods of like nature, but on which there is no fixed price is thirty-six; showing an increase of twelve per cent. in favor of price maintained goods.

Benefits of Price Maintenance.

One of the many good points of price maintained goods is, that as a rule they are of the very best material and are of the very latest improvements.

You will find that the manufacturer of this class of goods strives to keep his goods in the front rank of its kind. There is an old saying that better goods, better profits, which is true in this case. When you quote your customer a price on goods that have a fixed price, you are sure that your next door neighbor cannot sell him for less, and with that fact in mind you can concentrate your efforts in convincing him of the superiority of such goods over those of a cheaper make, which nets you less profit.

When a dealer finds that his neighbor has acquired such an advantage over him as to prevent him from conducting his business on a profitable basis, it is possible for him to obtain goods on which there is a fixed price, and which his neighbor must, as well as himself, maintain, if he will but agree to maintain those prices. This again places him to a very larger extent on the same business footing as his neighbor, and in that way enables him to overcome a competition that would have been insurmountable, if it were not for the protection of the fixed price system of selling goods.

Variety of Prices for Builders' Hardware.

If you will take the trouble to investigate, you will find that there is an agreed on price, between the manufacturers of almost every class of goods we handle. Take builders' hardware for example. There is no other class of goods that we handle that is sold at such a variety of prices as this line, but the manufacturers have one price on goods of the same quality, and if you were to buy of them direct, you would find that you would have to pay that price from any one of the different manufacturers. It pays the manufacturer to do this. Is there any reason to believe that it would not pay the retailer as well? Are we not as much entitled to this protection in the fixing of retail prices? I believe that it should be done as much as possible by the manufacturer, for it is to his interest more than to anyone else to have the article he manufactures placed in as favorable a position before the trade and buying public as possible, and if he can show a good margin of profit and protection to the dealer, in the handling of his goods, it will go a long way towards convincing him that he should handle them. The manufacturer standing back of the fixed price on his goods gives the price a much firmer appearance than it would otherwise have, if maintained locally, and the retailer has much more confidence in the stability of the prices set. But where it is not possible to secure this protection from the manufacturer direct, it is possible to secure it through local association work.

I am a firm believer in associations, and I am also a firm believer in the district associations. In local associa-

tions matters come up that are purely local, and which need local treatment which cannot be expected from the state body.

One of the great many things that the local dealers in the cities and larger towns have to contend with is the cutting of prices on articles that there are no fixed prices on. Pardon the mentioning of our local association, but we in Detroit have proven to our members that we can and have maintained a price on the most common articles of our stock, articles that before the formation of the association were sold at little or no profit at all to the dealers, but today, by mutual consent, we have agreed to maintain a price on these goods, that nets us a reasonable profit in their handling. This can not only be done in this city but can be done in every town and city in the state if the matter is handled correctly. The buying public do not object very strongly to a fixed price providing that the price is not out of proportion to the cost of the article. The average customer, I believe, is willing to pay what an article is worth; the trouble is often with us in not endeavoring to convince him of the worth of the article we are trying to sell.

I do not believe that there is any weapon on which the dealer can rely with as much certainty in his fight against the catalogue and department stores as he can the fixed prices on goods. They cannot sell this class of goods at cut rate and as they are to a great extent standard goods, that are widely known, it deprives them of no small portion of a good profitable business. Every article that comes with a established price is like taking a brick out of the bulwarks of these houses, and the time is not far distant when the fixed price will be a mighty thorn in the side of the catalogue house.

DOCTORS ARRANGE PRICES.

At a meeting of St. Catharines medical men May 28 at St. Catharines, a medical association was formed, with Dr. Sutherland president and Dr. Armour secretary-treasurer. It was unanimously decided that after June 1st the regular charge for day visits be \$1.50 and night visits \$2. The minimum charge for examinations for life insurance companies and fraternal societies was decided on to take effect July 1st. It was also unanimously resolved that after the expiration of present contracts no further lodge practice would be engaged in.

If doctors can arrange prices why cannot hardware merchants? Are the former more honest or more intelligent than the latter? Both are made of the same kind of mud and the environment of each is the same. There should be no difference.

Never mind about the "other fellow." Sell at a profit.

HARDWARE TRADE GOSSIP

Ontario.

J. S. Parkes, Montreal manager of the Canada Screw Company, was in Toronto on Wednesday last.

A. W. Wills, secretary of the United Factories, Toronto, was in Montreal last week and reports the hardware trade good.

John Bailies, Oshawa, and R. C. Webber, of the Webber Hardware Company, Dundas, were visitors in Toronto this week.

E. C. Boeckh, president of the United Factories, Toronto, is visiting Atlantic City, along with Mrs. Boeckh, for a few days.

The United Factories, Limited, Toronto, expect to make large alterations and extensions to Boeckh's brush factories at Toronto.

F. H. Woods, city traveler for the Aikenhead Hardware Company, Toronto, has resigned and accepted a position with a Detroit hardware firm.

Robt. G. Doran, for several years with Wm. Doyle, hardware merchant, Quebec, has accepted a position with the Aikenhead Hardware Company, Toronto.

The death of Mrs. Watt, wife of Robt. A. Watt, hardware merchant, Brantford, occurred in that city on Sunday last. The deceased was thirty-seven years of age.

Alex. Young, of the firm of Alex. Young & Son, Wingham, and Thos. Marshall, of Congdon & Marshal, Dunnville, spent the latter part of last week in Toronto.

Alf. Westman, of Westman Bros., Chatham, spent a couple of days in the Queen City this week with his friend, Wm. Tait, manager of Lewis Brothers' Toronto office.

McKelvey & Birch, Kingston, are rebuilding their premises, destroyed by fire a few weeks ago. Their hardware department is temporarily located on the opposite side of Brock street.

R. J. Sutherland, Peterboro; A. Lassel, North Bay; W. B. Clifton, Alliston; Ernest C. Reid, Hagersville, and McDonald & Hay, North Bay, were visitors in Toronto over Victoria Day.

J. B. Williamson, Toronto, city traveler for H. S. Howland, Sons & Co., sailed for Ireland this week, where he will visit the world's fair at Dublin, and spend an extended vacation in the Emerald Isle.

To meet the demands of their growing business, H. S. Howland & Sons, wholesale hardware merchants, Toronto, have decided to erect a one-storey brick warehouse at 136 Front street, near their present large establishment. The cost of the new warehouse will be seven thousand dollars.

Darby Foster, representing H. S. Howland & Son, in northern and eastern Ontario, has been off the road for several weeks owing to a rather severe illness. The friends of Mr. Foster will be glad to learn that he is feeling considerably better, and hopes to be as active as ever very shortly.

S. J. North, manager of the Penberthy Injector Co., Windsor, states that the plan adopted by his firm in the ob-

servance of holidays, is to allow the employes themselves to decide whether they shall observe May 24th or May 30th, and July 1st or July 4th, as national holidays. For the past twenty years the employes have, by vote, expressed their preference to working on the Canadian holiday and taking a day off on the American national holiday, this enabling them to enjoy the day to better advantage on the United States side of the border. This year one employe disagreed with the plan adopted, and considerable newspaper notoriety was given the company. As Mr. North says, the employes are the ones who are to be considered, and if they choose to select a day on which to enjoy themselves more satisfactorily, there should be no objection from outsiders.

Quebec.

P. R. Power, Ottawa, was in Montreal this week.

N. Desmerais, of Desmerais & Co., St. Francois Du Lac, Que., was in Montreal this week.

Wm. McMaster, managing director of the Montreal Rolling Mills, has returned from an extended trip west.

W. B. Leslie, of the A. C. Leslie Co., Montreal, left this week for the Maritime Provinces on a business trip.

A. S. Bain, one of Caverhill, Learmont & Co.'s Maritime Province travelers, was in Montreal this week.

W. B. Arthur, representative in the Maritime Provinces for Caverhill, Learmont & Co., was in Montreal this week.

John Walker, of Ayr, Scotland, was introduced on 'Change in Montreal this week by J. S. N. Dougall, of McCaskill, Dougall Co.

A. Moore, of the McKelvey, Birch Co.'s plumbing supply house, of Kingston, was in Montreal this week calling on the trade.

J. S. Neill, of Fredericton, N.B., was in Montreal this week calling upon the trade. Mr. Neill reports things booming in the east.

The Grinnell Fire Extinguisher Co., under the caption of the General Fire Extinguisher Co., have opened commodious premises in Montreal at 620 St. Paul street.

Major W. H. Laurie, well known in Montreal business circles, has been selected as commander of the 1st Prince of Wales Fusiliers, the Montreal regiment of which His Majesty the King is honorary colonel.

Lewis Bros. Co. have recently made a variety of improvements in their capacious and well equipped sample rooms by adding elaborate cabinets and cases, making it in harmony with the home they have, and second to none.

F. Chillingworth, of the firm of R. H. Brown & Co., manufacturers of hardware specialties, New Haven, Conn., was a caller at the offices of Hardware and Metal, Montreal, this week. He is seeking trade expansion in Canada.

H. J. Fuller, general manager of the

Canadian Fairbanks Co., has returned from a tour of inspection, having visited the branches of this firm in all the western points. Mr. Fuller reported exceedingly prosperous times everywhere in their many lines.

W. J. Grant, Canadian representative for Wm. Hutton & Sons, Sheffield, has recently added a number of handsome cabinets to his showrooms in Montreal. He has elaborate quarters in the new Lindsay Building, and customers always receive a hearty welcome there.

Major Starke, one of the directors of the Starke-Seybold Co., has been appointed to the command of the crack Montreal regiment, the "Vics," in succession to Lieut.-Col. R. Wilson, resigned. This was announced after the parade of the regiment on May 24. Mr. Starke, familiarly known in business and social life as "Bob," is a thorough soldier and a kindly but strict disciplinarian in all things. He has been warmly congratulated by many friends. He has been in the regiment for years and his promotion was not unexpected.

J. M. Lynch, of Lewis Bros. Co., who has been buyer for some years and who has been with the firm 11 years, left Saturday, June 1st, to join the staff of the Miller-Morse Co., Winnipeg, in a similar capacity. His associates gave him a send-off on Tuesday evening this week at the Welland, by giving him a nice dinner and presenting him with a gold watch. The inscription on the watch told of the marked appreciation in which Mr. Lynch was held and the address added the heartiest of wishes for his continued success. Mr. Lynch is a young man, having entered the employ of Lewis Bros. as a boy.

The Canadian Bronze Powder Works, owned by R. E. Thorne & Co., have been compelled to enlarge their plant at Valleyfield, Que. They have under construction a fine new building for the manufacture of aluminum bronze. It will be constructed of reinforced concrete throughout. All the excessively heavy machinery necessary in this plant, also the shafting, will be placed under ground, being the most modern and improved method of building for the work of manufacturing these products. The huge pipes for catching the flying powder and sifting it, range along the top, and the whole completes a most unique building. This firm have made great strides and their trade is constantly increasing.

Western Canada.

M. Isbister, of Isbister & Sons, Saskatoon, is in Winnipeg this week, registered at the Royal Alexandra.

Williams Bros., hardware and furniture dealers, Gladstone, Man., have sold their furniture business to Peter Williams.

The hardware firm of W. H. Spackman, Ponoka, Alta., is succeeded by the firm of Spackman & Rowe.

F. S. Collocott, Yorkton, Sask., who has been conducting a combined hardware and tinsmith business, has disposed of the tinsmith part of his establishment to Parrott & Myers.

HARDWARE AND METAL

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POINTERS FOR JUNE BUSINESS.

June is pre-eminently the month for weddings, and the hardware merchant should be alert to capture his share of the wedding present business.

Silverware is an old stand-by, and a good trade can be done in this line, if, through window displays and careful newspaper advertising, the public can be neatly reminded that for quality, wide selection and reasonableness in price the hardware store is the most satisfactory place to do business. Cutlery, carving sets, etc., are likewise universally accepted as useful and necessary presents, and no hardware store should let this class of trade go past its door.

There is a decided tendency, however, towards the practical in wedding presents. Instead of loading up newly married couples with multitudinous fancy cake baskets, cruets, butter dishes, etc., practical presents, such as household furnishings, are becoming more common. "You get the bird and we'll feather the nest," is the watchword of the cash or credit house furnishing stores in the larger cities, and their success in combining stoves, furniture and house fur-

nishings is being copied to advantage by innumerable hardwaremen in all parts of Canada. What could be more practical, for instance, for a wedding present for an average young couple than a stove, kitchen cabinet, a supply of kitchen enamelware, an iron or brass bed or some other article for use around the house. It is up to the hardware dealer to suit his advertising and window dressing to his stock, educating his possible customers to the desirability of buying such useful presents as can be found on sale in the hardware store.

June should also be an active month for outdoor goods. The cold weather we have had has delayed the movement of much housecleaning, gardening and lawn goods and there is still time to push such lines. It is seasonable, however, for dealers to push hammocks, lawn mowers, grass sheers, croquet sets, garden hose, etc., and these lines, along with sporting goods, should not be neglected in the effort to secure the wedding present business.

AN IMPORTANT JUDGMENT.

The fact that a clerk makes mistakes in the discharge of his duties is not sufficient reason for his dismissal by his employer without due notice. Such was the important decision handed down by Judge Morson in the Divisional Court, Toronto, on Tuesday in the suit brought by Robert Forbes against the Russill Hardware Company to recover a week's wages. Forbes was shipper for the Russill Company, and in the discharge of his duties the company said he made mistakes, citing as an example a case where he failed to mark c.o.d. on a parcel, according to instructions. As a result the clerk was dismissed without the customary week's notice.

In giving judgment in favor of the plaintiff, Judge Morson drew attention to the fact that a distinct difference exists between the making of mistakes and the wilful disobedience of orders. According to the law, his honor ruled, an employer is justified in dismissing a man for disobedience of orders, but in no case will the law uphold him in the summary dismissal of a clerk because of mistakes on the part of the latter.

The difficulty in connection with such cases as this is that mistakes and actual disobedience of orders often hold the relation to each other of cause and effect. The dividing line between innocent mistakes and stupid and irritating blunders caused, either through deliberate disobedience, or a gross stupidity in interpreting or carrying instructions into effect often becomes so fine that the one melts imperceptibly into the other.

However, we draw attention to the ruling as likely to be of some importance to hardware employers throughout the country. The case is interesting because the rule applies both ways. In the majority of cases it is the merchant who is the aggrieved party, instead of the clerk, as in the present instance; too many thoughtless clerks have contracted the habit, when things do not conform to their liking, of drawing their weekly stipend Saturday night and forgetting to return Monday morning. When a clerk enters into the employ of a merchant, both employer and employee become the contracting parties in a mutually beneficent agreement and neither clerk nor employer has any right to abruptly terminate the relation. Plain common sense as well as ordinary business etiquette demand that the party initiating the change should give a sufficient and reasonable notice of his intention in order to avoid temporary inconvenience and loss to the other. No matter how strained their relations, this last little act of courtesy should at least be offered by the party responsible for the change, except, of course, where a sudden dissolution is mutually agreed upon.

FREIGHT SHORTAGES.

According to wholesalers who have been interviewed recently, it is the usual practice for the jobbers to make good any shortages which occur in shipments of goods, even though the fault lies with the railway companies. During the past few months, railway companies have not been giving satisfactory service, and shortages have been quite frequent. The jobbers are thus put to considerable trouble and expense, as they are forced to supply extra quantities of goods, and await the convenience of the railway companies in straightening out the tangles and returning the goods, which are often out of season when received back from the warehouse.

A case in point was outlined by a St. Thomas stove dealer a fortnight ago. Last November he purchased a range of a particular size from a stove manufacturer, the order being given on condition that delivery would be made by a given date. The stove manufacturer shipped the range in plenty of time, but although the railway haul only amounted to about 30 miles, the shipment was held up for a considerable time, and the dealer lost the sale of the stove, being forced then to refuse to accept the shipment. Both the manufacturer and retailer have lost business as a result of the railway company's delay, but all the railway company will do in such a case is to return the stove to the shipper and strike off the freight charges.

Readers of Hardware and Metal who have had unsatisfactory experience with the railway companies in the matter of freight shortages, are invited to send particulars, so that through a discussion of the rights of retailers in such cases, a clear understanding can be arrived at, and steps taken to secure remedies for any grievance which exists.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 41.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

ANTIMONY—Dropped another cent.
IRON PIPE—Advanced 5 per cent.
SCALES—Ten per cent. up.
TARRED PAPER—Higher prices.
CLAY PICKS—15 cents per dozen higher.
PLAIN WIRE—Advanced 5 cents.
FENCE STAPLES—5 cents per keg higher.
ZINC PLATES—Very firm, an advance expected.
CANADA PLATES—Advanced in the Old Country. Prices stiff.
PIG IRON—Acute shortage continues.
TURPENTINE—Prices unchanged but easy market.
PARIS GREEN—Prices sagging.

TORONTO.

COPPER—Half a cent lower.
INGOT TIN—Now quoted at 46 cents.
ANTIMONY—Still on the decline.
OLD MATERIALS—Several changes.
CLAY PICKS—Advanced.
HANDLES—General advance.
SCREWS—New list shows advance.

MONTREAL HARDWARE MARKETS

Montreal, May 31.—Activity holds the attention everywhere in the hardware trade. A glance at the large warerooms of the big jobbers is a convincing story of this fact. Piles of orders are steadily pouring into the shipping rooms and so great is the pressure owing to the recent strike of teamsters, that extra shifts of carters have been employed to carry away the accumulated goods.

Black iron pipe has advanced 5 per cent. and a general firmness exists, with fair demand. The demand in scales has been well maintained at 10 per cent.; heavy, dry and also tarred paper advanced from \$1.75 to \$2 a 100 pounds. Clay picks have advanced 15 cents a dozen. General hardware is in excellent demand all over the small towns and the month of May will go down to history as one of the most unseasonable on record yet showing one of the finest business totals the jobbers have yet met.

The demand for builders' hardware has multiplied greatly and orders continue to come in for increased supplies. It is notable, too, that many of the best selling lines on the Canadian market are goods manufactured in the United States. The demand for American made goods is regulated by the peculiar attractiveness of certain manufactured articles and the very practical advantages of nearness and ability to see the needs of this market. Naturally the jobbers report a sentimental loyalty towards the British goods, but no matter how it may be judged the American merchants are reported to be holding their own in this district. One only needs to look at the advertising pages of this paper to see the number of large United States manufacturers who are regularly exploiting this market by carefully prepared pages of matter and then they never fail to take advantage of the latest novelty for

illustrated write-ups: Thus hammering at the one spot they get a look in where the careless manufacturer of any country misses the mark.

It is said that country merchants have in some cases failed to dispose of seasonable goods in as great volume, owing to unseasonable weather, and jobbers felt the effect in lighter sorting orders for certain lines.

Plain wire advanced 5 cents in the manufacturers' prices, and in this connection an interesting fact is recorded. For instance in barbed wire, all over the country districts there has been a very steady demand for renewed stocks. This is said to have been occasioned by the backward spring, which in its preventing the farmers and others to get busy at natural duties of the season, gave them a chance to get at fencing and other work which required the wire. Trade is exceptionally strong in wire and supplies may have been curtailed temporarily, hence the advance. By plain wire is included annealed, bright and annealed. Wire nails hold the advance of 5 cents and fence staples also advanced 5 cents a keg. Thus the hardwaremen are sharing in the general prosperity.

TORONTO HARDWARE MARKETS.

Toronto, 31st May, 1907.—Though decidedly unseasonable weather conditions have prevailed throughout the week, almost all the large local houses have experienced an increased volume of trade over the preceding week. Sorting orders are now coming in faster and account for much of the increase in the week's business. There are still many lines, however, which will not begin to move with any degree of rapidity until we experience a continuous spell of warm weather. Meanwhile those manufacturers whose factories were almost hopelessly behind in their orders are making herculean efforts to push forward belated shipments and once more get abreast of the market.

Lawn mowers and screen door hinges are as scarce as ever; one large jobbing house has not been able so far to obtain a single consignment of the latter this year.

An increasingly strong demand exists for the best selling sizes of wire nails, and the manufacturers apparently are not one whit better prepared to supply the need than they have been for the last few weeks.

Coil chain is in strong demand, and the present tendency of the market is upward. American coil chain manufacturers continue to command a better price for their output than do their English competitors; the former are able to out-sell their over-sea competitors in the Canadian market and override the strong sentiment towards English goods, simply because of the greater uniformity and better appearance of their product. This great difference in uniformity and appearance is due to the fact that the entire American product is

made by standard machinery and is usually marketed by the maker, while, on the contrary, much of the English chain is hammered out by hand in small establishments, or in the private homes of the poorer classes, and afterwards purchased by exporters in the open market. Even admitting the quality to be equal to the American, the English chain does not conform to a standard, lacks appearance and, therefore, cannot command the highest price.

Sporting goods are moving much better this week, though the weather has been anything but favorable. Canoes are selling very fast, and the demand for these easily exceeds the supply. The abnormal demand from Cobalt and New Ontario has taxed the factories at Orillia and Peterboro beyond the limit of their capacity and has created a scarcity in this line all over the province; to add to the difficulty the Peterboro manufacturers are experiencing great difficulty in obtaining a sufficient supply of labor.

On account of the increased cost of labor and the growing scarcity of suitable timber, there has been a general advance in whiffletrees, neck-yokes, and doubletrees. The new discounts read as follows: Ash whiffletrees, neck-yokes and doubletrees, 35 per cent., all other ash goods, 40 per cent. Hickory, maple and oak goods are now quoted at 40 per cent., with the exception of carriage, democrat and express whiffletrees, which are quoted at 45 per cent.

Scales and clay picks have both advanced slightly. The discount on scales is now quoted at 35 per cent., instead of 40 per cent., and picks are approximately fifteen cents a dozen higher.

Taking effect June 1st, Canadian manufacturers have decided to adopt the American lists on flat-head and round-head stove bolts, which became effective on March 1st. The Canadian makers have realized for some time that bolts of longer lengths and heavier diameters than 3-16 have not been paying, and the new lists show slight advances to meet the increased cost of production. The Canadian trade discounts remain unchanged.

MONTREAL METAL MARKETS.

Montreal, May 31.—In the face of unseasonable weather and other unpleasant conditions that might reasonably be expected to have an adverse effect on trade, business in practically all metal lines continues to show a remarkable degree of strength and firmness. The transportation facilities have been seriously interrupted by the teamsters' strike, which is not fully relieved yet, but it is growing easier daily. No sign of shrinkage in the volume of business has taken place, in fact the increase for the month over May of 1906 is phenomenal.

The acute shortage in pig iron exists still. It will not be relieved until several other steamers arrive and distribute their cargoes.

Antimony has dropped another cent,

and the probabilities are that it will recede. Zinc spelter is easier and so is ingot tin; zinc plates are firm with a prospect of higher prices. Canada plates have advanced in the Old Country, hence the stiffness here, and no shadings can be given on current quotations. Tin's weakness seems to be recovering, the London market reporting more hopeful things at the early part of the week. Copper has fluctuated; it dropped and then advanced, so normal prices hold now. Lead has firmed up and is held at steady prices with good demand.

The Metal Worker of New York stated last Saturday, in regard to copper, that it was doubtful if any extended buying movement in United States took place until European consumers had entered the market, adding: "The time is not far distant when under normal conditions, consumers in this country would buy copper for July delivery, but as yet none has been sold."

The shortage in pig iron has stimulated the demand for steel scrap. Pressure is heavy for melting steel scrap and it appears to be growing stronger. It is noticeable that large quantities of antimonial lead have been imported, so that this alone would help the drop in antimony, to say nothing of the heavy importations of the metal itself.

TORONTO METAL MARKETS.

Toronto, May 31.—The local market is still feeling the effects of the long-shoremen's strike at Montreal, shipments of metals from that port coming forward with discouraging slowness. Consumers are, in many cases, in actual need of supplies and jobbers are put to endless worry in trying to satisfy customers by hurrying up the railway "ice-man."

Pig iron is easily the feature of the market with prices very firm and supplies exceedingly scarce. Buying for third and fourth quarter business is picking up with only English iron available, all the Canadian furnaces being booked up to the limit of their supply. Scrap iron is being bought in increasing quantities.

Copper has weakened in all markets, local prices being shaded about half a cent in response to the outside movement. We are now quoting 25½ cents per pound. Tin is also a trifle easier with quotations about 46 cents. Lead, zinc and spelter are unchanged. Antimony is down another cent with from 23 to 24 cents asked.

Stocks of most metals are being lightened by the slow movement of freight from Montreal, but business is very large in volume and the total will show a satisfactory increase up to the present time of last year.

Old materials show a few changes, copper and brass being quoted lower, No. 1 wrought iron weaker and old rubbers at a good advance.

Advanced freight rates on railroads in the Pittsburg district, tariffs for which were filed with the Interstate Commerce Commission some time ago, became

effective this week. The advance for pig iron and billets is about 7½ per cent., and the advance for finished material will be about 10 per cent.

U. S. METAL MARKETS.

Cleveland, O., May 30.—The Iron Trade Review to-day says: "There is no little interest in the pig iron market for the first quarter of 1908, and among the noteworthy enquiries pending is one for 15,000 tons for delivery during that period from a large concern whose product goes to the railroads. Another enquiry for 10,000 tons for first quarter delivery is pending in the east. The tendency toward higher prices in the British market is not so pronounced. Western melters are showing more interest in foreign iron, and at Chicago a radiator company has purchased several thousand tons for use at its eastern plants.

Questions in regard to labor are attracting considerable attention. The new scale demanded by the Amalgamated Association will be considered at a conference with manufacturers to be held at Toledo, June 4th. The result is in considerable doubt. Strikes of machinists in a number of cities have been declared and other are expected early in June.

Except at Cincinnati, where the coke market is more active, the demand for this fuel is clearly below the supply and prices are low.

LONDON METAL MARKETS.

PIG IRON—Cleveland warrants are quoted at 60s. 3d. and Glasgow standards at 60s., making prices as compared with last week on Cleveland warrants, 1s. 3d. lower, and on Glasgow standards, 1s. 4d. lower.

TIN—Spot tin opened strong at £189 15s., futures at £186 15s., and after sales of 600 tons of spot and 320 tons of futures, closed easy at £189 15s. for spot, £185 15s. for futures, making price as compared with last week, 5s. lower on spot and 5s. higher on futures.

COPPER—Spot copper opened strong at £100, futures at £97, and after sales of 300 tons of spot and 600 tons of futures, closed easy at £99 15s. for spot and £97 for futures, making price as compared with last week, £3 lower on spot and £4 10s. lower on futures.

LEAD—The market closed at £20, making price as compared with last week, 6s. 3d. higher.

SPELTER—The market closed at £24 17s. 6d., making price as compared with last week, 17s. 6d. lower.

FROM TRAVELERS' NOTE BOOKS.

Ottawa, May 29.—The Commercial Travelers' Association, of Toronto, are taking up subscriptions for three cots in Muskoka sanitarium at Gravenhurst. The travelers, as a rule, are very benevolent fellows and are responding nobly to such a worthy cause to try and stamp out the ravages of consumption.

Travelers wish every success to Uxbridge in their fight against the Bell Telephone monopoly, as competition is badly needed against the "Bell." A shareholder of the rival company at Markham recently informed the writer that their private company paid 35 per cent. dividend last year. On this basis the Bell people must be making enormous dividends. The commercial travelers should undoubtedly be given special rates on long distance calls.

* * *

It is pleasing to note the way the Retail Merchants' Association is making such rapid strides in eastern Ontario. This section has apparently been neglected or merchants were hard to convince of the various benefits they would derive from the association. Some new members, who attended the convention this year, were no doubt surprised at the growth and magnitude, as well as the powerful influence such a body of prominent merchants can exert in getting redress from shippers and railway people. You cannot fight the railway magnates singly, but the combined strength of the association can work wonders, so don't be bluffed by promises made by railway officials. Make them put it in black and white.

"L."

LETTER BOX.

Steam Heating Furnace.

T. G. Barnes & Son, Hampton, N.B., write: "We want a steam heating furnace combined with hot air natural draft for store and dwelling. Fuel, bituminous coal. Whose can you recommend?"

Answer—The Pease Foundry Co., Toronto, make such a furnace for hard coal, they being the only makers in Canada. We cannot recommend such a system, however, particularly where soft coal is to be used. For large buildings the Pease Company have a system which they stand behind with their established reputation, but for such a building as is evidently planned a hot water boiler would probably give the most satisfactory results.—Editor.

Asbestos Wall Plaster.

Thompson & Dafeo, Madoc, Ont., write: "Can you inform us where we can get asbestic wall plaster other than from the Canadian Asbestos Co., or the same or similar material under different name?"

Ans.—Try the Asbestos & Asbestic Co., Asbestos, Que.—Editor.

Broom Handles.

The Crown Broom Works, Vancouver, B.C., writes: "We are in the market for some broom handles. Can you advise us where we can get quotations on these?"

Ans.—Write the J. H. Still Manufacturing Co., St. Thomas, Ont.—Editor.

A. S. Austen, Halifax, N.S., writes: "Could you tell me the names of any firms that manufacture heavy bags suitable for putting up nails in 5-lb. lots or more?"

Ans.—Write the E. B. Eddy Co., Hull, Que.—Editor.



MARITIME HAPPENINGS.

Halifax, May 27.—The hardware markets continue very firm in tone, and trade is quite satisfactory. There has been no material change in the price list. There is a good demand for brushes of all description, also paints, oils and varnishes. Garden implements are also selling freely and also barbed and plain wire, and wire netting for window screens and doors. There is still a great scarcity of both on this market. Many orders for glass are coming in, and there is a very heavy demand for cement, the use of this material at the present time being very great.

* * *

Never before was there such a demand for fishing tackle as this season, and the retail stores handling this class of goods have done a rushing business. The hardware stores handling baseball supplies are also finding business quite brisk. A. M. Bull & Co. are offering a trophy for the winners of the senior league in this city.

* * *

The wholesale business of the Archibald Company, Limited, of Truro, which has been carried on for a number of years, is about to be closed up. J. P. Archibald, one of the leading members of the firm is now on a trip to the Pacific Coast and will likely settle in the west. William Archibald will also probably go west and R. G. Archibald is closing up the business.

* * *

Mining development is quite active in Nova Scotia, particularly in Cape Breton. In this connection it is quite interesting to note that the first exportation of copper matte in the history of the province was made from the Pictou smelter last week. The shipment, which was billed to a New York refinery, consisted of 25,063 pounds of matte, possessing an assay average of 50 per cent., capable of yielding about 12,531 ounces of pure copper. The net price of this article is 20 cents per pound, less the freight charge. It is probable that other shipments will follow in a short time. There is a movement on foot to secure a special rate on copper ore mined in the Maritime Provinces. This step was instituted by the management of the Pictou smelter, with a view of encouraging the development of mineral properties in Cape Breton and elsewhere within their sphere of operations. Efforts will be made to have the Boards of Trade memorialize the Federal Government in support of the contention for a low freight rate on native ores. The newly elected directorate of the Cape Breton Mining and Prospecting Company is taking active hold of the ad-

ministration of their properties on Cape Breton Island, and it is likely that extensive development work will follow.

* * *

Mr. Werther, a Sydney man, claims to have invented a stove lining which is superior to iron, and he recently made a successful test in the open hearth furnaces of the Nova Scotia Steel Company at Sydney Mines. The mixture was formed into shape and while still in a moist condition, was subjected to a temperature of 2,200 degrees Fahr. After the expiration of two and a quarter hours the lining was extracted from the furnace and found to be hard, offering no evidence of impairment and apparently impossible of abrasion. In claiming superiority for his lining over that of the ordinary material, Mr. Werther says: "Iron lining requires, in order to protect the stove, a space of at least half an inch between itself and the back against which it is placed. This is to allow the circulation of air and is called a chill. This naturally detracts from the heating energy." The stove lining perfected by him, however, is put on in a moist state and lies flat against the back of the stove, thereby not only protecting it but saving 20 per cent. of fuel.

St. John, N.B., May 28.—The hardware merchants both wholesale and retail report business good. Though the weather is still very backward and cold, some spring lines are moving off very well. There is a brisk demand for builders' hardware and the outlook for extensive building operations this year is very good. Contracts were signed yesterday with Robert Maxwell, the contractor, for the new Y.M.C.A. building and work commences at once. The plans call for a \$60,000 structure with all modern improvements, including swimming tanks, etc.

* * *

The factory of Smack Bros., taxidermists and snowshoe manufacturers, at St. Mary's, was burned to the ground on Saturday last. All of the firm's stock, consisting of mounted game heads, two hundred and fifty pairs of snowshoes, a lot of green hides, stuffed birds, and hardwood shields, etc., went up in smoke. The firm estimate their loss at between \$5,000 and \$6,000 and they have insurance amounting to \$3,500.

* * *

The scowmen employed in the harbor loading lumber have gone on strike for higher wages. There are about eighty men who were receiving \$2.50 a day and they are demanding \$3. A compromise will probably be arranged.

* * *

Mr. and Mrs. William Peters celebrated their sixtieth wedding anniversary yesterday. Despite the fact that he is 85 years old, Mr. Peters is still a regular attendant at his office and personally oversees his business in hides and leather goods.

* * *

The death occurred at St. Stephen on Saturday of William Donovan, a

well known plumber. Mr. Donovan was born in St. John forty-eight years ago and learned his trade with George Blake of this city. He went to St. Stephen several years ago and soon established a successful business. He leaves a widow and an adopted son.

* * *

E. Leonard & Sons are installing a large new boiler at the Russia Cement Works, on Gilbert's Lane. They have also shipped a boiler to H. Crosby & Co., of Hebron, N.S.

* * *

Mackenzie & Mann, of the Canadian Northern Railway, have lost no time in taking preliminary steps to ascertain the feasibility of the St. John Valley route. A. F. Stewart, the chief assistant engineer of the road, and G. G. Ruel, the company's solicitor, were in the city last week and are now driving over the country between Woodstock and Westfield to obtain some idea of the lay of the land, and a rough estimate of the traffic en route. Later on, surveying parties will go over the ground.

* * *

M. J. Butler, Deputy Minister of Railways, Hon. H. R. Emmerson, G. M. Jarvis, divisional superintendent, and several terminal officials of the I.C.R. went over the terminals here last week and as a result work will be commenced immediately to provide more yard room and warehouse space. A flour shed with a capacity of about 7,000 barrels will be built near the Mill Street crossing and No. 3 freight shed will be moved to the Pond Street line and rebuilt. This will give room for the laying of several tracks, which are sorely needed at the time the heavy winter traffic is on. It is well known, however, that ere long there must be a very much larger expenditure to ensure prompt handling of cars and their contents in the busier seasons of the year.

During their visit Hon. Mr. Emmerson and Mr. Butler also attended a meeting of the recently appointed harbor committee. The committee will prepare plans and later on will confer with Mr. Butler, who has promised his assistance.

* * *

George Blake, the well known plumber of this city, returned home Saturday from Los Angeles, Cal., where he was attending the convention of Mystic Shriners. He reports having had a most enjoyable trip. Mr. Blake was on a train that was just eight minutes ahead of the train that was wrecked and in which thirty people were killed.

EASTERN ONTARIO GOSSIP.

Kingston, May 27.—When we are told that a town or city which for a number of years has been down and out of the industrial and commercial arena, either because of a lack of enterprise and self-reliance or because of some extraneous circumstances over which it had little or no control, we are apt to be doubtful unless the statement is followed up by some palpable and conclusive proofs. The city of Belleville for some years has been looked upon as a stagnant

spot. Gripmen have gone into it with doubt as to whether it was worth while and have come out of it with their previous opinion confirmed. Certain "knowing ones" attribute the industrial inertia under which Belleville has been living to her rejection of the Rathbun Co.'s offer to locate there some years ago if given a certain section of the waterfront (now transformed into a park). There is some truth in this. If the Rathbun Company were sufficiently powerful and enterprising to build Deseronto, undoubtedly they would have given business in Belleville a great impetus.

* * *

If her past has been obscure and inglorious, Belleville has a bright future. Last February the Toronto & Belleville Rolling Co. commenced operations there, and they have already done great things for the city. Although this industry is as yet in its infancy so far as its own internal development is concerned, yet it has brought back a flush, not altogether hectic, to what was previously known as a "dead hole." Large quantities of new machinery are being installed, and at present the mills are taxed beyond their capacity to turn out horseshoes. Upwards of 350 men are already under employ, and the numbers are steadily being increased. Men who, five or six months ago found it hard to find employment, are now eagerly sought for and are paid good wages, and the citizens of this Midland City are beginning to experience the joy and satisfaction of prosperity. Unfortunately, the civic authorities have deemed this an opportune time to raise the taxes, and judging from the complaints of the citizens there is a danger of nipping prosperity in the bud.

* * *

The Belleville Hardware Company are doing a flourishing business and have been forced to make extensive additions to their plant to meet the increasing demand for their products. Hardware trade conditions, although not as satisfactory as might be desired, are very good considering the unseasonable spring weather. Some price-cutting is resorted to by some of the retailers. Speaking to one or two of these "cutters" the writer suggested that they get into line with the association. From this suggestion one dealer demurred, stating that the association was impotent to remedy such evils. The writer found that this person had never attended any of the association's meetings. How can a person expect to derive advantages from an association whose conventions he has never attended and in which he has been merely a "looker-on" member, not even endeavoring to organize a district association?

* * *

The best test of growth is change. Napanee has changed little, commercially, and has grown no more. The merchants are doing about the same business as they did a decade ago. There is, perhaps, one distinguishing feature

between trade conditions as they were ten years ago and as they are now. The element of competition, with all its keenness, is really an outgrowth of the past decade and to-day it asserts itself in that most illegitimate and unreasonable of all merchants' instruments, viz., price-slashing. It is done in Napanee with well nigh disastrous results. When it comes to the serious stage when certain staple lines are virtually given away to secure patronage a remedy should be looked for. The only resort is to that reliable panacea, the association, with all its powerful influences for the promotion of the interests of legitimate and remunerative commerce.

* * *

Kingston is enlivening. Prosperity is irrepressible in a young nation, and it will assert its reason to be. A city cannot live forever on bread and milk, or paper. Although Queen's University and the Royal Military College, with the Barracks, have acted as anchors upon Kingston, yet they were not, nor are, sufficient to preserve life. The locomotive works, employing upwards of 800 men, is doing for this city what educational institutions could never have done, in giving employment to those out of work, necessitating the erection of more houses and raising the city's financial status. Now that rich finds of lead and zinc ore have been made near Kingston the prospects of the location of smelters at Kingston are giving things a brighter appearance, and citizens are looking forward to a prosperous future.

* * *

Trade conditions in Brockville are in a very satisfactory state. There being only three hardware merchants in the town, whose population ranges between 9,000 and 10,000, the competitive spirit asserting itself in the epigram, "My head, or thy head," is not strong, and these merchants are sufficiently deep-sighted to discern the follies and evils of price-cutting, and for the most part refrain from it. These dealers are indifferent to association affairs, and perhaps their attitude in this particular instance is inexcusable, for there are few or no evils with which to combat. One merchant said he enrolled himself as a member of the O.R.H.A. simply to augment the membership list. It is the consensus of opinion in eastern Ontario that if the organization of a district association were only feasible they would be glad to co-operate in the propagation of legitimate business principles. It seems to be the opinion of some that the work of organization is commencing at the wrong end. District organization should not be preceded and superseded by provincial organization.

* * *

Industrially considered, Brockville is in a safe place. The James Smart Mfg. Co. are enjoying a steadily increasing patronage, and are continually being forced to extend their premises to accommodate their business. Ordinarily

between 450 and 500 persons are under their employ. This summer they are hoping to have a spur line of the railway laid into their factory from the main line of the Grand Trunk. Up to the present the company has been greatly handicapped in its shipping facilities by having to cart the manufactured products to the G.T.R. station.

The Shirreff Manufacturing Company is another hardware manufacturing industry which has a bright future before it, with a consequent bearing upon the development of Brockville.

Belleville, May 22:—The hardware dealers of this city all pronounce this spring's business the best for many years and as a result are naturally jubilant. Although the spring has been very backward, it has not apparently had a marked effect upon the volume of business done with the farming communities, which surround this city, especially in farming machinery and cheese factory supplies.

* * *

Robert Huddleston, a well-known young citizen, has recently branched out for himself and has opened up a tin-smith and plumbing shop on Front St.

* * *

From appearances it looks as though J. W. Walker is doing a big binder twine business in this district, as he has just received a carload, and it is being distributed in all directions.

* * *

The coming summer promises to be a very busy one in the building line. Several large buildings are under way and more are projected, and as a result the plumbing, heating and tin-smithing trades will be kept busy. In fact, a couple of firms are so busy that they have had to refuse orders.

* * *

The heating of the new House of Refuge has recently been completed by the firm of John Lewis & Co., and has been pronounced by the architect as first-class. This firm also put in the new steam heating plant in the court house county buildings, as ordered by the Government inspector.

* * *

The Belleville Hardware Company are erecting a large four-storey and basement store addition to their present premises on Pinnach street. This has been found necessary owing to the increased amount of business. This firm employ at present over one hundred skilled mechanics, locks of nearly all descriptions being the principal product. They employ no travelers and yet they find it difficult to keep up with the orders. Hon. Sir Mackenzie Bowell is president of the company, which started with a very small beginning, a few years ago. A special meeting of the shareholders will be held on June 4th for the purpose of passing a by-law to extend the borrowing powers, to raise money for the increased expense in erecting the new building. This is one of the most model lock factories in the Dominion.

* * *

The Toronto and Belleville rolling mills now run night and day and at

present over 400 men are on its pay roll. The iron turned out by these mills is pronounced second to none in the Dominion. Recently some of the very latest machines have been installed and a new furnace was added. The horse-shoe department is in full swing and the demand for these shoes is enormous, orders coming in from all parts of the Dominion.

* * *

James Reeves and M. Doyle have taken over the stove, tinware and plumbing department of the John Lewis Company, and Byron Hudson has taken over the hardware department. Arthur Lewis, the former proprietor, has gone to Calgary and entered a wholesale hardware store there.

* * *

J. W. Walker practically does all the hardware business in the several civic departments, and this has been his luck for many years. His bill each year runs up into the four figures. Of course, he must give the satisfaction or he would not get the work.

* * *

Work on the new drill shed, of which William Stewart, of Ottawa, is the contractor, at the price of \$87,777, began on May 21st, and work will be rushed to completion. The building will be of brick with cut stone trimming, and will be two storeys high, with basement. A great deal of iron is to be used in its structure, and will be entirely fireproof.

* * *

Work on the erection of the famous Hotel Quinte is going on, but the carpenters are being delayed owing to the non-arrival of the iron girders, of which the Hamilton Bridge & Iron Company has the contract. This building will cost in the neighborhood of \$100,000 without the furnishings, which will cost \$30,000.

WESTERN ONTARIO ACTIVITIES.

London, Ont., May 29.—George Taylor & Son have disposed of their hardware business on Dundas St., to Geo. McMurtry, of St. Thomas, who will take possession on June 3rd.

* * *

Wholesale jobbers report continued activity in trade while goods are beginning to come in a little more freely than for some time past. There is, however, still a scarcity of wire netting, for which, when warm weather sets in, if it ever does, there will be a big demand. Retailers also find business good, though, owing to the backward state of the weather, there has not been the usual demand for seasonable goods.

* * *

S. G. T. Cruickshank and H. N. McAlpine, formerly with the Labatt Manufacturing Company here, have taken up their residence permanently in Toronto, where they both have accepted good positions, the former in the head office of the British American Oil Company, and the latter with the James Robertson Company, plumbing supplies. They will be greatly missed by many friends in London, where they are very popular.

The scarcity of stores is doing London a great deal of harm. To get a business location in anything like a central part of Dundas or Richmonds Sts., is impossible, and it is a common thing now to hear of individuals desirous of starting in business here being unable to do so for this reason. Only this week a gentleman from St. Thomas was in the city trying to secure a store in which to open up in the small hardware and notions line, but thus far he has looked in vain for what he wants. Clearly the time has arrived when new business sections must be opened up, for unless people get over the contracted business locality idea the city must stop growing, so far as retail stores of all kinds are concerned.

* * *

Activity prevails in all the local metal industries here. The big firms, such as McClary's, Leonard's, White's, and the Rolling Mills Company, are all running at full time, while the smaller concerns all keep busy. So far, as least, as the metal trades are concerned, there is no indication of an approaching end to the present era of prosperity.

* * *

A local real estate dealer has been instructed by an American capitalist, who purposes engaging in the manufacture of ploughs in this city, to secure for him a suitable site on which to erect a factory. A number of properties have been submitted to the agent, who is awaiting the return of his client to the city to make a choice. The east end presents the best factory locations hereabouts, and a number of firms in addition to those now located there, have secured lots on which to build in the near future. Among these are: E. Leonard & Sons, manufacturers of engines and boilers, who, fearing they may be driven from their present premises by Grand Trunk improvements, some time ago purchased five acres close to the Grand Trunk tracks and just beyond the eastern limits of the city.

* * *

Woodstock, Ont., May 27.—The McEachren Heating Company, of Galt, have just about completed the installation of a new heating system in the Woodstock Collegiate Institute building. Some time ago the contracts for the re-modelling of the building at a cost of twenty thousand dollars were given, and at three thousand dollars, the McEachren Company was, after careful investigation of its system, given authority to instal their heating system. It has been in operation for some time past, for the heating of the school, and is giving perfect satisfaction. It keeps the rooms at an even warmth, but its particular benefits are in the manner in which it ventilates the building. With the McEachren system, the hot air is propelled from the furnace into the rooms by means of fans. It enters the rooms midway up the walls, and forces the foul air downward, and out the ventilation shafts. It is the first system of the kind to be installed in this city, and its first trials were awaited with a good deal of interest.

At this stage of the summer, not much has been heard about a weekly half holiday. This is doubtless to a great extent due to the backward weather which has prevailed. When men are going around in overcoats and gloves and have experienced so few really fine days that they may almost be counted on the fingers of one hand, they are not much inclined to think of the necessity or pleasure of a weekly cessation from labor for the space of half a day. Last year, nearly all trades and lines of businesses enjoyed half holidays, but things were pretty much muddled by the way in which they were arranged. Grocers and hardwaremen and some other lines observed one afternoon in the week, barbers another, lawyers another, while most of the various factories were closed one afternoon, each one selecting the day suiting its individual convenience, without consulting the interests of the whole. The result was that people from the country were most immensely confused, with keeping in their minds the day of the week when various places of business would be closed. And when they visited the city any day other than Saturday, they were pretty sure to find the premises of some person with whom they wished to do business closed. If anything is done this season, an endeavor will be made to avoid all this confusion. But it seems rather far-fetched to talk about holidays when the day just closed has been filled with occasional snow flurries.

* * *

The Woodstock Gas Light Company is an enterprising institution. It does not confine itself to keeping an office staff sitting inside waiting for customers to come in. They advertise extensively and endeavor to create custom in that way, and, as a result, the company enjoys an extensive patronage throughout the city. This week a third of a page in the local newspapers is devoted to an advertisement of gas ranges and gas hot water heaters, and in their space they endeavor to impress upon readers the desirability of such articles and their superiority as compared with the "hot and dirty coal and wood ranges."

* * *

Galt, May 22 :—The plumbers in Galt are very busy men these days and to secure one of the latter for a day's work is an almost impossible feat. A large number of houses are in course of construction and these, combined with the usual spring demand for renovating, etc., make the plumber and his assistants very much in demand.

* * *

The hardwaremen are well pleased with the spring trade, and state that in no previous season has the demand been so great. An article for which there is great demand in Galt is the gas stove. Since the inception of natural gas, which costs but 35 cents per thousand feet, compared with the artificial gas at \$1.50 per thousand, the natural article has been installed in almost every house in Galt. It is estimated that there have been fully five hundred gas stoves sold in Galt during the past two months. The demand for the house-cleaning necessities still continues, and there is a great run on paints and polishes.

"We are making preparations for a big trade in screen doors and window screens," said W. J. McMurtry to-day. "The backward weather this year has caused a considerable falling off in this line, compared with last year, when at this date we had sold a large number of these summer necessities."

The Down Draft Furnace Co. is about to place a new line of stoves on the market, a full description of which will appear next week.

The new foundry for the manufacture of plumbers' brass supplies, in which the local plumbers, Messrs. Scott & Bennett, are largely interested, has commenced operations. The first cast was made last week and was most satisfactory. A number of men are being steadily employed, and the outlook for the new industry is exceptionally bright. The company will, it is expected, move into larger quarters in the near future. "We are perfectly satisfied with the future prospects of the new industry," said Mr. Bennett, when asked his opinion regarding the outlook.

The addition to the present large plant of the Galt Art Metal Company will soon be completed. The company is rapidly growing and will soon rank among the foremost industries of the town. They have recently secured a large number of contracts, and the operations of the present year will be far in excess of previous years. The company has secured the contract for the metal work in connection with the four new Normal schools being erected by the Provincial Government in Peterboro, Hamilton, Kingston and North Bay. It is estimated that this one contract will keep a large number of men employed during the entire summer.

Enquiry among the hardware merchants in Berlin and Preston elicited the information that nearly all the hardwaremen in these towns are members of the Retail Hardware Association. In Galt your correspondent was able to find only one member of the association. Why the hardwaremen in Galt should not ally themselves with the association, which has been formed solely for their benefit and protection is hard to understand. It is true that the local hardwaremen take an active interest in the work of the Retail Merchants' Association, but surely there is room in Galt for both organizations. The promiscuous price-cutting which has so long been a foe of the Galt hardwaremen would be entirely eliminated if the merchants were members of the association. Let the hardwaremen think it over.

The Galt merchants drew their blinds on Friday last during the passing of the funeral of Mrs. R. A. Briscoe, wife of Galt's popular dry goods merchant, and a large number also attended the funeral.

A local hardwareman complained to-day of the injury to the local trade caused by the citizens patronizing the city departmental stores. "We can supply exactly the same goods at the same

price," said the merchant, "but the people seem to think that because it is purchased from a big departmental store they are getting a bargain. However," he added, "hopefully, 'the mail' order business of these big stores, from Galt, appears to be on the decrease."

The agitation for a half-holiday during the summer months, which has been much in evidence for some time, seems to have been dropped, and the prospects for the holiday at present are extremely remote. The idea was an excellent one, and its abandonment is surely a mistake. A number of the clerks are interesting themselves in the movement, and the scheme may yet be revived and carried to a successful issue.

The hardwaremen and plumbers in Preston, Hespeler and Berlin all report that the trade of the present spring is a record-breaker and the best in the history of the trade.

Chatham, May 28.—L. G. Read, representing the Colonial Engineering Co., of Montreal, Canadian agents for the Hornsby gas engine, was in the city last week. On Thursday evening he met the city council in committee and made a formal proposition for the installation of a gas engine plant at the civic lighting and waterworks station. The cost of the proposed plant is to be in the neighborhood of \$25,000, in addition to which the city will put up a building at a cost of about \$2,500. The aldermen were favorably impressed with the proposition, and it is expected that at the next regular council meeting, on June 3rd, steps will be taken in the direction of bringing in a by-law providing for the installation of the new plant. Mr. Read claims the new plant will save the city \$7,000 per annum on the cost of operating and maintaining the present plant.

At a citizens' meeting last week an organization was formed on behalf of the Wolverine Brass Company's by-law, to be submitted on June 5th. Committees have been appointed to look after the interests of the measure in the various polling subdivisions, and an organized effort will be made to get out the vote. Ald. W. H. Westman, chairman of the industrial committee of the city council and a prominent member of the hardware trade, is taking a leading part in the campaign on behalf of the measure.

The C.W. & L.E. electric railway have completed the strengthening of Aberdeen bridge, and last week received from the city a cheque for \$35,000, the amount of the loan due them on the completion of the line between Chatham and Wallaceburg. The extension of the electric line to the lake is urgently desired by the city. The company require subscriptions for their bonds to the amount of \$40,000 from the citizens before proceeding with the line. A number of leading citizens have taken the matter

up, and obtained considerable subscriptions in this vicinity. It is doubtful, however, whether the electric road will be further proceeded with this summer.

Dr. C. R. Charteris intends erecting a \$10,000 brick residence and office on Sixth street.

John Piggot & Sons have received the contract for a new residence for city solicitor O. L. Lewis.

H. G. Aeres, assistant engineer of the Hydro Electric Power Commission, was in Wardsville last week with a view to examining the water power of the Thames at Big Bend. At this point the river takes a sharp turn, horseshoe shape. The engineer pronounced the scheme feasible, and advised tunneling the neck of land with an eight-foot concrete tube, and building a dam. By this means a fall of 28 feet could be obtained, producing from 500 to 800 horse power. It is rumored that the promoters of the water power in this vicinity intend negotiating with American capital, with a view to pushing the enterprise.

The death occurred at St. Joseph's hospital here, on Sunday morning, of J. W. Leonard, of Pittsburg, associated with the National Supply Company of this city, dealers in oilmen's supplies. Mr. Leonard was 40 years of age, and leaves a wife and daughter. His death was very sudden, it being only Thursday that he was taken ill. Mr. Leonard was well known and very popular among the oil men of this vicinity. The remains were taken to Pittsburg for interment.

A matter of considerable importance to the hardware and allied trades, in common with other retailers, is that of the business assessment, which came up for discussion at a special meeting of the local branch of the Retail Merchants' Association last Tuesday evening.

Hitherto retailers here have been assessed on a 35 per cent. basis. When the local branch was organized last winter, Organizer Brubaker advanced the claim that Chatham was entitled to a 30 per cent. rate. The matter was referred to a committee to wait upon the Provincial Secretary at Toronto. The committee, though unable to see Hon. Mr. Hanna himself, saw the Assistant Provincial Secretary, who expressed the opinion that the 35 per cent. assessment applied to Chatham.

Secretary Mills, of the local Board of Trade, didn't agree with this interpretation. Like Organizer Brubaker, he was a resident of Berlin when the act was drafted, and recollected that in its original form it placed the rate for cities at 30 and for towns at 35 per cent., the extension of the lower rate on towns over 10,000 population being made at the instance of Berlin, where the retailers claimed that it was unfair to levy on them a higher rate than ob-

tained in cities with a smaller population.

Mr. Mills accordingly laid the matter in detail before the Provincial Secretary, and the latter wrote him to the effect that it would seem that the words "in other cities" in line 4, sub-section 1, section 10, of the Assessment Act must be construed to mean "all other cities," and that the limitation of population applied only to towns. Under the general law, a town could not be erected into a city until it contained 15,000 inhabitants, and it must be presumed that a city incorporated by special act containing less than that number became subject to all laws applying to cities.

Accordingly, the Provincial Secretary, though stating that the matter was not entirely clear of doubt, gave it as his opinion that under the act the business assessment of Chatham should be on the 30 per cent. basis.

Secretary Mills, of the Board of Trade, and President Cowan, of the R. M. A., were delegated to take the matter up with the city council.

St. Catharines, May 27 :—A combination in trade works for the benefit of the community in which it exists. Between the hardware merchant and the metal worker is but a step. Traders in the metal business in St. Catharines are not a combine, but they are in accord, so that there is not a conflict. One class has, as a mechanic the metal work of vehicles; another class, and there are several, who confine themselves to horse-shoeing.

The Whitman-Barnes Company's works located on the bank of the old Welland canal, is a prominent centre, not only for what has been done, but the prospects for the future. The company felt disposed, some months ago, to remove their works to some other town, but a meeting was held, in which the mayor and aldermen were on the one side, and the company's directors on the other side. The plant concluded to remain in St. Catharines, providing railway transportation was made convenient, though not fulfilled, the agreement will be carried out.

Mayor Andrew Riddell is a practical workman as a plumber, tinsmith, metal worker and business man. Born in St. Catharines about sixty years ago, he learned the general business from his father, and in 1866, as a lad, he was out in defence of Canada against the Fenians, taking supplies to the force under Colonel Peacock on the march to Fort Erie, for which he received thanks, and at present is serving his second term as vice-president of the St. Catharines Veterans' Association.

Albert Chalfield, Ontario street, is another metal worker, who has been in business for about forty-five years. He has conducted a large business for many years. He has served as an alderman for a number of years, retiring with honors some years ago, not only as a merchant, a metal worker and business man, he is prominent in the order of

Masonry, and an adherent of the Church of England.

Charles Hoople, though still a young man, is forward in business as a metal worker, plumber and general master mechanic. He bears a good reputation in his line of business and is silent about other branches of trade.

Charles P. Mills, for nearly sixty years a resident of St. Catharines, is an expert in metal works, a practical mechanic, the inventor of the Mills pump, tube laying, well drilling and other things, and yet under sixty years of age is one of the busiest of men. As a lad he was in service as a private in the 19th Regiment in 1866 at the time of the Fenian raid.

Henry J. Conn is another of the live metal workers, combined with hardware, Henry is not only a master mechanic, but he is connected with a number of secret societies. He has lived in St. Catharines for a number of years and is one of the most respected of citizens.

Frank Sears is one of the rising business men in his profession as a metal worker establishing himself in business on King street about one year ago. He is making for himself a reputation as a first-class workman.

O'Gorman & Hemphill are two young men who established themselves in the metal and plumbing business in the Quinn block, on St. Paul street, and are growing in favor as time passes.

PACIFIC COAST DOINGS.

Next time there is a coal strike, the railway company will not be entirely dependent upon the Crow's Nest Pass mines for their supplies. The completion of the Nicola Spences Bridge branch of the C.P.R. has given transportation facilities to the coal mines of that section and one of these, the property of the Nicola Valley Coal & Coke Co., is now shipping regularly, while the Diamond Vale Coal & Coke Co. has all the machinery on the ground to handle a daily output of three or four hundred tons. This plant is in process of erection and will be shipping shortly. The Nicola Valley Co. is selling all the mine produces to the C.P.R. direct, for its locomotives. The coal is pronounced excellent steaming coal.

Several large deals in timber and mills have been completed lately, three of them affecting mills in the interior. The first was the sale of the Mundy Lumber Co.'s mills at Three Valley, west of Revelstoke, with large and valuable limits, the purchasers being New York and eastern capitalists, for whom E. E. Taylor, of Calgary, acted. The new owners take possession August 1st, and they intend greatly enlarging the plant. The purchase price is said to have been in the neighborhood of a million and a half dollars.

Another deal was the purchase of the timber lands and logging interests of the Edmonton Logging Co. by Messrs. Stacy & Garland, Ltd., of New Westminster, the lands including thirty-two square miles of fine limits on Vancouver Island and up the coast, with two tugs, several donkey engines and other logging outfit.

The organization of the Ross-Saskatoon Lumber Co., Ltd., is announced, the capitalization being \$500,000, and the company to take over the business of Ross Bros., at Elkmouth, Southeast Kootenay, and the timber limits of D. H. Telford, F. A. Blaine and Frederick Engen.

Other concerns organized in the lumber business are the Joseph Chew Lumber & Shingle Manufacturing Co., Ltd., capital \$100,000; the Nobles Trading Co., Ltd., to handle the shingle and lumber business of Joseph Chew, and the Woodworkers, Ltd., to take over the business of Messrs. Dickson & Howes, Victoria.

The Blue Funnel steamer Oanfa, direct from Liverpool, discharged about 3,000 tons of cargo at British Columbia ports this week, mainly British manufactures of staple lines. Large consignments of iron and steel were included, as also some big Scotch marine boilers. Outgoing, the Oanfa took half a million feet of lumber, as also some big consignments of whale oil from the Pacific Whaling Co., which operates a whaling station on the west coast of Vancouver Island. The Oanfa had to refuse several hundred tons of cargo.

The lumbermen on the coast aver that there is no change in price of lumber at present likely. The increases made by the retail dealers of Alberta recently are not a foreshadowing of increase by the mills. Improvement in the car situation marks shipments this week, and the railways expect to be able to continue improving matters until all the cars needed will be available.

The New Zealand-Canadian steamer Pondo, of the Alley Line, sailed Monday for Auckland with a very large cargo. Over a million of lumber was taken out, besides large consignments of other goods, mainly Canadian manufactures. The return cargoes by this line are not heavy yet, but the agents and owners are making every effort to introduce New Zealand products to the attention of Canadian manufacturers. Hemp, wool, and some lines of hardwood timber are among the possibilities. So far the steamers are not taking passenger traffic, leaving that for later development.

The C.P.R. SS. Tartar sailed this week for Japan and China with the largest cargo ever taken out for the Orient by one steamer. The shipment of paper and other staples is a regular trade by this line, though metal and other manufactures are not shipped to the extent they might be.

MANITOBA HARDWARE AND METAL MARKETS

Market quotations corrected by telegraph up to 12 a.m. Thursday May 23. Room 511, Union Bank Bldg, Winnipeg, Man.

Business is very active, the fine weather being responsible for a big rush of orders. The railways are handling their western business now much more satisfactorily than was the case a month ago. Collections show considerable improvement.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.96; 11, \$3.02; 12, \$3.10; 13, \$3.20; 14, \$3.30; 15, \$3.45; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

POULTRY NETTING—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILES—No. 10 and larger, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M" brand and other brands, 55 to 60 p.c. Add 15c. per box. Capewell brand, quotations on application.

WIRE NAILS — \$2.95 f.o.b. Winnipeg, and \$2.50 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES — ½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS — Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS — Bolts, carriage, ¾ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS — Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—½-in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, 4.50; 1, \$4.25; 9-16, \$4.20; 1½, \$4.25; 2, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per

doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS — Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS — Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE — Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE — Rope sisal, 7-16 and larger, basis, \$11.25; Manilla, 7-16 and larger, basis, \$16.25; Lath yarn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS — Royal Canadian, \$35; B.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC. — Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephens' Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand. Will you supply it in your territory?

Write for our special pan, tells how "We help you sell."

G. F. Stephens & Co.

PAINT AND COLOR DEALERS

WINNIPEG,

CANADA



- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

SAMPLE SHINGLES SENT ON APPLICATION

Winnipeg Paint and Glass Co. Limited
CALGARY **WINNIPEG**

"The Eldredge" B Sewing Machine

MAKE IT YOUR LEADER AND BE WITHOUT A COMPETITOR.



The No. 74 Improved "Eldredge B, with New De Luxe Finish, as shown in Cut, is the very best business proposition ever offered the Sewing Machine trade. It is new, original and artistic—simple in arrangement—positive in operation. Progressive hardware dealers have come to recognize the fact that it is to their best interests to carry a line of Sewing Machines, and the discriminating ones are selling "The Eldredge"—The day of the transient trader in Sewing Machines has passed, and our most active agents for this line are hardware dealers.

Write for our latest catalogue, which also shows a line of Sewing Machines we can sell you to retail at \$25. Guaranteed for 10 years.

MERRICK-ANDERSON CO.,

Winnipeg.

EMPIRE STOVES AND RANGES



MAJESTIC EMPIRE

This is the largest Oak Stove made in the world. You may say: "Why did you make it?" Because Canada is as cold as any country in the world. Did you ever sell a large heater where you ought to have sold a larger, but could not get it? You have! Needn't any more, we have it.

W.J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG MAN.

AND AT BRANDON, MAN.

Square your Accounts

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, $\frac{1}{2}$ -in., \$2.65; $\frac{3}{4}$, \$2.80; 1, \$3.50; $\frac{1}{2}$, \$4.40; 1, \$6.35; $1\frac{1}{2}$, \$8.65; $1\frac{1}{2}$, \$10.40; 2, \$13.85; $2\frac{1}{2}$, \$19; 3, \$25. Galvanized iron pipe, $\frac{1}{2}$ -in., \$3.75; $\frac{1}{2}$, \$4.35; $\frac{1}{2}$, \$5.65; 1, \$8.10; $1\frac{1}{2}$, \$11; $1\frac{1}{2}$, \$13.25; 2-inch, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10 $\frac{1}{2}$ -oz., \$5.20; Queen's Head, 20 \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES — 18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE — Silver Star, in bbls., per gal., 20c.; Sunlight, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases, \$2.-75.

PAINTS AND OILS — White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2 $\frac{1}{2}$ c.; in kegs, 3 $\frac{1}{2}$ c.; turpentine, barrel lots, Winnipeg, \$1; Calgary, \$1.07; Lethbridge, \$1.07; Edmonton, \$1.08. Less than barrel lots, 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gallon advance on these prices.

WINDOW GLASS — 16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.-30.

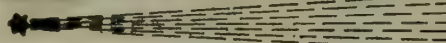
DOOR KNOB IS ALSO BELL.

The most unique door bell yet thought out is the one with a push button in the door knob. Even in the darkest nights a caller can readily locate the door knob, and, having done so, to push the button and ring the bell is an easy matter. The bell is placed in the inside knob, which is made hollow for the purpose. The device can be used on any door by removing the old knobs and substituting the new ones, which anyone can do with a small screwdriver.

Be Sure You're Right, then go ahead

When you're SURE, you'll order Gilbertson's, when you're NOT SURE, order Gilbertson's any way; then you can't go wrong.

GILBERTSON'S



COMET

Brand

GALVANIZED FLAT SHEETS

are well galvanized, true to gauge and especially soft for working purposes. Every sheet branded "Gilbertson".

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

Agent, Alex. Gibb, 13 St. John St., Montreal.

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE.

or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL

& COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

**ALL
INGOT
METALS
IN STOCK**

A.C. LESLIE & CO.
Limited

MONTREAL

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

CONDENSED OR "WANT" ADVERTISEMENTS.

BUSINESS CHANCES.

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and water-marks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [1f]

FOR SALE—Established plumbing, stove and tin-smithing business in one of best towns in Niagara Peninsula; last year's business \$12,000; stock and tools will run about \$2,500. Write at once to Box 621, HARDWARE AND METAL, Toronto. [22]

FOR SALE—Hardware stock of \$4,000; will sell at rate on dollar; will rent or sell building. Apply to Box 623, HARDWARE AND METAL. [25]

FOR SALE.

FOR SALE—First-class set of tinsmith's tools, second-hand but almost as good as new; includes an 8-foot iron brick almost new. Apply Pease Waldon Co., Winnipeg. [1f]

FOR SALE—One complete set of second-hand tinsmith tools. For further particulars apply H. McGillivray, Pense, Sask. [22]

FOR SALE—Good set of tinsmith's tools, almost new. Address P. A. Cheevers, 252 Burwell St., London, Ont. [22]

SITUATIONS VACANT.

WANTED—Young man with three or four years' experience as hardware clerk, to take position as junior clerk. Apply at once stating experience and giving references to Gilpin Bros., Orillia, Ont. [1f]

TINSMITHS WANTED—First-class tinsmiths wanted for points west of Winnipeg; must be good mechanics capable of taking charge of a metal department; thorough knowledge of furnace work necessary. Box 625, HARDWARE AND METAL, Toronto. [1f]

WANTED—Manager for stove and furnace department of large manufacturing concern doing business in all parts of the Dominion; knowledge of both manufacturing and selling necessary. Apply stating experience and salary wanted. Box 624, HARDWARE AND METAL, Toronto. [24]

SITUATIONS WANTED.

SITUATION WANTED—In Alberta, as bookkeeper or manager of retail hardware business; 12 years at bookkeeping, 8 years in hardware in Ontario; testimonials from capable business men, strictly temperate, 33 years of age and married; taking a trip to Alberta about August, could be interviewed then. Box 622, HARDWARE AND METAL. [24]

Steel Troughs and Tanks

We Manufacture

Steel Tanks, Stock Tanks, Whey Tanks, Thresher's Tanks, Hog Troughs, Water Troughs, Feed Cookers, Maple Syrup Evaporators, Grain Boxes, Coal Chutes, Smoke Stacks.

Agents Wanted.

THE STEEL TROUGH AND MACHINE CO., Ltd., - TWEED, ONT

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.

Limited.

HAMILTON ONT.



WE SET THE PACE

HORSE SHOES

We have set the pace for years in the manufacture of Horse Shoes, owing to the policy we adopted long ago of making changes and improvements as called for by existing conditions, with the view toward making them adapted in the highest degree to the requirements of the Farrier.

As a result of our efforts in this direction, "M.R.M." Horse Shoes are to-day as near perfection as human ingenuity can bring them.

This trade mark



stands for quality.

The Montreal Rolling Mills Co.

Heating and Housefurnishings

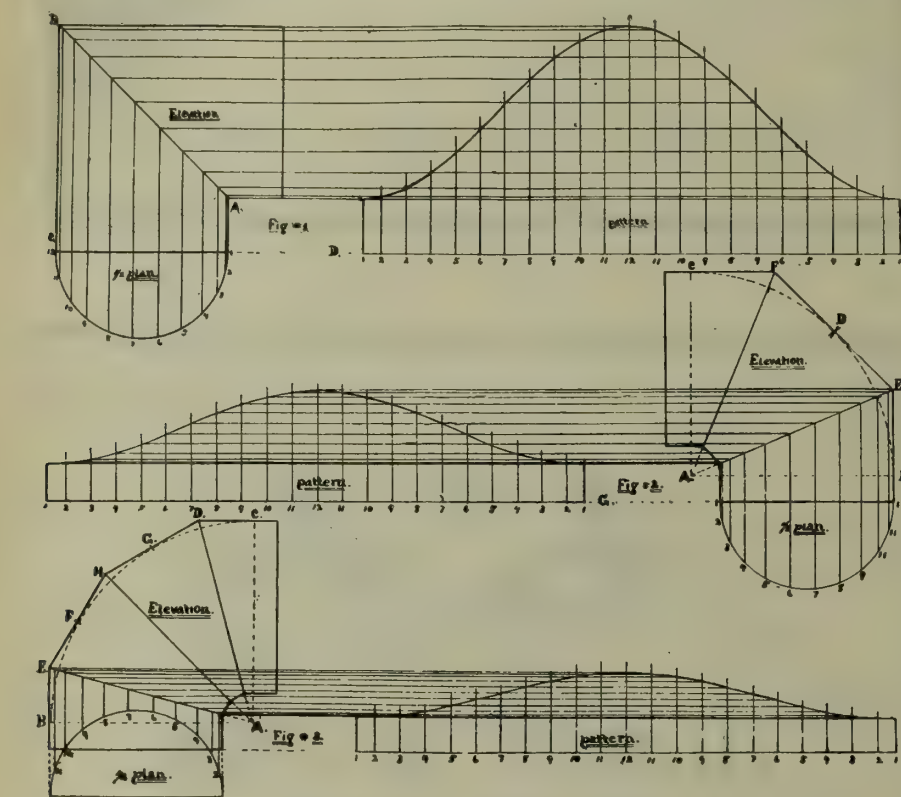
DEVELOPING PERFECT PATTERNS FOR ELBOWS

G. L. GRAY, in Plumbers' Trade Journal.

The following demonstrations and explanations are for developing the patterns for two, three and four piece elbows. There are many rules and jump rules used in making elbow patterns, but they can not be relied upon if a perfect pattern is required. The methods here shown are absolutely true if the pattern be properly developed.

Elbow patterns are the most frequently used of any class of patterns in the sheet metal work, and for this reason special care should be taken to have the pattern accurate and marked the size and number of pieces required. Then the pattern can be hung up in a con-

venient place for future use. Making an elbow pattern is one of the first steps in sheet metal pattern cutting and as long as the elbow holds such a prominent place in sheet metal work, the apprentice who is to be the future pattern cutter will become interested in the mysteries of the trade through the elbow.



Figures 1, 2 and 3—Patterns for Elbows.

venient place for future use. Making an elbow pattern is one of the first steps in sheet metal pattern cutting and as long as the elbow holds such a prominent place in sheet metal work, the apprentice who is to be the future pattern cutter will become interested in the mysteries of the trade through the elbow.

The writer realizes that the majority of the mechanics are thoroughly conversant with this work but presents these problems for those who do not know but wish to learn.

Fig. 1 shows the plan, elevation, and pattern for a square two-piece elbow. First draw $\frac{1}{2}$ plan for the size elbow required, then draw elevation placing miter line as shown by AB, space $\frac{1}{2}$

through the intersecting points will give the pattern required.

Fig. 2 shows the plan, elevation, and pattern for a square three-piece elbow, to make an elbow of three or more pieces first draw lines A, B and C, shown in elevation by dotted lines, if the maker wishes an elbow with a long sweep in the throat, he should place the radius point A the required distance from throat of elbow to give the sweep desired. When radius point A is determined draw $\frac{1}{4}$ circle BC shown by dotted lines. To obtain the miter lines for an elbow of three or more pieces always space $\frac{1}{4}$ circle BC into one less space than pieces required in the elbow. In this case three pieces are required, so that $\frac{1}{4}$ circle BC should be spaced in two

equal parts as shown by BDC. Mark half a space from each of $\frac{1}{4}$ circle BC, as shown by CF and EB, draw lines EA and FA, which give the miter lines required one miter line is all that is required to make the pattern, the balance of the work is the same as explained in Fig. 1, by drawing $\frac{1}{2}$ plan and space same into any convenient number of equal spaces, erect lines from spacings in $\frac{1}{2}$ plan intersecting miter line AE, draw stretch-out line G and place spacings on same as shown 1 12 1, erect lines indefinitely from stretch-out line, place T square parallel with stretch-out line and drawn lines from intersections in miter line AE to corresponding numbers in the stretch-out; draw lines through the intersecting points will give pattern required.

Fig. 3 shows plan, elevation, and pattern for a four-piece elbow. This elbow having four pieces it is necessary to space $\frac{1}{4}$ circle BC into three equal spaces shown by BFGC, place half a space at each end of $\frac{1}{4}$ circle BC, as shown by DC and BE, which leaves two full spaces between as EHD, draw lines DA and HA, also EA, which are the correct miter lines, miter line AE being located proceed to develop pattern by same methods as explained in Figs. 1 and 2.

One pattern or sweep is all that is required to make any common pieced elbow, the other pieces are obtained by reversing the pattern as many times as pieces required in the elbow, allowing the same distance between miter lines as elevation shows.

An elbow of any angle or any number of pieces can be made by the methods here shown, excepting that the dotted lines should be drawn at the angle required for elbow, then divide the dotted sweep into one less space than pieces required, placing half a space at each end of sweep, which will give the miter line; then proceed as in a square elbow.

STEAM-BOILER FURNACE FIRE-BOX.

J. Livingstone, Montreal, Que., has secured a patent in which he designs, first, to contribute to the strength and stability of the boiler around the fire-box by maintaining, while in service, the natural elasticity of the material, avoiding the burning of the inner ends of the staybolts and the strains which exist between the staybolts and outer and inner walls of the box, due to high temperature of unequal distribution. Secondly, to secure more perfect combustion of, usually, unconsumed carbon. Thirdly, to assure continuous production of free hydrogen in the box, and, fourthly, to give relief from explosion.

If you are inclined to argue with a customer, stifle the feeling; business is not adapted to the rules of debate.

LARGE ELBOW FACTORY.

In 1871 Ferdinand Dieckmann invented the one-piece flat crimp elbow, which is now manufactured in his large plant at Cincinnati, Ohio. The great field and possibilities of this elbow for conductor purposes were early recognized by the inventor, and he made this field his life study and worked towards developing it along a line of quality and reasonable price. That he has been successful beyond expectation, is shown in the extent to which this conductor elbow has been developed as a specialty and by the plant which has been erected on the site of the initial experiments. That the trade at large recognizes the superiority of the product of this works is shown by the immense territory in which these goods are used by tinnerns, this elbow being found in use from the Atlantic to the Pacific and from the Great Lakes to the Gulf of Mexico. Canada also pays tribute to their worth, for they are used from quaint Quebec town to "Athabaska's Lonely Shore."

The plant contains 50,000 square feet of floor space, which is entirely given over to the manufacture of elbows. These works were erected two years ago and are a model in construction, being re-enforced concrete throughout. At present the works produce 1,225 varieties of elbows of regular stock alone, the sizes ranging from one inch to six inches, and in any angle from 15 to 90 degrees, and in the six styles of the standard conductor pipes on the market. Besides the elbows of regular stock, the works are in position to produce any of the 1,225 elbows in copper or other special materials or in heavy gauges on short notice.

Another distinct specialty are the long sweep elbows or goosenecks for overhanging roofs, these also being made in any style to suit the demand of the trade. As it is a difficult matter to produce a fine appearing gooseneck by hand, the new addition to the works will be appreciated by the trade all the more, as the design of the corrugated pipe can be carried to the eave, which is not the case where curves are made by hand. Elbows are produced for gasolene and acetylene illuminating systems, together with the required tubing, also elbows for gas and instantaneous heaters, as well as for incubators and brooders. All products of the works have the trade mark "F. Dieckmann" plainly stamped upon them, which is a guarantee of perfect workmanship, absence of all flaws whatsoever and a guarantee of gauges and materials. As terms such as charcoal iron, 16-oz., copper and 24 gauge, etc., etc., are much abused terms, this guarantee is a very salutary arrangement.

The firm of Ferdinand Dieckmann has always maintained that with a reliable tinner and artisan the quality is at all times prime consideration and price is merely secondary. While these goods cost more per dozen they are labor savers and consequently cost less money on the job. Mr. Dieckmann will be pleased to send his latest catalogue and samples to those not yet familiar with the goods.

The new factory of the London Fence Co., Winnipeg, was destroyed by fire a few days ago. Loss \$70,000, insurance \$45,000.

CURIOSITY IS THE REASON

Are YOUR Customers Getting

"Metallic" Skylights

with or without

"Halitus" Ventilators?

Scientifically constructed, weatherproof, light and strong, but producing most light and ventilation possible.

Circulars, prices and detailed information for the mere asking.

Our Dealers Protected.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

Manufacturers

Established 22 Years

TORONTO AND WINNIPEG

Opportunity

The man who wants an opportunity or the man who has one to offer should use the Want Ad Columns of **HARDWARE AND METAL**. For a very few cents you can talk to practically all the hardwaremen from one end of Canada to the other, and talk to them in four days' time.

Our Want Ad page is a

Clearing House

for the hardware trade in Canada. Goods can be bought and sold to advantage by the insertion of an advertisement which will probably cost you 25 or 50 cents.

In no other way can you deliver a message to as many Hardwaremen in as short a period of time.

RATES :

2c. per word for the first insertion

1c. per word for subsequent insertions

Add 5c. for box number

Send cash with order.

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

INDUSTRIAL DEVELOPMENT.

Mills & Anticknap are arranging to build a large tannery in Welland.

W. E. Shantz and H. Quelsdorf will build a furniture factory in Berlin.

The Phillips Mfg. Co., Toronto, will erect a factory at a cost of \$83,000.

The E. W. Gillett Co., Toronto, will build a four-storey brick warehouse, to cost \$12,000.

The General Brass Co., Toronto, will build a one-storey brick factory at a cost of \$9,000.

Heintzman & Company, Toronto Junction, are building a large addition to their factory.

New Grand Trunk freight offices and additions to the freight sheds will be built at Brantford.

John Leckie, Toronto, will build a four-storey and basement warehouse on Wellington Street.

The Laprairie Brick Company, Laprairie, Que., are building extensive additions to their plant.

The Malone-Manning wood fibre factory, which was burned out at Owen Sound, will be rebuilt.

The Gurney Foundry Company will expend \$4,000 on an addition to their Toronto Junction plant.

The Gundy, Clapperton Company, Toronto, will erect a cut glass manufacturing plant in that city.

C. K. Milne, Hamilton, has patented a new art or process of treating and preserving iron patterns from rust.

Fire last Saturday completely gutted the paint department of the Peter Hamilton Agricultural Works, Peterboro.

The Dominion Transport Company, Toronto, will erect a double-decker steel and concrete stable costing \$40,000.

The Queen City Oil Company, Toronto, have filed plans for a \$15,000 extension to their oil works and warehouses.

The Construction and Paving Co., Toronto, will build a two-storey iron asphalt paving factory at a cost of \$12,000.

The city engineer, Windsor, is advertising for tenders for the construction of 115,000 feet of cement walks to be laid this season.

The total loss to the port of Montreal occasioned by the eight days' longshoremen's strike is estimated at half a million dollars.

The Collingwood Shipbuilding Company will spend upwards of \$1,000,000 in constructing a second dry dock, to be 650 feet in length.

Work on the plant of the National Rolling Mills, Sydney, N.S., will begin at once. This company has been organized by C. V. Wetmore and F. A. Crowell.

H. E. Bond & Co., Toronto, have obtained a city permit to erect a five-storey warehouse at the corner of Wellington and Simcoe Streets, to cost \$80,000.

T. R. Booth, Ottawa, has started work on a new sulphide and paper board mill at the Chaudiere. The construction will be of concrete and the total cost \$75,000.

At the big industrial exhibition to be held in Winnipeg from the 13th to the 20th of July, 16,800 square feet will be set aside for a special display of "Made in Winnipeg" articles.

The Anchor Wire Fence Company, Stratford, are planning to build a new factory this summer. The proposed building will be two storeys high and 100 by 50 feet. It will be built of concrete.

The International Heating and Lighting Co., Cleveland, Ohio, have secured an option on a site at Portage la Prairie and will begin the erection of a gas plant as soon as the deal can be put through.

Plans for a two-storey brick factory 50 x 150 feet, have been approved by the Canadian Brass Manufacturing Company, Galt. It is expected that building operations will be proceeded with at an early date.

In Peterborough the canoe factories are experiencing difficulty in getting enough men to carry on their ever-increasing business. The bulk of the output goes to New Ontario, but Montreal also is the objective point of many.

The annual convention of the Canadian Manufacturers' Association will be held in Toronto on Sept. 24th, 25th and 26th. The association will petition the Federal Parliament to encourage the immigration of skilled workmen into the country.

Voting took place at Indian Head on Tuesday on three by-laws to sanction the issue of debentures for the aggregate sum of \$50,000 to provide for the following: New fire hall, \$10,000; extensions to electric light system, \$10,000; waterworks extensions, \$30,000.

The Canadian Shipbuilding Co. report that the two cargo steamers which they have under construction at their Niagara yards are almost completed. They are being built for the St. Lawrence and Chicago Steam Navigation Co. and the Hamilton and Fort William Navigation Co.

W. R. Cuthbert & Co., Montreal, brass founders, have obtained a vacant lot adjoining their property and purpose, during the present year, to enlarge their premises and give employment to about five hundred additional men. The improvements will cost the firm \$100,000.

A new concrete manufacturing company has just been organized at Winnipeg for the purpose of making hollow building blocks, artificial stone trimmings, lintel sills, and fence posts. The new company will be known as the Perfection Concrete Co., and will be capitalized at \$100,000.

The town of Campbellford are voting on a by-law to authorize the issue of

debentures to the amount of \$15,000 for granting a bonus by way of a loan to Dickson Bros. to aid them in the erection of suitable buildings for the manufacture of steel bridges and other structural work within the said town.

A plant for the extraction of by-products from wood will be established in Victoria, B.C. R. N. Calkins, a mechanical engineer, has been carrying on investigations for some time, and he has met with sufficient encouragement to cause him to organize a company for the extraction of tar, wood spirits, turpentine, and other products from fir wood.

Because they cannot get pig iron fast enough to supply the plant without buying in the American market at exorbitant prices, the Algoma Steel Company will at once commence the erection of a \$1,000,000 blast furnace. Superintendent Lewis says it will be the largest furnace in Canada, and its erection will be followed at once with a big coke plant to supply the steel works.

By-laws granting exemption and land to the Stanley Lead Company, Toronto, and the Grey & Hedley Zinc Company, on smelters to be established at Kingston were carried by the ratepayers of the Limestone City on Monday. The two companies will use part of the city's water lots below Cataract bridge. Buildings to cost \$140,000 will be erected, and work will start at once. Lead and zinc will be received from the mines in North Frontenac, within easy distance of Kingston.

That the west is fast becoming alive to the fact that it must produce its own building material is evidenced by the recent construction of large cement block, tile, cement post and sand lime brick concerns at Cement City, a new town on the main line of the Canadian Pacific Railway, eight miles east of Regina. This will materially help to solve the building problem of the west, as the very high price heretofore paid for building material of all kinds has been a great drawback to building.

Iron ore assaying 61 per cent. hematite, has been discovered in Boggy Creek Valley, near Roblin, Manitoba, the fortunate prospectors being M. J. Galvin, Toronto, and T. Wagner, Buffalo, nephew of Senator Wagner, the Michigan iron magnate. Credit for the discovery belongs to Mr. Wagner, who made it while assisting in the construction of the Canadian Northern Railway Company's trestle across Boggy Creek several years ago. Since that time he and his associates have been quietly prospecting, and are confident that exceptionally rich deposits have now been found.

Medicine Hat has been getting many new industries of late. The latest is a powder company known as "The J. C. Mitchell Smokeless Powder Company, of Canada." The company starts out with a capital of \$100,000 and will manufacture powder said to be far superior to anything in the market in the explosive line. The new powder, called "Mitchellite," was invented by J. C. Mitchell after twenty years of experimenting. As soon as machinery can be procured, a plant with a capacity of 20,000 pounds per day will be installed. In the meantime 1,500 pounds per day will be manufactured by hand.

A definite settlement of the dispute between the Dominion Coal Company and the Dominion Iron and Steel Company now seems assured. Following the first meeting between the leading officials of both companies, some of the latter unhesitatingly expressed their entire satisfaction at the results obtained and the dispositions shown. For a time it was thought that the Dominion Coal interests were holding out for too high a price for their coal, but the figures quoted at the first conference showed that this was far from being the case, and that they were entirely willing to meet the Steel people on any reasonable basis. Wm. McMaster has joined Senator Forget and Lieut.-Col. Pellatt, as representatives of the Steel interests, while Messrs. F. L. Wanklyn, J. R. Wilson, and W. D. Matthews are representing the Coal people.

COMPANIES INCORPORATED.

The Twin City Oil Company, Berlin, Ontario; capital, \$40,000; to manufacture and deal in all kinds of oils, greases and compounds. Provisional directors: V. O. Phillips, J. A. Phillips, R. Richmond, C. N. Huether and Elizabeth Ann Phillips.

National Refining Company, Toronto; capital, \$20,000; to carry on the business of buying, selling, smelting and refining ores and metals, and to deal in dental and other trade supplies. Provisional directors: W. M. McTavish, R. A. McTavish and R. J. Dunlop.

Sterling Gas Company, Port Colborne, Ontario; capital, \$40,000; to obtain oil or gas by drilling for the same or by any other means and to pipe the same and to deal in and with oil or gas. Provisional directors: M. A. Reeb, C. E. Steel and Mary Elizabeth Reeb.

Pittsburg & Erie Coal Company, Toronto; capital, \$20,000; to carry on the business of shipbuilders, coal merchants, carriers by land and water, warehousemen, wharfingers and forwarding agents. Incorporators: D. W. Saunders, W. P. Torrance, E. C. Cattanaeh, I. L. Patient and E. G. Goodwin.

Pacific Coal Mines, Toronto; capital, \$6,000,000; to carry on the business of a mining, milling, reduction and development company, and of a producer and refiner of petroleum oil and the by-products thereof; also to build and navigate steam and other vessels. Incorporators: J. S. Lovell, Wm. Bain, Robt. Gowans, E. W. McNeill, Henry Chambers and C. H. Black.

The Anglo-Canadian Petroleum Company, Petrolia, Ontario; capital, \$250,000; to refine and deal in oil and its products; to carry on business as merchants, refiners, wharfingers, carriers, shipowners, insurers of ships and other vessels, underwriters, etc. This company is already incorporated under the laws of the Imperial Parliament of Great Britain and Ireland and is now permitted to do business in Canada. Canadian attorneys: G. G. Moncrieff and F. W. Wilson, Petrolia, Ont.

90%

of your business, if you handle paints and varnishes, depends upon what the goods will do. In other words, upon the quality of the products you sell. The remaining

10 per cent. can be said to be sales made to people who do not care what they buy or what they get—the indifferent class.

The 90% is where the good business and profit is for you. Isn't it common sense and the best judgment, then, to handle the line of paints and varnishes that will influence, through quality and worth, this big per cent. to come to you again and again? Such being the case, *your line is the thing.*

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PAINTS AND VARNISHES

on your shelves mean influencing all that 90% favorably for you. As the highest quality in finishes for all purposes they will build you a splendid reputation and business. They have done this for thousands of hardware merchants in all parts of the country. The Sherwin-Williams "Quality" is more than our assurance—it is based on what the goods have done on all kinds of jobs and under all sorts of conditions.

Are you influencing the 90 per cent. in the way that means building business for you? Think it over. Then write for our proposition.



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LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

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72

Galt Sure Grip Shingles

make the HANDSOMEST and most DURABLE roof. Are the EASIEST and QUICKEST to either SELL or put on. See them and get acquainted.



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GALT, ONT.

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and Price Lists. That's the surest way to be "in the game." Your Opposition will have to "step fast" if he beats you and Our Line. We are using our every endeavor to make Our Line interesting to "the trade." We want good representation in every locality. Write us about it to-day.

Western Distributing Agents:

THE MCCLARY MFG. CO.
Winnipeg and Calgary

Get in Shape

To give your customers intelligent information and trade-winning prices on the most up-to-the-minute and best-selling line of Sheet Metal Building Goods. This is an important matter to the Hardware and Tinsmith Trades. There will be an enormous demand for these goods this year. Builders and Owners from your very locality are now enquiring about this line. Speak up—And let them know "you're in the game."

Galt Steel Siding



is made in original designs. Sharp, bold patterns. Close-fitting and invaluable joints make them great sellers. People won't have the ordinary kinds once they see ours.

GALT ART METAL CO. Ltd.
GALT, ONT.

BUILDING NOTES.

Toronto's new reference library will cost \$260,000.

Welland, Ont., is planning the erection of a new hospital.

Mill St. Presbyterians, Port Hope, will build a \$6,400 church.

The new home of the National Club, Toronto, will cost \$125,000.

Mark Workman, Montreal, will built a large store on St. Catherine St.

Alterations to St. Mary Magdalene Church, Toronto, will cost \$40,000.

W. St. Pierre, Montreal, will build a villa residence at a cost of \$10,000.

H. W. Glendon, Toronto, will build a three-storey store and dwelling to cost \$15,000.

The Sisters of Jesus and Mary will erect a new house in Montreal to cost \$10,000.

Hobberlin Bros., Toronto, will build a four-storey brick store at a cost of \$35,000.

The Canadian Pacific Railway Company will build a new depot at Treherne, Manitoba.

The Klaw & Erlanger interests are planning the erection of a new theatre in Toronto.

A new theatre will be built in Montreal on St. Catherine St. at an expenditure of \$68,000.

Mr. Shea, Toronto, will build another new theatre at the corner of Richmond and Victoria Sts.

A new head office for the Sovereign Bank of Canada will be erected on King St. east, Toronto.

M. M. Cohen, Toronto, will erect a three-storey brick apartment house at a cost of \$35,000.

The School Board of Port Arthur has awarded a contract for a new school in the south ward to cost \$30,000.

Belleville is to have a new armory. The building, which is to be a fine one, will cost between \$80,000 and \$90,000.

A government post office and customs house is being erected at Owen Sound. It will be built of limestone and will cost \$75,000.

Convocation Hall, the magnificent new building of the University of Toronto, will be ready for use this fall. The cost was \$170,000.

The Board of University Residence Trustees will probably decide to proceed with the erection of three or four large residences this year.

The Manufacturers' Life Assurance Company will erect a magnificent twelve-storey office building at the corner of Bay and Melinda Sts., Toronto.

The Bank of British North America are building a pressed brick structure of imposing architecture at Toronto Junction, at an expenditure of \$30,000.

The Baptists of Edmonton, Alta., have secured a site accessible to the growing east and north lands of that city and intend building a modern edifice this season.

The Central Methodist Church, Hamilton, now in course of construction, will be one of the finest in Ontario. It will cost \$160,000 and will be completed in December.

The provincial architect, Winnipeg, Man., will shortly call for tenders for the erection of a five-storey brick and stone addition, 140x83 feet, to the Agricultural College.

The Colonial Investment and Loan Company have purchased a site on King St. east, Toronto, and are preparing plans for an ornate fireproof twelve-storey office building.

A vast amount of building is being done in the vicinity of the Canada Foundry Company, Toronto Junction. Toronto and the Junction are literally growing into each other.

Thomas Askwith, Ottawa, has taken out a permit and has begun the erection of a new block of shops and apartments at the corner of Bank and Lisgar Sts. The cost is to be \$15,000.

John Burgess, proprietor of the Rising Sun Hotel, Toronto, will build a couple of three-storey brick stores after tearing down the present obsolete buildings next to his hotel.

A permit has been obtained for the erection of the new Wycliffe College, on Hoskin Ave., near Queen's Park Road, Toronto. The specifications call for an approximate expenditure of \$280,000.

A permit has been issued for the new Gaiety Theatre on Richmond St., Toronto. The building will cost \$70,000 and the specifications call for 600,000 brick. The construction throughout will be of brick, stone, steel and concrete.

The new grand stand on the Toronto exhibition grounds with a seating capacity of 15,000 people, will be one of the finest on the continent and will cost \$217,000. It will be entirely fireproof, the material used being steel, brick and reinforced concrete.

Three large hotels will be opened shortly in Regina giving in all accommodation for over two hundred guests. This will greatly lessen the problem of handling the enormous rush of new comers and tourists who pass through Regina from all quarters of the globe.

The Mutual Life of New York, will probably commence work this season on what will be Toronto's highest commercial building. The Janes property, at the corner of Yonge and King Sts., is one of the three sites under consideration. It is proposed to erect a skyscraper twenty stories high.

Sir Henry M. Pellatt's proposed new residence will rank among the finest in Toronto and will be surpassed by few private residences in Canada. It will be erected this summer and will cost upwards of half a million dollars. Work on the splendid new stables is well advanced and these alone will cost \$100,000.

Tenders will be received by the Canadian Pacific Railway Company for the following work: Addition to boarding-house, Sirdar; erection of storehouses at Crow's Nest; erection of storehouses at Lethbridge; erection of station at Frank; erection of stock yard at Kingsgate; heating stores building with steam at Cranbrook. Plans covering above work are on file at office of resident C.P.R. engineer, at Cranbrook, B.C.

**Consolidated
Plate
Glass
Company
of Canada
Limited**

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Glass

of all kinds

**LOWEST PRICES
ASK FOR THEM**

Write Nearest Office

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PURPOSES

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Have You
Noticed
That



Our
"Economy"
Casings

are the same size from top to bottom?
With other makes, usually, the lower half

is contracted
like this.

This is one reason why the first cost — only — of Pease "Economy" Furnaces is more than theirs, another being the greater weight of metal used throughout in our construction.

It also helps to account for the fact that all "Economy" Furnaces supply larger volumes of warmed air than any others of the same size.

This non-contracted casing explains, in part, why "Economy" Furnaces when compared with other makes show a

LOWER COST FOR fuel consumption, time,
and work in firing, etc.,
and therefore, also, less frequent repairs.

? Which is really the Cheaper Furnace ?

"Economy" prices will interest you.
"Economy" Furnaces will last a life-time.

Pease Foundry Co., Ltd., Toronto
Pease-Waldon Co., Ltd., Winnipeg

The Paint Trade

Nearly every line of the paint and brush trade is feeling effects of the backward season, so very little sorting business is being done by wholesalers.

The United Factories, Toronto, have placed on the market a new bowl or closet brush for household use. This will fill a long felt want and should have a big demand.

Steel wire brushes are coming more into use every year and are made now for nearly every mechanical and general use. Wire stable brooms for barn or street use are in big demand.

FIRE IN TORONTO.

Fire, last Tuesday, caused \$1,000 damage to the building and contents of an iron covered building used by the Imperial Varnish Company to store their varnish in on Morse street, Toronto. The fire was caused by the explosion of a paint mill.

LINSEED OIL MACHINERY.

The Dominion Linseed Oil Company have closed their mill at Elora, Ontario, and have transferred the machinery to Winnipeg, where they have established a large plant to supply the trade of Manitoba, Saskatchewan, Alberta and British Columbia.

VARNISH MANUFACTURER DEAD.

Joseph H. Berry, the Detroit and Walkerville varnish manufacturer and capitalist, died on May 23, following an illness of seven weeks. He was 68 years old. He was chairman of Berry Bros., Ltd., varnish manufacturers; bank director; president of the Dwight Lumber Company, and president of the Detroit Heating and Lighting Company. He was interested in the Berry car wheel foundry at Buffalo, and many other enterprises. His fortune is rated at \$20,000,000.

VIRTUES OF TURPENTINE.

It has been discovered that turpentine has wonderful virtues. Moths will leave if it is sprinkled about. Turpentine and soap will remove ink stains from linen. Gilt frames can be cleaned with a sponge moistened in turpentine. It will exterminate roaches if sprinkled in their haunts. A few drops on a woolen cloth will clean tan shoes nicely. A few drops added to the water in which clothes are boiled will whiten them. An equal mixture of turpentine and linseed oil will remove white marks from furniture caused by water. Ivory knife handles that have become yellow can be restored to their former whiteness by rubbing with turpentine. Carpets can be cleaned and colors restored by going over occasionally with a broom dipped in warm water in which a little turpentine is added.

Wouldn't it be Worth

a good deal to you to know when a customer comes into your store and asks for a varnish for a certain purpose, while you cannot advise from your own knowledge of varnishes and their uses, you may feel perfectly safe in recommending **ELASTILITE**?

ELASTILITE VARNISH is for all outside or inside uses. Good Body, Brilliant Lustre, and very Durable.

In cans only, $\frac{1}{2}$ pints to 1 gallon, with our brass seal.

See Catalogue No. 10, page 3.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

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TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

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BRONZE POWDER and BRONZE LIQUIDS

ARE GUARANTEED WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

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The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

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OF PORTLAND CEMENT

Prices on application. Prompt shipment



When in the market for GANG CHEESE PRESSES and up-to-date CURD CUTTERS just sit down and write to **JAMES & REID, Perth, Ont.** For FARMER'S FEED COOKERS write **JAMES BROS. FOUNDRY CO., Perth, Ont.**

Unless the original lustre of fresh paint remains, no paint can be strictly called durable. It's an open secret that our famous

NEW ERA High-grade House Paint

is something better—a good deal better—than the next best brand on the Canadian market. There is no mixed paint like it for

Beauty

Durability

Economy

YOU OUGHT TO HAVE OUR CATALOGUE

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR

ONTARIO

YOU MUST BE TIRED

of selling STICKY FLOOR PAINTS. Your customers are certainly tired of USING THEM.

THE KITCHEN IS SO IMPORTANT a room that no one can afford to put it out of commission while the ordinary floor paint is DRYING.

THAT IS WHY YOU SEE SO MANY KITCHENS WITH THE PAINT PEELED OFF AND RUBBED OFF—almost ready for another coat—but still STICKY.

THE STRONG POINT about

JAMIESON'S Floor Enamels

is that they dry over night, leaving a BRILLIANT AND LASTING FINISH.

Write for particulars

R. C. JAMIESON & CO.

LIMITED

Sole Manufacturers,

MONTREAL

Ask the Best man in the trade to express an opinion on

Pearcy's Pure Prepared Paints

and if he doesn't call them peerless let us know.

OUR SPECIALTY

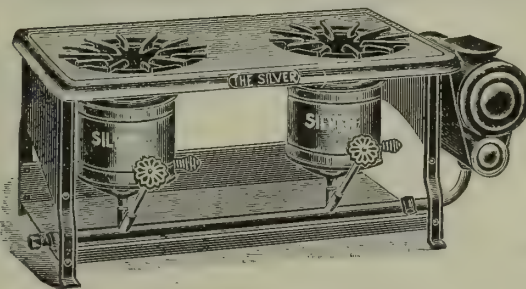
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SANDERSON PEARCY & CO., Ltd.

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SILVER OR NEW OIL STOVES



We handle a full line of Gasoline and Oil Stoves. Hot plates for natural and artificial gas, also a complete line of ovens. Prices on application.

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E. T. WRIGHT & CO.

HAMILTON, ONT.

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Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, May 30.—The buoyancy noted in these columns for some time past still prevails. Every department of the big paint mills seems to be in the full sway of heavy spring business. Some further irritation has been caused by the inevitable delay in shipments owing to the recent strike. This would be understood better if the congested wharves at Montreal could be seen. On the one hand importers are being fined for not removing their goods from the docks and on the other hand the goods are like the Klondike deposits; they are in sight but they cannot be got at.

It is said that the late spring has interfered with the sale of many spring and summer lines.

This, however, is reported to be caused principally by the more conservative spirit re building which is extant owing partially to the prevailing high costs of certain materials.

All over the country the merchants seem to have offered no curtailment to their purchases and as there has been neither relaxation in effort nor delay in action it is confidently expected that this will be the finest season Canada has seen for years. While the month's business has been good, it has not been phenomenal and comparisons will revert to other Mays when remarkable totals were recorded during exceptionally fine weather.

LINSEED OIL.—Prices are buoyant. Although shipments are coming in freely still the output is equally large. We quote: Raw, 1 to 4 barrels, 67c; 5 to 9 barrels, 66c; boiled, 1 to 4 barrels, 70c; 5 to 9 barrels, 69c.

TURPENTINE.—Slightly easier, with steady demand. The decline of three cents is well maintained: 90c per gal. For smaller quantities than barrels, 5c extra is charged. Standard gallon is 8.40 lbs., f.o.b. shipments, net 30 days.

GROUND WHITE LEAD—Is moving out rapidly with unchanged prices: Government standard, 7.25 to \$7.50; \$6.90 to \$7.15; No. 2, \$6.55 to \$6.90; No. 3, \$6.30 to \$6.55; all f.o.b. Montreal.

DRY WHITE ZINC.—In fair request and steady in price. The quotations are unchanged: V.M. Red Seal, 7½c. to 8c.; Red Seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lchigh, 5c. to 6c.

WHITE ZINC GROUND IN OIL.—Moving freely. No change, at firm prices: Pure, 8½c to 9½c; No. 1, 7c to 8c; No. 2, 5½c to 6½c.

PUTTY.—With construction work in almost all parts of the country in the height of activity, putty is eagerly bought up, and heavy sales are being made: Pure linseed oil, \$1.75 to \$1.85 1-5; bulk, in barrels, \$1.50 1-5; in 25-lb. irons, \$1.80 1-5; in tins, \$1.90 1-5; bladder putty, in barrels, \$1.75 1-5.

ORANGE MINERAL.—Still in short supply and quotations are very firm. Quotations are nominal. Prices are: Casks, 8c; 100-lb. kegs, 8½c.

RED LEAD.—Warehouses are almost without an ounce. Heavy shipments are lying on the wharves and it is hoped, that the shortage will soon

be relieved. Genuine red lead, in casks, \$6; in 1-lb. kegs, \$6.25; in less quantities, at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6; and smaller quantities, \$6.75.

PARIS GREEN.—The cold, backward spring seems to have interfered with this item; in fact it is quite set back in the trade and prices are sagging but remain unchanged.

GUM SHELLAC.—Slightly easier. Prices remain unchanged and very firm. Fine orange, 60c per lb.; medium orange, 55c per lb.; white (bleached), 65c.

SHELLAC VARNISH.—Seems to be growing in popularity. The demand, however, owing to the inclement weather, calls for other quicker drying varnish. Prices are unchanged: Pure white bleached shellac, \$2.80 to \$3.05; pure orange, \$2.60 to \$2.84; No. 1 orange, \$2.40 to \$2.64.

PETROLEUM.—American prime white coal, 15½c. per gallon; American water, 17c. per gallon; Pratt's Astral, 19½c. per gallon.

TORONTO.

Toronto, May 31st, 1907.—White lead furnishes the most interesting feature in the local paint and oil market this week. While no general advance in price has been announced, yet the fact that one large Montreal white lead firm—the Brandram-Henderson Company—has already made a considerable advance in its prices indicates that the tendency of the white lead market at the present time is distinctly upward. The Montreal firm has raised its quotations on Brandram's B. B. Genuine White Lead, ground in oil, from \$8.40 to \$8.70, and on Anchor Pure from \$7 to \$7.40 per 100 lbs. Other large companies, though they have not as yet altered their quotations, nevertheless are refusing to book orders for future delivery; such signs would seem to indicate that the trade may look for a considerable advance in white lead within the next four or five weeks, or it may be even before that time.

Should the expected rise in white lead become an actuality, it naturally follows that higher prices should be looked for in ready mixed paints, for with high prices obtaining both in linseed oil and white lead, the inevitable result would be a rise in that commodity of which these two are the principal ingredients.

Turpentine has rallied a little in its downward flight. Owing to the Longshoremen's strike at New York, a considerable quantity of turpentine was held up at that port until the settlement of the difficulty. Several large shipments, however, arrived in Toronto last week, so that now there is a plenitude of supply with prices comparatively firm, as quoted below.

The linseed oil market is still uneasy and strained conditions still exist in the English market. No relief can be looked for here until a supply of home seed has reached the Canadian mills, which

Why
White?
Well, it
sells—

Sells on sight.

The present vogue helps its sale generally. (It is VERY much in fashion everywhere), and the quality of our

JAPANESE
WHITE
ENAMEL

helps its sale especially.

They give a high or hard glossy finish and are in demand for Interior Decoration and for renovating all things around the house.

Put up in saleable sizes:

Tinlets
Regular size tins
Pints
Quarts
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TRY YOUR TRADE
WITH A FEW
CASES.

BRANDRAM-HENDERSON,
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MANUFACTURERS

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RAMSAYS PAINTS

You can buy Paints of every grade, from low to high, from bad to good. But there is one grade only that pays. It is stamped with a genuineness that means business and profits. Be sure of your brand, and not only the brand, but the backing it has, and all it stands for. Get Paint with a reputation for satisfaction to the consumer, and fair profits without the constant worry to the dealer. Get

RAMSAYS PAINTS

for a foundation building paint business.

A. RAMSAY & SON COMPANY

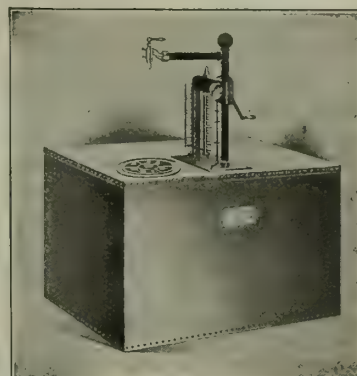
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MONTREAL

PAINT MAKERS

The Tank That Saves

It saves oil, time and money. That is what the Bowser Self-measuring Oil Tank does for you. It saves enough to pay for its own cost every year. It is an absolutely safe investment, paying 100 per cent. dividends. Catalog V. tells all about it. Send for it to-day.



Cut 9—First Floor Outfit for Heavy Oils.

S. F. BOWSER & CO., Limited

66-68 Fraser Ave.

Toronto, Can.

BLANCHITE

We can supply you with the best **paints** and absolutely the finest **enamels** in Canada, also the only washable and practical cold water paint.

Our Three Star (XXX) White in paste form is superior to white lead in oil. It will not change color like white lead, and is cheaper, and has greater covering capacity. All our goods are double ground. These are big statements. Try our goods and be convinced.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, CAN.

cannot be until September. Prices will, therefore, tend upward until that time.

WHITE LEAD — One large Montreal firm has already raised its quotations, and all the indications point to a sharp rise within the next four or five weeks. We still quote: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; 3c. will be charged extra for 12½-lb. packages; genuine dry white lead in casks, \$7.

RED LEAD—There is a good demand; we continue to quote: Genuine, in casks of 500 lbs., \$6. ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

SHELLAC—The cheaper price of solvents continues to cause a good demand. We quote as before: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange), \$2.50.

TURPENTINE — The market has rallied slightly. Prices are comparatively firm with a plenitude of supply. We quote: Single barrels, 92c.; two barrels and upwards, 90c.; f.o.b. point of shipment, net 30 days; less than barrels, 98c.

LINSEED OIL — The English market is still tight on account of the scarcity of seed. No relief can be looked for in Canada until the domestic seed supply reaches our mills in September. Prices will, therefore, show an upward tendency till that time. We continue to quote: Raw, 1 to 3 barrels, 70c.; 4 to 7 barrels, 69c.; 8 barrels and over 68c. Add 3c. to this price for boiled oil f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

PETROLEUM — The demand is good. Prices remain as before. We quote: Prime white, 13c.; water white, 14½c.; Pratt's astral, 18c.

PARIS GREEN—The price shows no change. We still quote: English and Canadian at 29½c. base.

For additional figures see current quotations at back of paper.

MIXED PAINT AND CORROSION.

Dr. Maximilian Toch, of New York City, gave an interesting address before the North Dakota Hardware Association's convention on the effects of corrosion of steel and iron and of the effect of salt water and atmospheric conditions. He spoke of mixed paint as an article of commerce distinctively American, being placed on the market for the first time forty years ago, owing its success to the demand created by the pioneers of the American West. "There is a variety of materials entering into the manufacture of mixed paints, the best known being white lead, for the reason that for nearly 2,000 years it stood alone, and zinc oxide, sublimed lead, zinc lead and lithopone have all appeared within fifty years and they have come to stay." In these few words Dr. Toch spoke of the history of white lead in paint manufacture.

About forty years ago Dr. Breinig

found that white lead at the sea shore did not wear well, but chalked and flaked. He found also that white lead being mixed with ground quartz, a paint was produced which lasted several years longer, and when repainting became necessary, a better surface was found for that purpose. "This," Dr. Toch said, "marked the advent of materials added to lead and zinc to give them life and quality, which we call fillers."

The law of North Dakota as it stands to-day in regard to paint manufactures, says that all paints must be made of nothing else than white lead, zinc, linseed oil, turpentine, Japan drier and pure colors. If any other ingredient is used, the paint must be labeled.

Dr. Toch then spoke of the value of zinc to the paint manufacturer. He said, "Zinc has a great value, yet fifty years ago it had few friends and fewer users. Linseed oil and turpentine are staples in the trade, and of linseed oil it can truly be said that no substitute has been found for it in general house painting." He called on the dealers of that State to have all paints labeled. "If you want a law to protect your people against bad paints, then label them all and give no preference to any, for there is no chemist nor any paint manufacturer who can say a paint of given composition is the best."

Dr. Toch then stated in conclusion that he had no sympathy with worthless paints or concoctions which masquerade under the name of paints. "The mail order house paints are not worthy of the name, and yet they can defy you by shipping their wares into this State in unbroken packages, and the honest maker has no recourse."

ENGLISH OIL TRADE.

Manchester comes next to London in respect to the annual importation of oil. Large quantities of lubricating oil in barrels are imported from Philadelphia and New York, and stored at the Manchester docks, and distributed from thence throughout the busy manufacturing towns of the Midlands and the north of England, where are works of every possible description. Shipments of oil in bulk are also periodically made by tank steamers from New York, Philadelphia, and Port Arthur, Tex., to Manchester, the total tankage capacity at the docks being 23,000,000 gallons.

SUEZ CANAL PETROLEUM PROHIBITION REMOVED.

Consul-General Robert J. Wynne, of London, reports that the prohibition against carrying petroleum through the Suez Canal, which has been in existence for many years, has been removed. What this concession means to the users of this commodity, says the London Telegraph, will appear when it is stated that no less than 250,000 tons of petroleum are brought in bulk yearly to Europe from Borneo and Sumatra; and not to Europe only is the import made, but also, which is surprising, to the United States.

IT IS SAID

THAT
TRADE
FOLLOWS
THE
FLAG
BUT
TRADE
IS MORE
LIKELY
TO
FOLLOW
WHERE
GOOD
STOCKS
ARE KEPT.

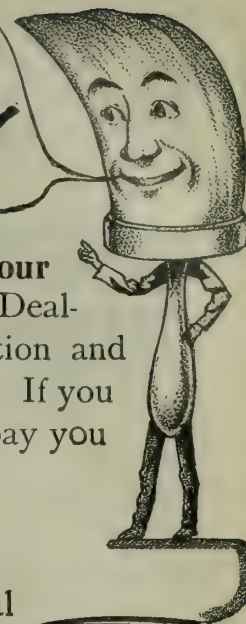
AMPLE
STOCKS
AND
QUICK
SHIPMENTS..

THE
CANADA
PAINT
COMPANY

LIMITED,
MONTREAL
TORONTO
WINNIPEG



Weigh it Carefully



On the Scales you'll find **Martin-Senour Paint** full weight. In public favor, Mr. Dealer, you will find it outweighs competition and will turn the balance of trade your way. If you are not handling **Martin-Senour Paint** it will pay you to get acquainted with it at once.

IT'S A PROFIT MAKER

for the dealer It builds up trade and holds it. Write for our special proposition to agents and let us show you how to increase profits and get the lion's share of the paint trade of your locality.

The MARTIN-SENOUR CO. Ltd.,

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal

2514-2520 Quarry St. and Archer Ave., Chicago (Est. 1878)

The WINNIPEG PAINT & GLASS CO. Ltd.,
Winnipeg.

The MARITIME PAINT & VARNISH CO. Ltd.,
HALIFAX, N. D.



QUALITY

DURABILITY



100% Durability

MR. DEALER! If you know of any paint about which you are absolutely certain as to **quality** and **durability**, that's the brand of paint for you to stock and recommend. Hundreds of dealers talk

ARK BRAND PAINT

for these reasons and there are many who handle **Ark Brand Paint** exclusively. When practical men—men who must know—declare that **Ark Brand** is incomparable it is certainly your duty to investigate. Ask for the proofs. Ask us to show you just why **Ark Brand Paint** is scientifically perfect.

MURESCO WALL FINISH

has been submitted to the most severe tests and as far as **durability** is concerned it stands alone. The best decorators in the Dominion—men, who must nurse their reputation carefully, use **Muresco**.

We would like your opinion of Muresco and Ark Brand.
Test both at our expense.

Manufactured by

THE BENJAMIN MOORE CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICES AND WORKS:

TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N. J.



The Standard Paint Co. of Canada

Limited

Factory : Near Highlands, MONTREAL, P.Q.

"RUBEROID" Roofing

"RUBEROID" Dampcourse

"RUBEROID" Flooring

"P. & P." Paints

Electrical Insulating Compound

Varnishes

Insulating Tape

"P. & P." Building, Sheathing and Insulating Papers

Cast Lining Papers



SELLING AGENTS FOR ONTARIO AND QUEBEC

Lockerby & McComb ⁶⁵ Shannon St. **Montreal, P.Q.**

"Something Better"

That's the unanimous decision of all shrewd dealers who have given our **VARNISH TURPENTINE** a fair trial. And there's more than one reason for this verdict. Our

VARNISH TURPENTINE

is guaranteed to do any work that spirits of turpentine will do, and do that work better. So absolutely certain are we of this that we are willing to ship a test order to any address. When you are convinced of the merit of our Varnish Turpentine you can pay us—not until then. Can we give you greater evidence of the faith that is in us?

The Defiance Mfg. and Supply Co.

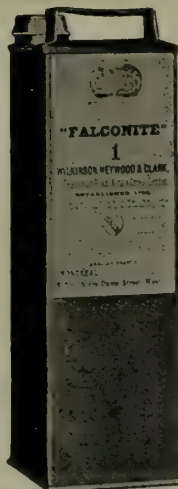
TORONTO ONTARIO

This is
PAINT TIME

Someone will
Falconite

Falconite
is the oldest NEW
tried.

We have been
Long enough to know



**LOOK UP
YOUR STOCKS**

ask you for
one of these days
and NO OTHER ENAMEL
WILL DO.

WHITE ENAMEL you ever
making it for years.
that it pleases.

Write us for particulars that will
PUT MONEY IN YOUR POCKET

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.
FRANCIS C. REYNOLDS, Can. Manager.

Just try some ordinary green paint
on a panel of wood, see how hard it
works,—don't cover, lacks body. Then
try on another panel

**LUCAS IMPERIAL
FRENCH GREEN**

notice how easy it spreads, how well it
covers,—that's body. Makes the cost
less for this reason alone, and stays
fresh and brilliant. It preserves the
wood, keeps the weather out and the
color in. It is the **ONE** Green that is
free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK, PHILADELPHIA, CHICAGO

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

SUPPORT CANADIAN INDUSTRIES

**FREE
TO
HARDWARE DEALERS**



We are supplying elec-
tros of the cut in this ad.
for use in your local ad-
vertising, besides offering
special terms for immed-
iate orders for

"LION" Brand

PUTZ TRIPLE EXTRACT
METAL POLISH
IN LIQUID OR PASTE

The most reliable metal
polish in the market.
Once tried always used.

Support Canadian
Industries

Manufactured by

English Embrocation Co., Montreal

YOU GET THE LION'S SHARE

In manufacturing our various lines, we aim to put the very best possible quality into our goods that high-class raw material and expert workmanship can produce. Our policy has always been to put more into manufacturing and less into profits, and by doing this and giving our customers a square deal, our books always show a balance on the proper side.

If you're not already a customer of ours, give us a trial. Send a sample order for **BLACK DIAMOND TARRED FELT**. (The kind that sells.) You'll not regret it. We make everything in **READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING and BUILDING PAPER**.

WRITE FOR PRICES.

ALEX. McARTHUR & CO., Limited,

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces.

OUR BRANDS:

**BLACK
DIAMOND**



TARRED FELT

JOLIETTE

and

CYCLONE

SHEATHING

CURRENT MARKET QUOTATIONS.

May, 31, 1907

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 23 0 24
Hallett's 0 23

BOILER PLATES AND TUBES.

Plates, 1 to 1/2 inch, per 100 lb. 2 50
Heads, per 100 lb. 2 75
Tank plates 3-16 inch 2 0
Tubes per 100 feet, 1 1/2 inch 8 50 8 50
" " 2 " 9 00 9 10
" " 2 1/2 " 11 50 12 00
" " 3 " 13 00 13 50
" " 3 1/2 " 16 00 16 70
" " 4 " 20 00 20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass 50c.; Metallic, 35c.; Harris Heavy Pressure, 25c.; Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4, 9c. per lb.
James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c.; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c.; Thurber, 15c.; Philid 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No. 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, 25 p.c. advance. Sheets, 12 to 14 in. 0 30
Tubing, base, per lb 5-16 to 2 in. 0 33
Tubing 1/2 to 3-inch, iron pipe size. 0 31
" 1 to 3-inch, seamless. 0 36
Copper tubing, 6 cents extra.

COPPER.

Ingot. Per 100 lb. 25 50 26 00
Bars.
Cut lengths, round, 1/2 to 2 in. 35 00
Sheet.

Plain, 16 oz., 14x48 and 14x60 35 00
Plain, 14 oz. 36 00
Tinned copper sheet, base 38 00
Planished base 43 00
Braziers (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base. 0 34 0 35

BLACK SHEETS.

Montreal. Toronto
8 to 10 gauge 2 70 2 70
12 gauge 2 70 2 70
14 " 2 70 2 70
17 " 2 50 2 50
18 " 2 50 2 50
20 " 2 50 2 50
22 " 2 50 2 50
24 " 2 55 2 90
26 " 2 65 3 00
28 " 2 70 3 20

CANADA PLATES.

Ordinary, 52 sheets 2 75 2 90
All bright 3 80 3 90
Galvanized—Dom. Crown. Ordinary.
18x24x52 4 45 4 35
" 60 4 70 4 60
20x28x80 8 90 8 70
" 24 9 40 9 20

GALVANIZED SHEETS. Colborne.

B.W. Queen's Fleur- Gordon Crown
gauge Head de-Lis Crown Best
16-20 .. 3 95 3 80 3 95
22-24 .. 4 10 4 05 4 00 4 05
26 4 45 4 30 4 40 4 45
28 4 70 4 55 4 60 4 55
Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American 3 85
26 " 4 10
28 " 4 55
10 1/2 oz. 4 85
25c. less for 1,000 lb. lots.

IRON AND STEEL.

Montreal. Toronto.
Middleboro, No. 1 pig iron 23 00
Middleboro, No. 3 pig iron 24 00
Summerlee, No. 2 26 50
Carron 25 50
Carron Special 24 00
Carron Safe 23 50
Cleveland, No. 1 22 00 25 00
Clarence, " 3 21 50 24 00
Glenbrook, No. 1 27 00
Midland, Londonbury and

Hamilton off the market

But quoted nominally at 26 00
Radnor, charcoal iron 32 00 24 0
Common bar, per 100 lb. 2 20 2 30
Forged iron 2 45
Refined " 2 60 2 70
Horseshoe iron 2 60 2 70
Hoop steel, 1 1/2 to 3 in. base. 2 80
Sleigh shoe steel 2 25 2 30
Tire steel 2 40 2 50
Best sheet cast steel. 0 12
R. K. Morton "Alpha" high speed. 0 65
Colonial black diamond. 0 78 0 09
Sanderson's 0 08 0 05
Jessop's standard 0 14 0 11
" ark high speed 0 60 0 60
" Leonard brand 0 03 0 08
Jonas & Colver's tool steel. 0 10 0 20
Jowett & Sons B.P.L. tool steel 0 10 1/2 0 11

INGOT TIN.

Lamb and Flag and Straits—56 and 28 lb. ingots, 100 lb. \$46 00

TIN PLATES.

Charcoal Plates—Bright
M.L.S., and Famous (qual to
Bradley)—
I.C. 14 x 20 base \$6 50
I.X. 14 x 20 8 00
I.XX, 14 x 20 base 9 50
Ravel and Vulture Grades—
I.C. 14 x 20 base 5 00
I.X. " 6 00
I.XX " 7 10
I.XXX " 8 00
"Dominion Crown Best"—Double
Coated, Tissueed. Per box.
I.C. 14 x 20 base 5 50 5 75
I.X, 14 x 20 6 50 6 75
I.XX, 14 x 20 7 50 7 75
"Allaway's Best"—Standard Quality.
I.C. 14 x 20 base 4 50
I.X, 14 x 20 5 25
I.XX, 14 x 20 6 00

Bright Cokes.

Bessemer Steel—
I.C., 14 x 20 base 4 25
20x28, double box 8 50

Charcoal Plates—Terne

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 7 25 8 00
I.X., Terne Tin 9 50

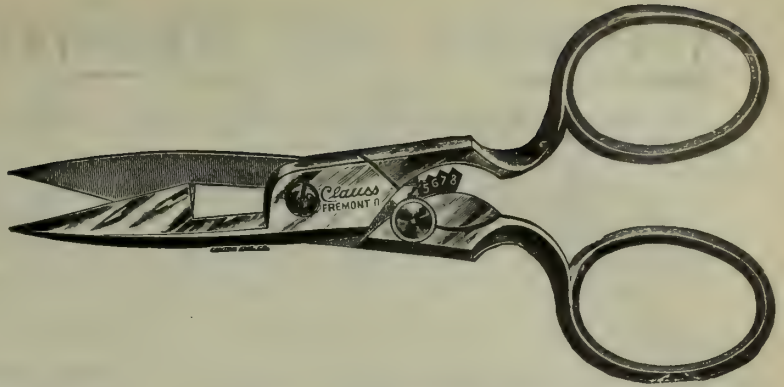
Charcoal Tin Boiler Plates.

Cookley Grade—
X, 14x55, 50 sheet bxs. 7 50
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" 16x835, "
" 16x840, "

Clauss Brand Buttonhole Scissors

FULLY WARRANTED

Our Ratchet Pattern Buttonhole Scissors. Most desirable buttonhole scissors of any on the market. Perfectly adjusted, even and straight cut. Length of cut marked in figures on ratchet so as to gauge size of buttonhole. Ask for discounts.



The Clauss Shear Co., :: :: Toronto, Ont.

ENAMELS		
Subway brand.....	1 80	2 00
Decorative.....	4 20	4 31

GLUE.		
Domestic sheet.....	0 10	0 10 1/2
French medal.....	0 12	0 12 1/2

PARIS GREEN.

Berger's Canadian		
600-lb. cask.....	0 27 1/2	0 27 1/2
250-lb. drums.....	0 27 1/2	0 27 1/2

100-lb. ".....	0 28 1/2	0 28 1/2
50-lb. ".....	0 28 1/2	0 28 1/2

1-lb. pkgs, 100 in box.....	0 29 1/2	0 29 1/2
1/2-lb. ".....	0 31 1/2	0 31 1/2

1-lb. tins, 100 in box.....	0 32 1/2	0 32 1/2
1/2-lb. bag.....	0 32 1/2	0 32 1/2

F.o.b. Toronto.

PARIS WHITE.

In bbls.....	0 93	
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PREPARED PAINTS.

Pure, per gallon, in tins.....	1 31	
Second qualities, per gallon.....	1 15	

Barn (in bbls).....	0 65	0 90
Sherwin-Williams paint.....	1 55	

Canada Paint Co.'s pure.....	1 25	
Standard P. & V. Co.'s "New Era".....	1 30	

Benj. Moore's Co.'s "Ark" B'd.....	1 25	
"British Navy deck".....	1 50	

Brandram-Henderson's "English".....	1 45	
Ramsay's paint, Pure, per gal.....	1 20	

Thistle.....	1 00	
Martin-Senou's 100 p.c. pure.....	1 55	

Senou's Floor Paint.....	1 25	
Jamieson's "Crown and Anchor".....	1 20	

Jamieson's floor enamel.....	1 50	
Black ch. preservative and floor.....	1 15	

Sanderson Percy's, pure.....	1 25	
Robertson's pure paints.....	1 20	

PUTTY.

Bulk in bbls.....	1 61	
Bladders in bbls.....	1 35	

25-lb. tins.....	1 90	
Bladders in bulk or tins less than 100 lb.....	1 90	

Bulk in 100-lb. irons.....	1 85	
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SHINGLE STAIN'S.

In 5 gallon lots.....	0 75	0 80
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SHELLAC.

White.....	0 65	
Fine orange.....	0 60	

Medium orange.....	0 55	
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F.o.b. Montreal or Toronto.

TURPENTINE AND OIL.

Castor oil.....	0 08	0 10
Gasoline.....	0 20	0 24 1/2

Benzine, per gal.....	0 17	0 20
Turpentine, single barrels.....	0 91	0 92

Linseed Oil, raw.....	0 63	0 70
"boiled.....	0 71	0 73

WHITE LEAD GROUND IN OIL.

Canadian pure.....	7 15	
No. 1 Canadian.....	6 80	

Munro's Select Flake White.....	7 40	
Elephant and Decorators Pure.....	7 41	

Monarch.....	7 40	
Standard Decorators.....	7 15	

Essex Genuine.....	6 80	
Brandram's B. B. Genuine.....	8 70	

"Anchor" pure.....	7 40	
Ramsay's Pure Lead.....	7 00	

Ramsay's Exterior.....	6 65	
"Crown and Anchor" pure.....	6 50	

Sanderson Percy's.....	7 40	
Robe-ton's C.P. lead.....	7 20	

WHITE AND RED DRY LEAD.

Genuine, 560 lb. casks, per cwt.....	6 75	6 00
Genuine, 100 lb. kegs.....	7 50	6 50

No. 1, 560 lb. casks, per cwt.....	8 25	5 75
No. 1, 100 lb. kegs, per cwt.....	7 00	6 25

WINDOW GLASS.

Size United	Star	Double
inches		Diamond

Under 26.....	\$1 25	\$6 25
26 to 40.....	4 65	6 75

41 to 50.....	5 10	7 50
51 to 60.....	5 35	8 50

61 to 70.....	5 75	9 75
71 to 80.....	6 25	11 00

81 to 90.....	7 00	12 50
91 to 95.....	15 00	

96 to 100.....	17 50	
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96 to 100.....	20 50	
101 to 105.....	24 00	

106 to 110.....	27 50	
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Discount—16-oz. 25 per cent; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls.....	0 70	
Gilders bolted in bands.....	0 93	

WHITE DRY ZINC.

Extra Red Seal, V.M.....	0 07 1/2	0 08 1/2
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WHITE GROUND ZINC.

Pure, in 25-lb. irons.....	0 08 1/2	
No. 1, ".....	0 07	

No. 2, ".....	0 05 1/2	
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VARNISHES.

In 5-gal. lots.	Per gal. cans.
Carriage, No. 1.....	1 50

Pale durable body.....	3 50
"hard rubbing.....	3 00

Finest elastic gearing.....	3 03
Elastic oak.....	1 50

Furniture, polishing.....	2 00
Furniture, extra.....	1 15

"No. 1.....	0 90
"union.....	0 80

Light oil finish.....	1 40
Gold size Japan.....	1 80

Brown Japan.....	0 95
No. 1 brown Japan.....	0 95

Baking black Japan.....	1 35
No. 1 black Japan.....	2 50

Benzine black Japan.....	0 70
Crystal Damar.....	2 80

No. 1.....	2 50
Pure asphaltum.....	1 40

Oleoil.....	1 50
Lighting dryer.....	1 50

Kiaistite varnish, 1 gal. can, each.....	2 00
Granitine floor varnish, per gal.....	2 10

Maple Leaf coach enamels, size 1.....	1 20
"Berwin-Williams' kopal varnish, gal.....	2 50

Canada Paint Co.'s sun varnish.....	2 00
"Kyanize" interior Finish.....	2 40

"Flint-Lac" coach.....	1 80
B. H. Co.'s "Gold Medal," in cases.....	2 00

Jamieson's Copaline, per gal.....	2 00
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BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.....	
Nickel, 55 per cent.....	

Gauge, Sargeant's door bells.....	5 50	8 00
American, house bells, per lb.....	35	40

Peterboro door bells, discount 37 1/2 and 10 per cent. off new list.....		
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BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.....	2 25
Ready roofing, 2-ply, not under 45 lb.....	1 00

per roll.....	
Ready roofing, 3-ply, not under 65 lb.....	1 25

per roll.....	
Carpet Felt.....	60 00

Heavy Straw Sheathing.....	35 00
Dry Surprise.....	0 41

Dry Sheathing.....	per roll, 400 sq. ft. 0 45
Tar.....	400 " 0 50

Dry Fibre.....	400 " 0 55
Tarred Fibre.....	400 " 0 65

O. K. & I. X. L.....	400 " 0 70
Resin-sized.....	400 " 0 45

Oiled Sheathing.....	600 " 1 00
Oiled.....	400 " 0 70

Root Coating, in barrels.....	per gal. 0 17
Roof.....	small packages 0 25

Refined Tar.....	per barrel 5 00
Coal Tar.....	4 00

Coal Tar, less than barrels.....	per gal. 0 15
Roofing Pitch.....	per 100 lb. 0 80

Slater's felt.....	per roll 0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax.....	37 50

BUTTS.

Wrought Brass, net revised list.....	
Wrought Iron, 70 per cent.....	

Cast Iron Loose Pin, discount 60 per cent.....	
Wrought Steel Fast Joint and Loose Pin.....	70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland.....	2 00	2 10
Belgium.....	1 60	1 80

White Bros. English.....	1 80	2 05
"Lafarge" cement in wood.....	3 40	

"Lehigh" cement, in wood.....	2 54	
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"Lehigh" cement, cotton sacks.....	2 39	
"Lehigh" cement, paper sacks.....	2 31	

Fire brick, Scotch, per 1,000.....	27 00	30 00
"English.....	17 00	21 00

"American, low.....	23 0	25 00
"high.....	27 50	35 00

Fire clay (Scotch), net ton.....	4 95	
Paving Blocks per 1,000.....		

Blue metallic, 9"x4"x3", ex wharf.....	35 00	
Stable pavers, 12"x6"x2", ex wharf.....	50 00	

Stable pavers, 9"x4"x3", ex wharf.....	36 00	
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DOOR SETS.

Peterboro, 37 1/2 and 10 per cent.....		
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DOOR SPRINGS.

Turrey's Rod.....	per doz. 1 75	
Coil, 9 to 11 in.....	0 95	1 65

English.....	2 00	4 00
Chicago and Reliance Coil 25 per cent.....		

STORE DOOR HANDLES.

Per Dozen.....	1 00	1 50
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ESCUTCHEONS.

Discount 50 and 10 per cent., new list.....		
Peterboro, 37 1/2 and 10 per cent.....		

ESCUTCHEON PINS.

Iron, discount 40 per cent.....		
Brass, 45 per cent.....		

HINGES.

Blind, discount 60 per cent.....		
Heavy T and strap, 4-in., per lb. net.....	0 06	

"5-in., ".....	0 07 1/2	
"6-in., ".....	0 08 1/2	

"8-in., ".....	0 09 1/2	
"10-in. and larger.....	0 10 1/2	

Light T and strap, discount 65 p.c.....		
Screw hook and hinge.....		

under 12 in.....	per 100 lb. 4 65	
over 12 in.....	3 65	

Spring, No. 20, per gro. pairs.....	10 80	
Spring, Woodyatt pattern, per gro., No. 5.....		

\$17.50 No. 10, \$18; No. 20, \$18.80; No. 12.....	\$20; No. 51, \$10; No. 50, \$27.50.	
Crate hinges and back flaps, 65 and 15 p. c.....		

Hinge hasps, 65 per cent.....		
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SPRING HINGES.

Chicago Spring Butts and Blanks 12 1/2 percent.....		
Triple End Spring Butts, 30 and 10 per cent.....		

Chicago Floor Hinges, 37 1/2 and 10 per cent.....		
Garden City Fire House Hinges, 12 1/2 p.c.....		

CAST IRON HOOKS.

Bird cage.....	per doz. 0 50	1 10
Clothes line, No. 61.....	0 00	0 70

Harness.....	0 60	12 00
Hat and coat.....	per doz. 1 10	10 00

Chandelier.....	per doz. 0 50	1 00
Wrought hooks and staples.....		

1/2 x 5.....	per gross 2 65	
5-16 x 5.....	3 30	

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Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.		
Canadian, discount 40 to 24% per cent.		
Shingle, Red Ridge 1, per doz.	4 40	
" " 2, " " "	4 80	
Barrel Underhill, " " "	5 05	

MALLET.		
Tinsmiths, " " per doz.	1 25	1 50
Carpenters, hickory, " " "	1 25	3 75
Lignum Vitae, " " "	3 85	5 00
Caulking, each " " "	0 60	2 00

MATTOCKS.		
Canadian, " " per doz.	5 50	6 00

MEAT CUTTERS.		
German, 15 per cent.		
American discount, 33% per cent.		
Gem, " " each	1 15	

NAIL PULLERS.		
German and American, " " "	0 85	2 50
No. 1, " " "	0 85	
No. 1573, " " "	0 75	

NAIL SETS.		
Square, round and octagon, per gross	3 38	
Diamond, " " "	1 00	

PICKS.		
Per dozen, " " "	6 00	9 00

PLANES.		
Wood bench, Canadian discount 40 per cent.		
American discount 25 per cent.		
Wood, fancy Canadian or American 37% to 40 per cent.		
Stanley planes, \$1.55 to \$3.60, net list prices.		

PLANE IRONS.		
English, " " per doz.	2 00	5 00
Stanley, 2 1/2 inch, single 24", double 39c.		

PLIERS AND NIPPERS.		
Button's genuine, 37% to 40 per cent.		
Button's imitation, " " per doz.	5 00	9 00
Berg's wire fencing, " " "	1 72	5 50

PUNCHES.		
Saddlers, " " per doz.	1 00	1 85
Conductor's, " " "	3 00	15 00
Fitters, solid, " " per set	0 72	
" hollow, " " per inch	1 00	

RIVET SETS.		
Canadian, discount 35 to 37% per cent.		

RULES.		
Boxwood, discount 70 per cent.		
Ivory, discount 20 to 25 per cent.		

SAWS.		
Atkins, hand and crosscut, 25 per cent.		
Diston's Hand, discount 12% per cent.		
Diston's Crosscut, " " per foot	0 35	0 55
Hack, complete, " " each	0 75	2 75
" " frame only, " " each	0 50	1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, \$6.25; buck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium \$4.25; buck, Watch Spring, \$1.25; buck, common frame, \$4.00.		
Spear & Jackson's saws—Hand or rip 26 in., \$12.75; 28 in., \$14.25; panel 18 in., \$8.25; 20 in., \$9.75; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.		

SAW SETS.		
Lincoln and Whiting, " " "	4 75	
Hand Sets, Perfect, " " "	4 00	
X-Out Sets, " " "	7 50	
Maple Leaf and Premiums saw sets, 40 off.		
S. & D. saw swages, 40 off.		

SCREW DRIVERS.		
Sargent's, " " per doz.	0 65	1 00
North Bros., No. 30, " " per doz.	16 80	

SHOVELS AND SPADES.		
Bull Dog, solid neck shovel (No. 2 pol.) \$18 50 (Hollow Back) (Reinforced 8 Scoop.)		
Moore, " " "	\$17 50	\$16 30
Bear, " " "	15 00	15 30
Fox, " " "	12 50	14 30
Black Cat, " " "	10 00	13 30
Canadian, discount 45 per cent.		

SQUARES.		
Iron, discount 20 per cent.		
Steel, discount 85 and 10 per cent.		
Try and Bevel, discount 50 to 52% per cent.		

TAPE LINES.		
English, ass skin, " " per doz.	2 75	5 00
English, Patent Leather, " " "	5 50	9 75
Chesterman's, " " each	0 90	2 85
" " steel, " " each	0 80	2 00
Berg's, each, " " "	0 75	2 50

TROWELS.		
Diston's, discount 10 per cent.		
S. & D. discount 35 per cent.		
Berg's, bri. k. 924x11, " " "	4 00	
" " pointing, 924x5, " " "	2 10	

FARM AND GARDEN GOODS

BELLS.		
American cow bells, 33% per cent.		
Canadian, discount 45 and 50 per cent.		
American, farm bells, each, 1 35	3 00	

BULL RINGS.		
Copper, \$2.00 for 2 1/2-inch		

CATTLE LEADERS.		
Nos. 32 and 33, " " per gross	7 50	8 50

BARN DOOR HANGERS.		
Steel barn door, " " doz. pairs.	8 00	10 00
Stearns wood track, " " "	4 50	6 00
Zenith, " " "	5 00	9 00
Acme, wood track, " " "	5 00	6 50
Atlas, " " "	5 00	6 00
Perfect, " " "	8 00	11 00
New Milo, " " "	6 50	6 50
Steel, covered, " " "	4 00	11 00
" " track, 1 x 3-16 in (100 ft)	3 75	4 75
" " 1 1/2 x 3-16 in (100 ft)	4 75	6 40
Double strap hangers, doz. sets.	6 40	
Standard jointed hangers, " " "	6 40	
Steel King hangers, " " "	6 25	
Storm King and safety hangers, " " "	7 00	
" " rail, " " "	4 25	
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		

HARVEST TOOLS.		
Discount 60 per cent.		
S. & D. lawn rakes, Dunn's, 40 off.		
" " sidewalk and stable scrapers, 40 off.		

HAY KNIVES.		
Netlist, " " "		
HEAD HALTERS.		
Jute Rope, 1/2-inch, " " per gross	9 00	
" " " " " " "	10 00	
" " " " " " "	12 00	
Leather, 1-inch, " " per doz.	4 00	
Leather, 1 1/2 " " " "	5 20	
Web, " " " "	2 45	

HOES.		
Garden, Mortar, etc., discount 60 per cent.		
Planter, " " per doz.	4 00	4 50

LAWN MOWERS.		
Low wheel 12, 14 and 18-inch	\$2 30	
9-inch wheel, 12-inch	2 85	
" " 14 " "	3 10	
" " 15 " "	3 12 1/2	
High wheel, 12 " "	4 05	
" " 14 " "	4 25	
" " 16 " "	4 50	

SCYTHES.		
Per doz. net.	6 25	9 25
SCYTHES SNATHS.		
Canadian, discount 40 per cent.		

SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrew, " " "	4 50	11 00

STABLE FITTINGS.		
Warden King, 35 per cent.		
Dennis Wire & Iron Co., 33 1/2 p.c.		

WOOD HAY RAKES.		
Ten tooth, 40 and 10 per cent.		
Twelve tooth, 45 per cent.		

HEAVY GOODS, NAILS, ETC.

ANVILS.		
Wright's, 80-lb. and over	0 10 1/2	
Hay Budden, 80-lb. and over	0 09 1/2	
Brook's, 80-lb. and over	0 11 1/2	
Taylor-Forbes, handy	0 05	
Columbia Hardware Co., per lb.	0 09 1/2	

VISES.		
Wright's, " " "	0 13 1/2	
Berg's, per lb.	0 12 1/2	

Brook's, " " "	0 12 1/2	
Pipe Vise, Hinge, No. 1, " " "	3 50	
" " " " No. 2, " " "	5 50	
Saw Vise, " " "	4 50	5 00
Blacksmith's (discount) 60 per cent.		
" " " " parallel (discount) 45 per cent.		

BOLTS AND NUTS		
Carriage Bolts, common (\$1 list)	Per cent.	
" " " " 7-16 and up	60, 10 and 10	
" " " " Norway Iron (\$3 list)	55 and 5	
Machine Bolts, 1/2 and less	50	
Machine Bolts, 7-16 and up	60 and 10	
Plough Bolts, " " "	55 and 5	
Blank Bolts, " " "	55 and 10	
Bolt Ends, " " "	55	
Sleigh Shoe Bolts, 1/2 and less	60 and 10	
Nuts, square, all sizes, 40 per cent. off	50 and 5	
Nuts, hexagon, all sizes, 40 per cent. off	70 and 5	
Stove Rods, per lb., 5 1/2 to 60.		
Stove Bolts, 75 per cent.		

CHAIN.		
Proof coil, per 100 lb. 1/2 in., \$6.00; 5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 1-1/8 in., \$3.70; 1 1/2 in., \$3.65; 1 3/4 in., \$3.60; 2 in., \$3.45; 1 in., \$3.40.		

HORSE NAILS.		
'O' brand, 57% per cent. off list		
M.R.M. Co. brand, 55 per cent. " head		
Capewell brand, quotations on application.		

HORSESHOES.		
M.R.M. brand: iron, light and medium No. 1 and smaller, \$3.90; No. 2 and larger, \$3.65; snow pattern No. 1 and smaller, \$4.15; No. 2 and larger, \$3.90; "X.L." new light steel, No. 1 and smaller, \$4.25; No. 2 and larger, \$4.15; "X.L." featherweight steel, No. 0 to 4, \$5.60; toe-weight, all sizes, \$5.85. F.O.B. Montreal. Extras for packing.		
Belleville brand: No. 0 and 1, light and medium iron, \$3.90; snow, \$4.15; light steel, \$4.25; No. 2 and larger, light and medium iron, \$3.65; snow, \$3.90; light steel, \$4.15. F.O.B. Belleville. Two per cent. 30 days.		

WROUGHT IRON WELDERS.		
Canadian make, discount 40 per cent.		

SPORTING GOODS.

CARTRIDGES.		
"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 1 per cent.; Rim Fire R.B. Round Caps, 50 and 2 1/2 per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7 1/2 p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.		

LOADED SHELLS.		
"Crown" Black Powder, 15 and 10 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Ballistite Dense Smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.		

EMPTY SHELLS.		
Parer Shells, 25 and 5; Brass Shells, 55 and 5 p.c.		

WADS.		
Best thick brown or grey felt wads, in 1/2 lb. bags	\$0 70	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29	
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25	

CHEMICALLY PREPARED BLACK EDGE GREY CLOTH WADS, IN BOXES OF 250 EACH—		
11 and smaller gauge	Per M.	
9 and 10 gauges	0 60	
and 8 " "	0 70	
5 and 6 " "	0 90	
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 " "	1 65	
5 and 6 " "	1 90	

SHOT.		
Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 5 per cent.; cash discount 2 per cent. 30 days; net extra as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80 c.; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 40 c. per lb.; "O.K." Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.		

TRAPS (steel.)		
Game, Newhouse, discount 30 and 10 per cent.		
Game, Hawley & Norton, 50, 10 & 5 per cent.		
Game, Victor, 70 per cent.		
Game, Oneida Jump (B. & L.) 40 & 2 1/2 p.		
Game, steel, 60 and 5 per cent.		

SKATES.		
Skates, discount 37 1/2 per cent.		
Mac Mac hockey sticks, per doz 4		
Empire hockey sticks, per doz 3 00		

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

CUTLERY AND SILVER-WARE.

RAZORS.		per doz.
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00
Clausen Razors and Strops, 50 and 10 per cent		

KNIVES.

Farriers-Stacey Bros., doz	3 50
PLATED GOODS	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 50, fancy, 40 and 5.	
SHEARS.	
Clausen, nickel, discount 60 per cent.	
Clausen, Japan, discount 67½ per cent.	
Clausen, tailors, discount 40 per cent.	
Seymour's, discount 50 and 10 per cent.	
Berg's	6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.	
Woodyatt Hudson, per doz., net	4 50
BIRD CAGES.	
Brass and Japanned, 40 and 10 p. c.	
COPPER AND NICKEL WARE.	
Copper boilers, kettles, teapots, etc.	30 p. c.
Copper pitta, 30 per cent.	
ENAMELED WARE.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 p. c.	
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Japanned ware, discount 45 per cent.	
Hollow ware, tinned cast, 35 per cent. off.	

KITCHEN SUNDRIES.

Oan openers, per doz.	0 40	0 75
Multiplex knives per doz.	0 50	0 80
Duplex mouse traps, per doz.	0 65	
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz.	2 25	
Universal meat chopper No. 0, 1, 1.15.		
Enterise chopper, each	1 30	
Spiders and fry pans, 50 per cent.		
Star A chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright	0 62½	

LAMP WICKS.

Discount, 60 per cent.		
LEMON SQUEEZERS.		
Porcelain lined.....	per doz.	2 20 5 60
Galvanized.....	"	1 87 3 85
King, wood.....	"	2 75 2 90
King, glass.....	"	4 00 4 50
All glass.....	"	0 50 0 90

METAL POLISH.

Tandem metal polish paste.....	6 00	
PICTURE NAILS.		
Porcelain head.....per gross	1 35	1 50
Brass head.....	0 40	1 00
Tin and gilt, picture wire, 75 per cent.		

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 80
" No. 50, nickel-plated	"	0 92
Common, plain	"	4 50
" plated	"	5 50
Asbestos, per set		1 25

TINWARE.

CONDUCTOR PIPE.

2 in. plain or corrugated, per 100 feet,	\$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.
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FAUCETS.

Common, cork-lined, discount 35 per cent.	
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SAVETROUGHER.

10-inob	per 100 ft.	3 30
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FACTORY MILK CANS.

Discount off revised list, 35 per cent.	
Milk can trimmings, discount 25 per cent.	
Creamery Cans, 45 per cent	

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain	"	4 75
No. 6, safety	"	4 00
Better quality at higher prices.		
Japanning, 50c. per doz. extra.		
Prism globes, per doz.	\$1.20.	

OILERS.

Kemp's Tornado and McClary's Model		
galvanized oil can, with pump, 5 gal.	per dozen	10 92
Davidson oilers, discount 40 per cent.		
Zinc and tin, discount 50 per cent.		
Coppered oilers, 20 per cent. off.		
Brass oilers, 50 per cent. off.		
Malleable, discount 25 per cent		

PAIS (GALVANIZED).

Dufferin pattern pails, 45 per cent.	
Flaring pattern, discount 45 per cent.	
Galvanized washtubs 40 per cent.	

PIED WARE.

Discount 35 per cent off list, June, 1899.	
10-qt. flaring sap buckets, discount 35 per cent.	
6, 10 and 14-qt. flaring pails dis. 35 per cent.	
Copper bottom tea kettles and boilers, 30 p. c.	
Coal hods, 40 per cent.	

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.	
Retained, 72½ per cent. revised list.	

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
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STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch		8 18
Nestable, discount 40 per cent.		

STOVEPIPE ELBOWS.

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48
Polished, 15c. per dozen extra.		

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.	
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TINNERS' SNIPS.

Per doz.	3 00	15
Clausen, discount 35 per cent.		

TINNERS' TRIMMINGS.

Discount, 45 per cent.	
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WIRE.

ANNALED CUT HAY BAILING WIRE.

No. 12 and 13, 14; No. 13, 14, 10; No. 14, 14½; No. 15, 14½; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.	
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BRIGHT WIRE GOODS.

Discount 62½ per cent.	
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CLOTHES LINE WIRE.

7 wire solid line, No. 17, 14.90; No. 18, 13.00; No. 19, 13.70; 6 wire solid line, No. 17, 14.45; No. 18, 12.80. No. 19, 13.50. All prices per 100 ft. measure. F.o.b. Hamilton Toronto, Montreal.	
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COILED SPRING WIRE.

High Carbon, No. 9, \$2.90, No. 11, \$3.45; No. 12, \$3.15.	
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COPPER AND BRASS WIRE.

Discount 37½ per cent.	
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FINE STEEL WIRE.

Discount 25 per cent. List of extras	
In 100-lb. lots: No. 17, \$5 - No. 18, \$5.50 - No. 19, \$6 - No. 20, \$6.65 - No. 21, \$7 - No. 22, \$7.30 - No. 23, \$7.65 - No. 24, \$8 - No. 25, \$8.90 - No. 26, \$9.50 - No. 27, \$10 - No. 28, \$11 - No. 29, \$12 - No. 30, \$13 - No. 31, \$14 - No. 32, \$15 - No. 33, \$16 - No. 34, \$17. Extras net-tinned wire. Nos. 17-25, \$2 - Nos. 26-31, \$4 - Nos. 32-34, \$6. Coppered, 75c.-oil, 10c.-in 25-lb. bundles, 15c.-in 5 and 10-lb. bundles, 25c.-in 1-lb. hanks, 25c.-in 1-lb. hanks, 38c.-in 1-lb. hanks, 50c.-packed in casks or cases, 15c.-bagging or papering, 10c.	

FENCE STAPLES.

Bright	Galvanized	3 15
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HAY WIRE IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85; f.o.b., Montreal.	
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GALVANIZED WIRE.

Per 100 lb.-Nos. 4 and 5, \$3.70 - Nos. 6, 7, 8, \$3.15 - No. 9, \$2.50 - No. 10, \$3.20 - No. 11, \$3.25 - No. 12, \$2.65 - No. 13, \$2.75 - No. 14, \$3.75 - No. 15, \$4.30 - No. 16, \$4.30 from stock. Base sizes, Nos. 6 to 9, \$2.35 f.o.b. Cleveland. In carlots 12½c. less.	
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LIGHT STRAIGHTENED WIRE.

Over 20 in.	
Gauge No.	per 100 lbs. 10 to 20 in. 5 to 10 in.
0 to 5	\$0.50 \$0.75 \$1.25
6 to 9	0.75 1.25 2.00
10 to 11	1.00 1.75 2.50
12 to 14	1.50 2.25 3.50
15 to 16	2.00 3.00 4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.30; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 6c. for coppering and \$2 for tinning.	
Extra net per 100 lb.-Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.	

POULTRY NETTING.

2 in mesh 19 w.g., discount 50 and 5 per cent. All others 50 per cent.	
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WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.62½, per 100 sq. ft.; in 50-ft. rolls, \$1.67½, per 100 sq. ft. Terms, 2 per cent. off 30 days.	
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WIRE FENCING.

Galvanized barb	2 95
Galvanized, plain twist	3 30
Galvanized barb, f.o.b. Cleveland, \$2.70 for small lots and \$2.60 for carlot's	

WOODENWARE.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount, Taylor-Forbes, 30 and 30 per cent.	
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CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.	
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FIBRE WARE.

Star pails, per doz.	\$ 3 50
0 Tubs	15 20
1 "	13 30
2 "	11 40
3 "	9 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c. Waggoner Extension Ladders, dis. 40 per cent.	
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MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS.

Discount, 40 per cent.	
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SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in. style	per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.		9 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square	63 00
Eolipae, per doz	54 00
Dowdell	39 00
New Century, per doz	75 00
Daisy	64 00

WRINGERS.

Royal Canadian, 11 in., per doz.	34 00
Royal American, 11 in.	34 00
Eze, 10 in., per doz	3 75
T rms, 2 per cent., 30 days.	

MISCELLANEOUS

AXLE GREASE.	
Ordinary, per gross	6 00
Best quality	10 00
7 00	12 00

BELTING.	
Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 p.e.	
Agricultural, not wider than 4 in., 75 per cent.	
Lace leather, per side, 75c.; cut laces, 80c.	

BOOT CALKS.	
Small and medium, ball	per M 4 25

Small heel	.....	4 50
CARPET STRETCHERS.		
American	.....per doz.	1 00
Bullard's	.....	1 50
	.....	6 50

CASTORS.	
Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

PINE TAR.			
1 pint in tins	per gross	...	7 80
" " .....	"	....	9 80

PULLEYS.		
Hothouse	per doz.	0 55
Axle	"	0 22
Screw	"	0 22
Awning	"	0 35
		2 50

PUMPS.		
Canadian cistern	1 40	2 00
Canadian pitcher spout ...	1 80	3 16

ROPE AND TWINE.

ROPE AND TWINE.		
Sisal.....		0 10
Pure Manila.....		0 15
"British" Manila.....		0 12
Cotton, 3-16 inch and larger.....	0 21	0 23
" 5-32 inch.....	0 25	0 27
" 1 inch.....	0 25	0 28
Russia Deep Sea.....		0 16
Jute.....		0 09
Lath Yarn, single.....		0 10
" double.....		0 10
Sisal bed cord, 48 feet.....	per doz.	0 65
" 60 feet.....	"	0 80
" 72 feet.....	"	0 96

Twine.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33
Staging	0 27
	0 35

BINDER TWINE.	
500 feet, sisal	0 09½
500 " standard	0 14
550 " manilla	0 10½
600 " "	0 12½
650 " "	0 13½

Car lots, 10c. less; 5-ton lots, 10c. less.	
Central delivery.	

SCALES.	
Gurney Standard, 35; Gurney Champion, 45 per cent.	
Gurrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.	
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.	
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North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.

Erie Specialty Co., Erie, Pa.

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

Morrison, Jas., Brass Mfg. Co., Toronto.

Pemberthy Injector Co., Windsor, Ont.

Iron Pipe.

Montreal Rolling Mills, Montreal.

Iron Pumps.

Lamplough, F. W., & Co., Montreal.

McDougal, R., Co., Galt, Ont.

Lanterns.

Kemp Mfg. Co., Toronto.

Ontario Lantern Co., Hamilton, Ont.

Wright, E. T., & Co., Hamilton.

Lawn Mowers.

Birkett, Thos., & Son Co., Ottawa.

Frothingham & Workman, Montreal.

Maxwell, D., & Sons, St. Mary's, Ont.

Taylor, Forbes Co., Guelph.

Lawn Mower Grinders

Root Bros. & Co., Plymouth, Ohio.

Ledgers—Loose Leaf.

Business Systems Toronto.

Copeland-Chatterton Co., Toronto.

Crain, Rolla L., Co., Ottawa.

Universal Systems, Toronto.

Lithographing.

London Printing & Lithographing Co.,
London, Ont.

Locks, Knobs, Escutcheons, etc.

Peterborough Lock Mfg. Co., Peter-
borough, Ont.

National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.

Pink, Thos., & Co., Pembroke Ont.

Lye

Gillett, E. W., & Co., Toron e

Manufacturers' Agents.

For. C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.

Metals.

Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Eadie H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Robertson Jas. Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.

Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakley, John, & Sons, London, Eng.

Nails Wire

Dominion Wire Mfg. Co., Montreal.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Denns S. Wire & Iron Co., London, Ont.

Packing.

Gutta Percha & Rubber Co. Toronto.

Paints, Oils, Varnishes, Glass.

Blanchette Process Paint Co., Toronto.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Dols, P. D., & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ottawa Paint Works, Ottawa.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Perforated Sheet Metals.

Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies

Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Glauber Brass Co., Cleveland, Ohio.
Jardine, A. B., & Co., Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkersville, Ont.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa.
Robertson Jas., Co. Montreal.
Robertson, Jas., Co., Limited, Toronto.
Somerville, Limited, Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope.
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Polishes.

Majestic Polishes, Toronto

Portland Cement.

International Portland Cement Co. Ottawa, Ont.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.

Printing.

London Printing & Lithographing Co., London, Ont.

Razors.

Clauss Shear Co., Toronto.

Refrigerators.

Fabien, C. P., Montreal.

Registers

Pease Foundry Co., Toronto.

Roofing Supplies.

Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
F. W. Bird, East Walpole, Mass.
Buchanan Foster Co., Philadelphia, Pa.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Wheeler and Bain, Toronto

Saws.

Atkins, E. O., & Co., Indianapolis, Ind.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.

Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.

Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.

Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Soil Pipe

McFarlane, Walter, Glasgow

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shelf Boxes.

Cameron & Campbell, Toronto.

Shears, Scissors.

Clauss Shear Co., Toronto.

Shovels and Spades.

Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.

Hutton, Wm., & Sons, Ltd., London, Eng.
McHashan, Clarke Co., Niagara Falls, Ont.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Skates.

Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers

Cavers Bros., Galt

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.

Chow, Edwin, and Son, Kingston

Stoves, Tinware, Furnaces

Canadian Heating & Ventilating Co. Owen Sound.
Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal.
Down Draft Furnace Co., Galt.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard Wm., Toronto.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London.
Merrick Anderson, Winnipeg.
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co., Brockville.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.

Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tents.

Tobin Tent and Awning Co., Ottawa

Tin Plate.

American Sheet & Tin Plate Co., Pittsburg, Pa.
Baglan Bay Tin Plate Co., Briton Ferry, South Wales
Ly agent, John, Bristol, Newport and Montreal

Turpentine

DeBance Mfg. Co., Toronto.

Ventilators.

Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper

Staunton Limited Toronto.

Wall Paper Cleaner.

Gilbert, Frank U. S., Cleveland

Washing Machines, etc

Dowdell Mfg. Co., Hamilton, Ont.
The Shultz Bros. Co., Brantford.
Taylor Forbes Co., Guelph, Ont.

Water Filters.

Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows

London Foundry Co., London, Ont.
Schultz Bros. Co., Ltd., The Brantford.

Wholesale Hardware.

Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.

Hobbs Mfg. Co., London, Ont.

Wire, Wire Rope, Cow Ties,

Fencing Tools, etc

Banwell-Horis Fence Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dennis Wire Mfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.

Wrapping Papers

Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Wringers

Connor, J. H. & Son, Ottawa, Ont.

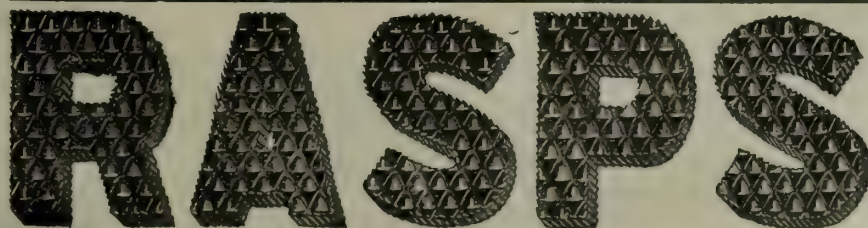
Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Spring rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

KEARNEY & FOOT

The
Best
Rasp
Made



The
Rasp
that
sells

MADE BY
Dominion
Wks.

Nicholson File Co., Port Hope, Ont.

“Seeing is Believing”

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

Pump Troubles



Yes, they spring up occasionally, but what we have done and are now doing is making the occasions very infrequent. We make pumps for all duties, and just as good as we know how, and we know how, for

McDougall Pumps Are Standard

everywhere. Quality first and price mutually agreeable. Will you please write?

The R. McDougall Co., Limited

GALT, - CANADA

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

AEOLIAN VENTILATORS

They have been tried all over Canada, and have never failed to give complete satisfaction.

Montreal, June 15th, 1903

Messrs. J. W. Harris Co., Limited, Montreal.

Dear Sirs,

In answer to your request, we take very much pleasure in saying that we have your system of ventilation installed in our Church for several years and it has given us entire satisfaction.

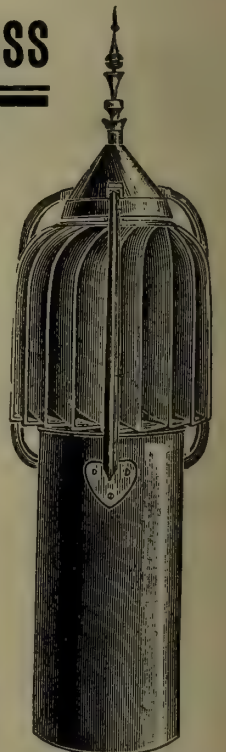
Frc. MARIE RAYMOND, O.F.M.

Write us for terms.

THE J. W. HARRIS COMPANY, LIMITED

Contractors

Montreal



THE AEOLIAN VENTILATOR

(Can be supplied in copper, if so desired)

HARDWARE BABBITTS

No. 1, No. 2, No. 3

The wearing quality of our
HARDWARE BABBITTS
is the secret of the large orders the
HARDWARE MERCHANTS
are sending us. If not on our list
GET IN LINE

LIBERAL DISCOUNTS. TERMS RIGHT

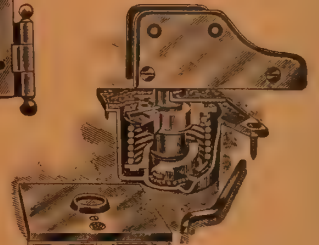
The **James Robertson Co., Limited**
144 William St., MONTREAL, QUE.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING
FLOOR HINGE



Chicago Spring Butt Company
CHICAGO NEW YORK
CATALOGUES ON REQUEST

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE



MADE OF CRUCIBLE STEEL, OIL TEMPERED, ANTI-RUST, NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn.

New York City Branch—220 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

TRADE MARK

Est. 1898. Inc. 1896.

Black Diamond File Works

G. & H. Barnett Company
PHILADELPHIA

Twelve TRADE MARK Medals



Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
of **TORONTO, LIMITED**

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

SHEET ZINC ZINC SPELTER INGOT TIN INGOT COPPER

We can quote lowest market prices for immediate shipment from stock Montreal.

B. & S. H. THOMPSON & Co.

LIMITED

Metals, Hardware, Chemicals, etc., etc.

381 and 383 St. Paul St., Montreal

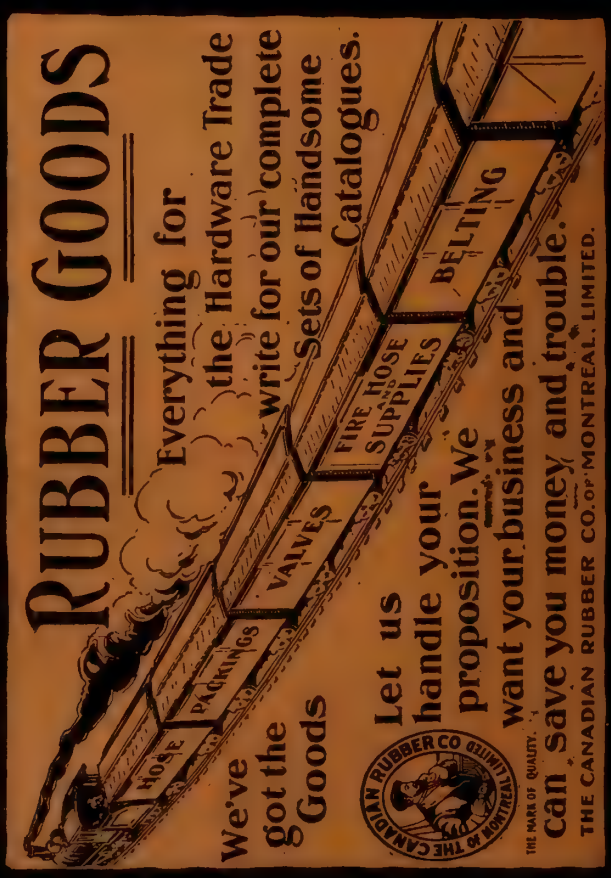
RUBBER GOODS

Everything for the Hardware Trade write for our complete Sets of Handsome Catalogues.

Let us handle your proposition. We want your business and can save you money and trouble.

THE CANADIAN RUBBER CO. OF MONTREAL, LIMITED.

THE MARK OF QUALITY.



CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, JUNE 8, 1907

NO. 23.

Forty Years of Steady Success

for

"Queen's Head"

not yet equalled in Quality.

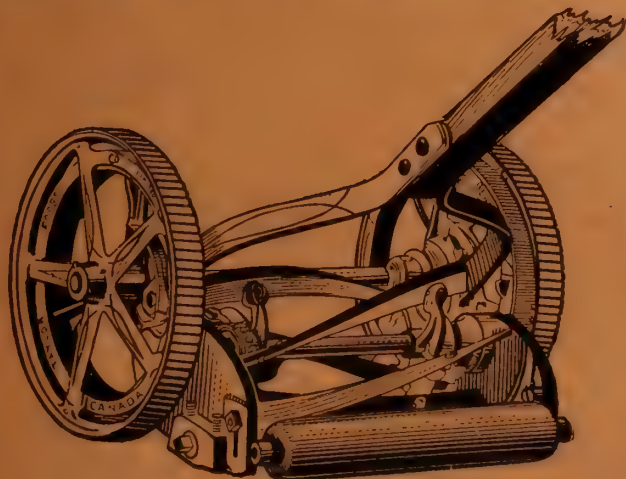
JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL
Managers, Canadian Branch.



For Sale by leading Wholesale Hardware Houses.

LAWN MOWER QUALITY



The people of Canada have just one way of distinguishing between first-class Lawn Mowers and those of inferior make. They look for the **TAYLOR-FORBES** imprint when it comes to

LAWN MOWERS

because the name is a surety of perfect material and thorough workmanship. Is it worth while to stock any other make of Lawn Mower, when the people persistently demand our machines?

A post-card brings
our Lawn Mower catalogue.

TAYLOR-FORBES COMPANY, Limited
GUELPH, ONT.

H. G. ROGERS, St. John

W. A. McLennan, Vancouver

122 Craig St., Montreal

See Classified List of Advertisements on Page 70.

Every Requisite for Fishing



The Celebrated Bristol Steel Rod

Light, Pliant, Graceful, yet
Strong and Dependable

Three Years Guarantee

Trout Lines of all Kinds

GUT LEADERS

LINES, Linen and Silk

REELS

Handy Landing Nets

Folding Fish Bags

Baskets

Phantom Minnows

Etc., Etc.



Tents, Canoes

Campers' Supplies

Cooking Outfits

Camp Cots

Rubber Blankets

RICE LEWIS & SON

LIMITED

TORONTO.

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sargent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sargent's Front, Store Door and Inside Locks

Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,
Wholesale Hardware LIMITED
OTTAWA, ONT.

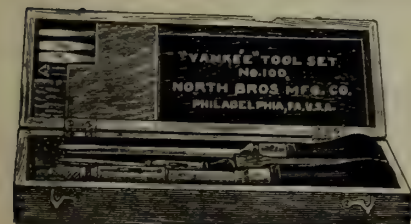
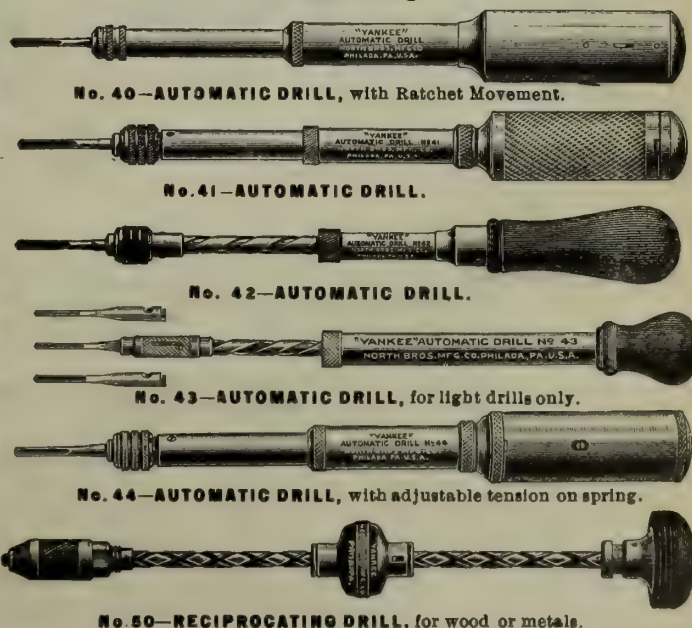
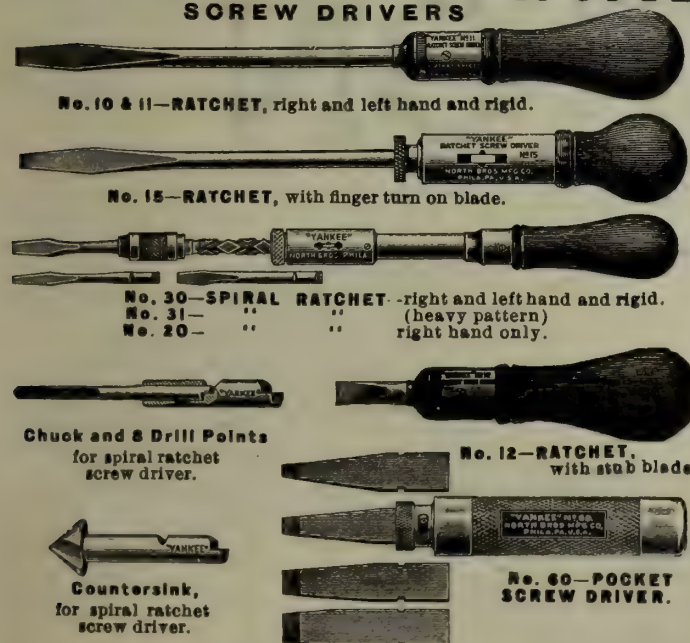
Other Tools are very
Good Tools, but
SOREW DRIVERS

“YANKEE TOOLS”

ARE
BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS
of the KIND.

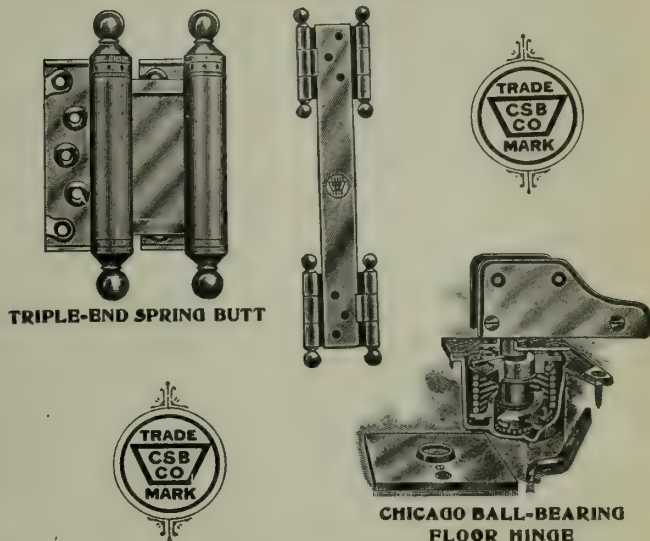
DRILLS



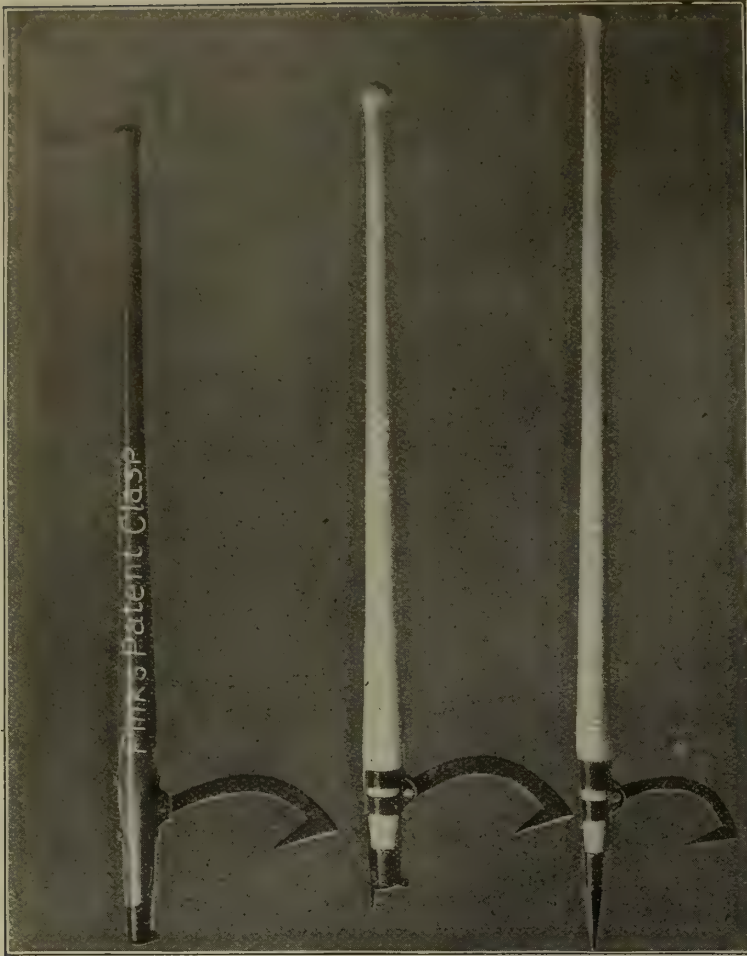
SOLD BY LEADING JOBBERS
SEND FOR OUR NEW “YANKEE” TOOL BOOK
NORTH BROS. MFG. CO.
PHILADELPHIA, Pa.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



Chicago Spring Butt Company
CHICAGO NEW YORK
CATALOGUES ON REQUEST



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

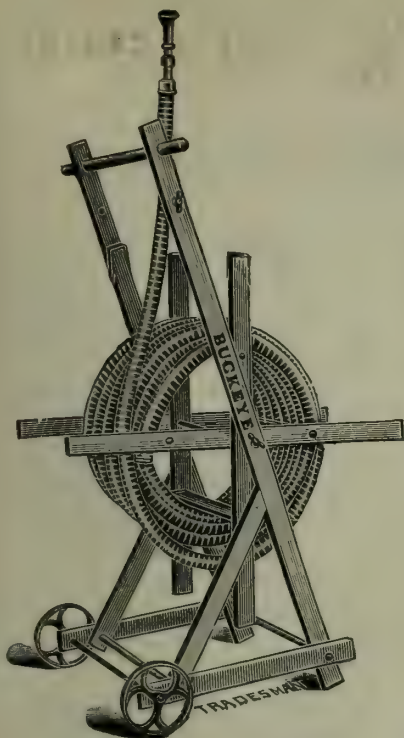
THOMAS PINK

Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO



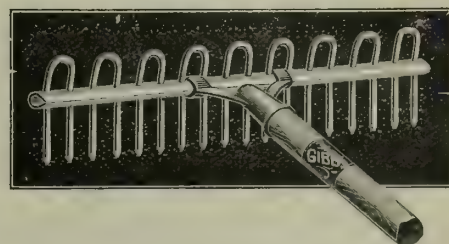
Buckeye Hose Reel

KEEP UP YOUR STOCK OF
LAWN AND GOODS
 OUR PRICES WILL HELP YOU DO IT



THE "FOUNTAIN"
LAWN SPRINKLER
 (Made of heavy Brass)

No Mechanism to get out of order



The Boss Lawn and Garden Rake



LAWN MOWERS

"DAISY"—"STAR"—"WOODYATT"
 "NEW ENGLAND," Ball Bearing
 "SPIDER" High-Grade Ball Bearing



GRASS CATCHERS

Triumph NO. 1	Adjustable for Low Wheel Mowers	10-in. to 18-in.
Iron Glad No. 1	Adjustable for High and Low Wheel Mowers	12-in to 18-in.
Bieder No. 13	Adjustable to all High Wheel Mowers	14-in to 24-in.

LEWIS BROS., LIMITED

MONTREAL

TORONTO
 OTTAWA

WINNIPEG

CALGARY
 VANCOUVER

Consumers Cordage Co.,

LIMITED

Manufacture every variety of

CORDAGE

PACKING

BINDER TWINE

LATHYARN

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The Standard Wickless Blue Flame Oil and Gasoline Stoves



Absolutely the cleanest, safest and most easily operated
Stoves on the market to-day.

Lights like gas—simply turn on the **oil and
apply the match.**

Catalogue shows full line of these stoves. Mailed on
application.

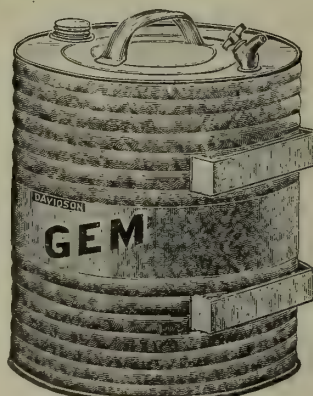
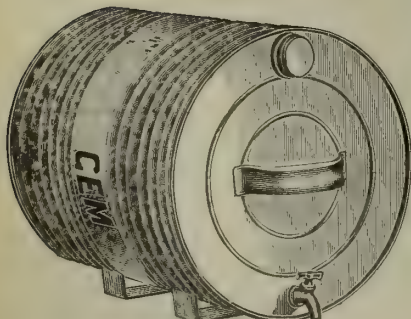
THE GEM OIL TANK

(IMPROVED STYLE)

HOLDS 5 GALLONS

The advantage of this Tank is that it
can be carried upright in a waggon, and the tap
being then on the top is not in the way. There
is therefore no risk of the tap being accidentally
opened or knocked off and the oil spilt.

Placed on its Side (as illustrated), on
table or shelf at convenient height, it is always
ready for use and makes the filling of lamps an
easy task.



(Body galvanized after being made up.)

Fitted with Special Dripless Kerosene Tap.

The THOMAS DAVIDSON MFG. CO., Ltd.

MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO.

Only
Wholesale

Wholesale
Only

ICE CREAM FREEZERS AND HAMMOCKS



"Frezo" Freezers"

Quarts, 1, 2, 3, 4, 6
Makes cream in **Four Minutes.**

Dasher is of an improved type, double scraper fastened in the same manner as in Peerless Iceland.



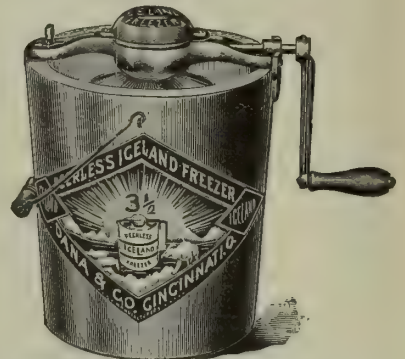
"Peerless" Ice Chipper

Made of a solid piece of steel.



American Twin Freezer

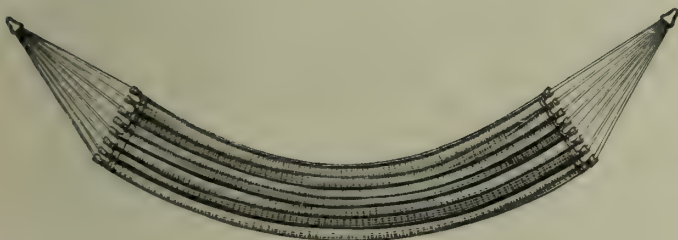
Quarts, 3 and 6



"Peerless Iceland" Freezer

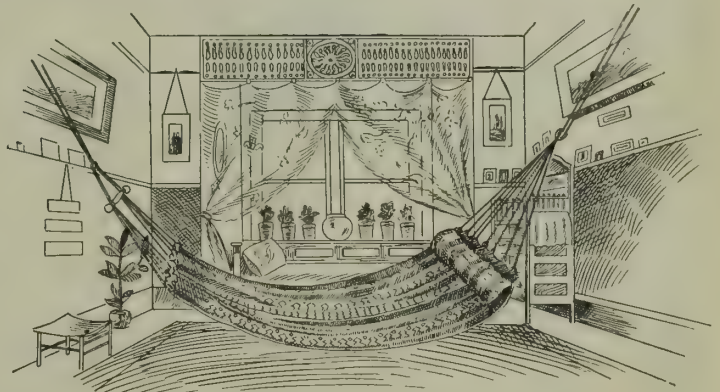
Quarts, 1, 2, 3, 4, 6, 8, 10, 12
16 and 20, with Fly Wheels.

Has the fewest parts and only one motion—all that is necessary for the freezing of smooth delicious cream in **Three Minutes.**



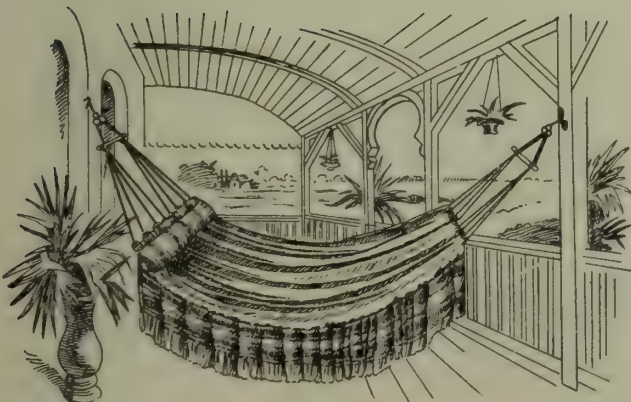
Open Weave

Size, 34 x 72 inches.



Canvas Weave

Size, 35 x 78 inches.



Jacquard Design

Size, 33 x 74 inches.



Jacquard Weave

Size, 40 x 85 inches.

For fuller particulars see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

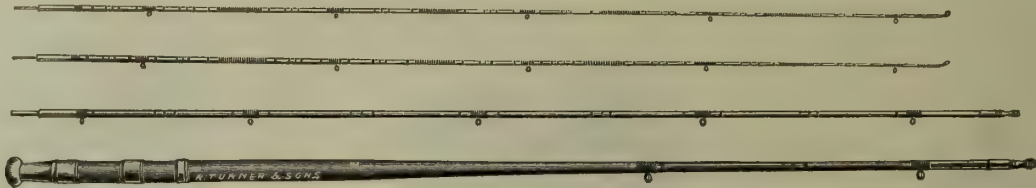
Factory: Dufferin Street, Toronto, Ont.

We Ship Promptly

Our Prices are Right

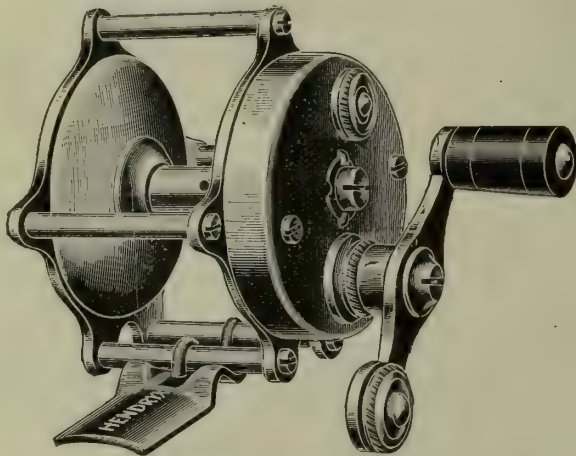
DO YOU REALIZE

that fishing tackle is a line that sells readily, yields a good margin, and is very easily handled? A small outlay will enable you to make a good display, and your stock is easily replenished.



Fly Rod No. 1223

Greenheart, single brazed, ringed, reel seat below handle, 3 joints and extra tip, length 10½ ft., weight, 15 oz.



Fishing Reel No. 2906

Double Multiplying, adjustable slide, drag, and click, nickel-plated, capacity 60 yds.

SELECTED SILK LINES, WATERPROOF.

Quality
No. 10



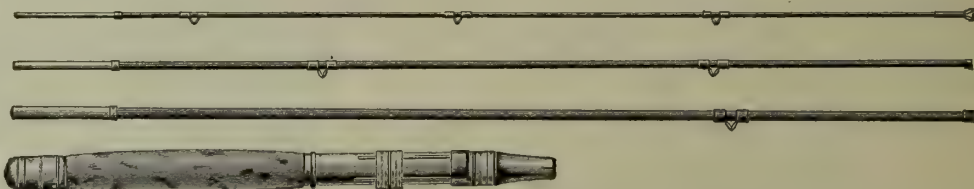
No.
Yds. 25

Breaking Strength

Manufactured by
R. TURNER & SONS,
Redditch, England.

Waterproof

Silk enamel lines, braided, mottled, white or green, 25 yds. on card, 4 connected,



Steel Bass Rod No. 211

Enamelled Green. German silver, two-ringed guides, and German silver three-ring tip, reel seat above the handle, 3 joints 32 in. long, length 8½ ft., weight 9½ oz.

The lines illustrated herewith, as well as a great many others, are fully described in our general loose-leaf catalogue. Let us quote you some figures.

F. & W. Hardware Montreal



F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA



**"TO WHOM IT
MAY CONCERN."**



St. Andre, April 27th, 1907

To Whom It May Concern :

It gives me much pleasure in recommending "Black Diamond Files" as being superior to any I have ever used, for filing saws, especially. I have been able to file eight saws of twenty-six inch diameter with one file, whereas with other files the best result I have been able to obtain was to file three saws of the same diameter with two files.

LA COMPAGNIE DESJARDINS

JAS. E. BEAULIEU, Foreman Machinery Dept.

BLACK DIAMOND FILES

are kept in stock and sold by

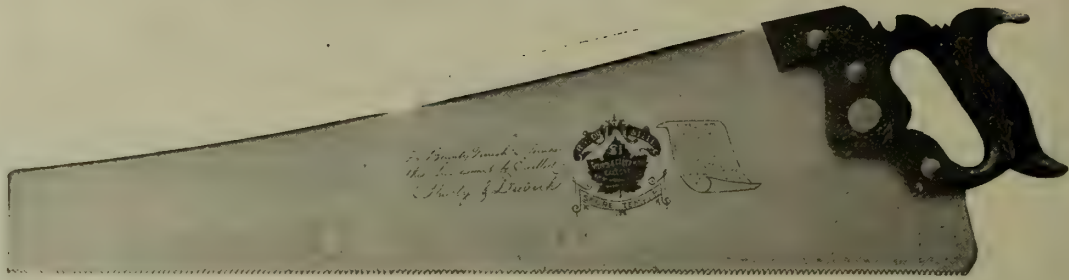
Caverhill Searmont & Co

MONTREAL

**Winnipeg, Ottawa, Quebec
Fraserville**



Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

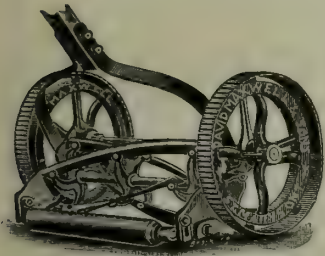
Manufactured
by

SHURLY & DIETRICH,

GALT, Ontario

A TRINITY OF TRADE BUILDERS

Maxwell Lawn Mower



The name means clean-cutting, durability and finish.

Two Household Favorites



Stock them. They come near selling themselves.



David Maxwell & Sons, St. Mary's, Ont.

SIMPLE

DURABLE



RELIABLE

STYLE P.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

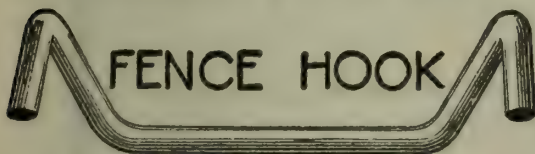
DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



FENCE HOOK

WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT.

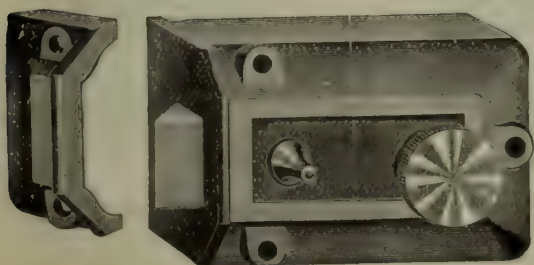
PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA. Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds



Cylinder Night Latch, No. 108.



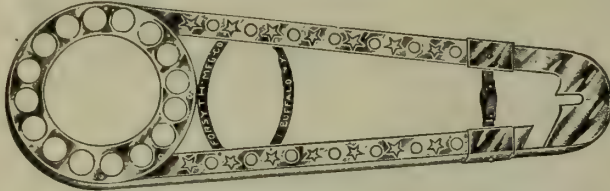
Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

A Better Metal Chain Guard

Just as soon as the trade knew that we were ready to market our improved Metal Chain-Guard, our construction department was almost swamped with orders.

Shrewd dealers recognized this Guard as



an important constituent of The Wise Buyers' line. The big bicycle boom in Canada should mean lots to you. It will—if you secure our catalogue and stock our bicycle accessories.

Forsyth Manufacturing Co.

Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



THE ORIGINAL

"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



DO YOU KEEP PROPER BOOKS?

"Any man who fails and who has not for five years before his failure kept proper books, shall be liable to a fine of \$800.00 and one year's imprisonment."

That's the law.

You will notice that the law makes distinctions—it assumes that there is a difference between properly and improperly kept books.

The law distinctly specifies that a man must keep proper books.

* * * * *

Business Systems mean proper bookkeeping.



Business Systems prevent errors creeping in, and make it possible for a man to tell where he stands at a moment's notice.

Business Systems form the line that separates failure from success—show you how everything is going and enable you to provide for any contingency which

may arise.

* * * * *

You can ask us more about this without having to buy.

A post card will bring you detailed information.

**BUSINESS
SYSTEMS
LIMITED**

84 SPADINA AVENUE
TORONTO . . . CANADA

ICE BOXES

and



REFRIGERATOR PANS

Apply

ONTARIO STEEL WARE, LIMITED

115-121 Brook Ave. and 79-91 Florence St.

TORONTO, ONT.

Take No Chances, Mr. Dealer !



There's just one brand of Paint Brushes good enough for you to stock if you are zealous for a lasting reputation, as well as a profitable trade. That brand is the far-famed, lasting-quality, easy-priced

BOECKH'S

the product of the largest and best equipped factory in Canada.

Added to the efficiency of our facilities and the skill of our artisans is the immense advantage of having permanent representatives in the countries of the Old World where the best bristles come from. We can out-buy any combine of our competitors in the Dominion. You reap the profits.

UNITED FACTORIES, LIMITED

TORONTO, CANADA

DOMINION WIRE MANUFACTURING CO.

MONTREAL AND TORONTO

LIMITED

BARB WIRE AND PLAIN GALVANIZED WIRE

BRIGHT AND GALVANIZED FENCE STAPLES

WIRE NAILS

FLAT HEAD
ROUND and OVAL HEAD

SCREWS

BRIGHT—BRASS
BRIGHT and BRASS

TINNED WIRE for Mattress, Broom, Bottling and Binding

STEEL WIRE BARREL HOOPS

COPPER AND BRASS WIRE

ALL MADE IN CANADA

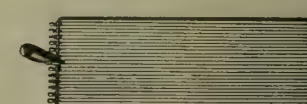
Proper Heating Essential

Tensile strength, great durability and facility in welding depend on the treatment of the metal in the furnace.

Only experts handle the iron in the London Mills' Furnaces. This is the secret of the regularity of its good quality.

A trial order will make you a regular customer.

London Rolling Mills
London, Canada.



When in the market for GANG CHEESE PRESSES and up-to-date CURD CUTTERS just sit down and write to **JAMES & REID, Perth, Ont.** For FARMER'S FEED COOKERS write **JAMES BROS. FOUNDRY CO., Perth, Ont.**

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"
OF PORTLAND CEMENT

Prices on application. Prompt shipment

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

WORK AND PRICES RIGHT
GALVANIZING ONT.
WIND ENGINE & PUMP CO
TORONTO, ONT. LIMITED

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St., - - BIRMINGHAM

ATKINS SILVER STEEL SAWS



are profitable Saws. Full of Quality, you can safely recommend them to your trade. Every Atkins Saw you sell; sells others—There's money in them for Y O U. Shall we call?

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,
Home Office and Factory, Indianapolis, Ind.
Canadian Branch—No. 77 Adelaide St., E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company
PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,**

Wellsville Polish, Range Steel,

Wood's "A" Planished Iron,

**Black Steel specialties for all purposes,
Tinsplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents
MONTREAL, CANADA

The Best on the Market

This is the opinion of all Hardware Men who have had the Empire Imperial and Champion Axe Handles. WHY? BECAUSE the quality and finish of them cannot be surpassed.

If you have not already had them you should not delay in ordering them as they are in great demand. We also make all kinds of Hammer, Sledge and Pick Handles.

Write for free lists and discounts.

J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

Limited

ANCHOR CLOTHES LINE HOLDER



Either for outdoor, or inside house. Don't have to leave your lines out to the weather. Can put them up in a few seconds; no knots, no trouble, galvanized steel, no rust. The only article of its kind that has all the requirements—cheap, durable. Every house in Canada should have them.

Cleanliness is Next to Godliness

Wash your clothes, put out your line and use the Anchor Clothes Line Holder.

Ontario Metal Novelty Mfg. Co.,

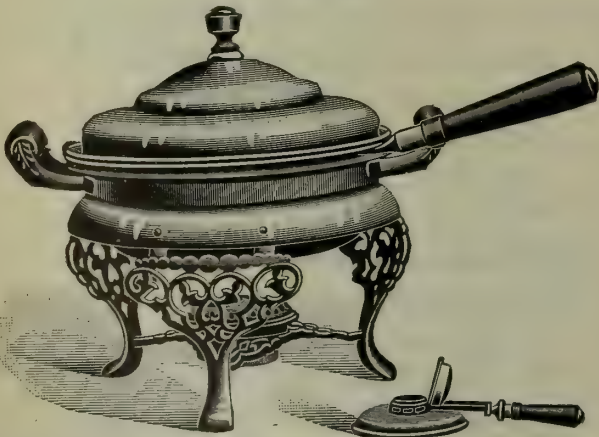
111 King Street East, :: :: TORONTO

The

Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.



We manufacture
Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors

Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures

Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High Grade and exceedingly presentable.

REPRESENTED BY

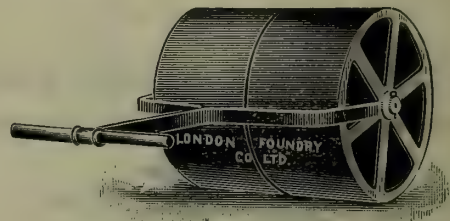
H. F. McINTOSH & CO.

34 Yonge Street,

TORONTO, ONT.

Write for
Catalogue

NOW IS THE TIME FOR LAWN ROLLERS



We manufacture all kinds.

Water Ballast, 1, 2 and 3 Section Cast Iron, and Box Top with Cast Iron Rolls.

The London Foundry Co.
London, - Canada

The Dunn Hollow Concrete Block Machine

Many dealers are increasing their trade in Cement by pushing sales of the Dunn Machine.

Some are also making a good profit by renting machines to parties building. Machine is compact, portable, simply operated and moderate in price.



WRITE US FOR CATALOGUE H.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

THE WAGGONER EXTENSION LADDER



is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired. Every painter, tinner, stacker and farmer needs one.

Write for circulars and prices.

The Wagoner Ladder Co., Ltd.

LONDON, - - CANADA

E. H. Briggs Co., Ltd., Western Representative
Winnipeg, Man.

MITCHELL'S SELF-TESTING SAFETY CODE

REVISED EDITION

A New and Scientific System for the Transmission of Messages by Telegraph or Cable, so arranged that one word may convey several meanings, such as Article, Quality, Price Quantity, Terms, etc.

By other codes three and four words are required to express what this system will convey in one word, thus costing three and four times as much as the same message if sent by this system.

EXAMPLES

Code Words

LUDELPHEL MEBDIKOLAF WOCUMZEXGI—Ship by Cunard Steamer from your port 28th June, 150 pieces Bevelled Plate Glass, 18" bevel, 18½ x 24".
WULYBSAENI—Steel sheets 27 g. 24 x 101", 10,000 packages.
WUPUHABHE—Wire Nails 5d. Buy 500 kegs.
WUWUKAFDE—Rosin, "I" quality quote cost and freight shipment 1st half of next month, 200 barrels
XASYSJABBA—Delivery Wagon Platform Springs 2 to 3,000 lbs., increase our order to ten.

Try these with your codes. An 8-page prospectus with full particulars sent free on request.

The Mitchell Self-Testing Safety Code Co.

8 COLBORNE ST. - TORONTO, CANADA

BARGAINS

IN

CHEAP POWER

We have the following New Gasoline Engines for sale at a very low price—

4—1½-H. P. Gasoline Engines
(Bates & Edmunds, Lansing, Mich.)

12—8-H. P. Gasoline Engines
(Labatt Mfg. Co., London, Ont.)

5—12-H. P. Gasoline Engines
(Labatt Mfg. Co., London, Ont.)

Also a number of second hand Engines in good order

THE CANADIAN FAIRBANKS CO., Ltd.

26-28 Front Street West,
TORONTO

BANNER COLD BLAST LANTERNS



Made from

Heavy Welsh
Tin Plates

Fitted with

Side Crank
Lift and
Countersunk
Oil Feed

—Attractive—
—Windproof—

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

STAUNTON'S

New

Wall Papers

For 1908

Our 51st OFFERING to THE TRADE
is nearly READY.

FOR HIGH QUALITY OF DESIGNS, EXCELLENCE OF COLOR TREATMENTS, PRICE
VALUES, IT SURPASSES ALL PREVIOUS SHOWINGS. :: :: :: :: ::

VALUE IS THE VITAL POINT IN BUSINESS. OUR VALUES ARE UNQUALIFIEDLY
THE BEST OBTAINABLE FOR THE MONEY. :: :: :: :: ::

BETTER HOLD YOUR ORDERS UNTIL YOU
HAVE EXAMINED THESE EXCEPTIONAL GOODS.

We will soon distribute our new ART CALENDAR for 1907-8. Send
your name on a post card and prevent being unintentionally overlooked.
Mailed ONLY to WALL PAPER DEALERS.

STAUNTONS LIMITED

Manufacturers of Superior Wall Papers

TORONTO

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

CALGARY, ALTA.
HALIFAX, N.S.
OTTAWA, ONT.

HAMILTON, ONT.
QUEBEC, QUE.
VANCOUVER, B.C.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Want Help?

If you are located in a small city or country town, a want ad. placed in the local papers means that possibly half-a-dozen young men will read it.

If you are located in even a big city, a want ad. in any metropolitan daily costs money. You are paying for a circulation of 100,000, and there is no possibility of more than 200 of the men you want to reach seeing that ad.

Doesn't that look like throwing money away? It does. Because you are paying for 99,800 of a circulation that is absolutely worthless as far as your wants are concerned.

Every Hardware clerk sufficiently interested in his business to pay you as an employee, reads

Hardware and Metal

When you want a man your ad. should appear in our Want columns. It certainly will pay you well to consider this.

Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion, and 1c. a word for subsequent insertions. Box number, 5 cents extra. Write or phone our nearest office.

HARDWARE AND METAL

Toronto Montreal Winnipeg

**Persons addressing advertisers kindly mention having
seen their advertisement in Hardware and Metal.**

HIS  MARK

High Grade Printing

from the conception of the idea to the finished job—we are now ready to produce in our **NEW PRINTING DEPARTMENT**

With everything new—

NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—

NEW PRESSES—the latest products of the press makers—

NEW TYPE—the best faces selected from the stocks of leading foundries and a

NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish layouts, dummies, schemes and designs for anything from a letterhead to a catalog—

If you want
“printing that’s different”
let us hear from you

MACLEAN PUBLISHING CO LTD

John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG

PRINTING DEPT
Charles Edward Peabody
Manager

his  mark

KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

DON'T BUY CALENDARS

until you have inspected our very large and complete range of samples. The line includes subjects reproduced by every known process of the printing and lithographing art. The selection of these designs is made with a view of meeting the advertising needs of every merchant.

Our prices will interest you

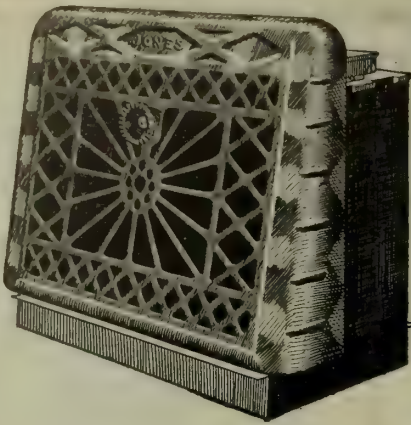
If You Cannot Wait

for our Representative to call on his regular trip, let us know. We will arrange for you to see the samples.

Give us a chance to demonstrate that we have the finest line on the market.

THE LONDON
Printing and Lithographing Company
London, Canada





A QUESTION OF MERIT Registers, like all other articles, appeal to people on their lasting merit—their superiority to the next best on the market. The reason why most shrewd dealers recommend the

JONES' SIDE-WALL REGISTERS

is apparant to the practical man at a glance. They reduce the initial cost of a heating system by reducing piping 50 per cent.—save money for your customer, and give thorough and lasting satisfaction.

WRITE FOR PARTICULARS

The Jones Register Co.

732 King St. West

Toronto, Canada

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.



H. & C. No. 100.

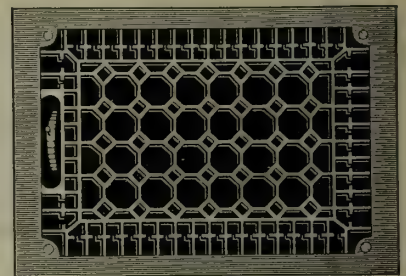
FERROSTEEL REGISTERS

The only house in the world manufacturing

CAST IRON FLOOR
SEMI STEEL FLOOR
WROUGHT STEEL FLOOR
CAST IRON SPECIAL SIDE WALL
WROUGHT STEEL SPECIAL SIDE WALL
FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS
DEFLECTORS, PANCAKES, WAFERS

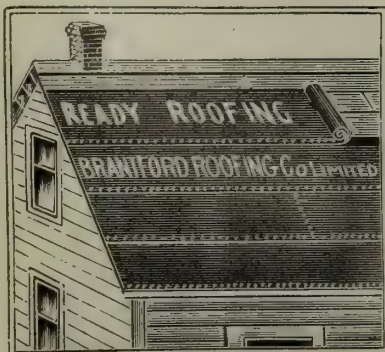
In all Designs and Finishes.
Mechanism Perfect.
Capacity Greatest.
Finish Unsurpassed.

No reputable line can undersell us.



MOORISH DESIGN

FERROSTEEL COMPANY, - - CLEVELAND, OHIO



Brantford Roofing

Do you handle it? A post card to us will bring you samples, prices and the fullest information. Be first. There's no Roofing just as good as Brantford. Compare our samples. A feature in dealing with us, is, we have two kinds for your customers to select from. See our Patent Metal Ends on Rolls. With this device goods arrive in nice shape. Looks fresh.

Brantford Roofing Co., Limited
BRANTFORD - - CANADA

Our New
Line of



Plain Steam
Whistles

Made of the
Best Steam Metal

Well
Finished

Clear Full Tone

Send us your orders
for whistles.



Made of the
Best Steam Metal

Well
Finished

Clear Full Tone

Send us your orders
for whistles.

PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

PAROID ROOFING

The roofing sold on a money-back guarantee



If you are not already selling Paroid Roofing, send for our special proposition. Paroid is the easiest selling ready roofing made. Every roll is sold on a money-back guarantee, and

Paroid is the only ready roofing furnished with rust-proof caps.

The best roofing season soon opens and if you are interested, you should write at once. Our advertising plan, which is free to you, will bring customers to your store for other things as well as Paroid. Drop us a postal to-day.

F. W. BIRD & SON, Makers

Established in U.S.A., 1817

Factory at Hamilton, Ont.

Offices at Winnipeg, Man., and Hamilton, Ont.

Send Us Your
Troublesome Accounts

We can collect them often when others fail. Satisfaction guaranteed. Highest references.

The Beardwood Agency

Claims Collections and Commercial Reports

313 New York Life Bldg., MONTREAL

\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

**CANADIAN
CONTRACT
RECORD**

tell where contracts may be had.
\$2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.



NOTHING FOR NECESSITIES—NOTHING FOR REPAIRS

When you buy Amatite everything is included in the FIRST COST. There is no cost for EXTRAS, because nails and cement for laps are furnished free with every roll.

There is no MAINTENANCE cost, because its mineral surface makes painting and coating absolutely unnecessary.

There is no REPAIR COST, because Amatite is so constructed that it needs no attention after it is once laid on the roof.

There is no LABOR cost, because Amatite is so easy to lay that you can do the work yourself.

The first cost is the only cost—THE FINAL COST.

Amatite is the only Ready Roofing embodying every good point that a roof should possess.

Heat and cold, rain and snow, acids and chemicals do not affect it, and in addition to this its mineral surface makes it one of the best fire-retardants known. It is roofing at its best.

Free Sample A Booklet telling more about it and a Free Sample will be sent upon request. Send at once and see for yourself how much better Amatite is than the "paint me every two years or leak" roofings.

Paterson Manufacturing Co., Ltd.,

Canadian Agents

Toronto

Montreal

Winnipeg

St. John, N.B.

Halifax, N.S.

Manufacturers' Agents

CHARLES H. FOX

Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O. Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.



This is the Mark that Means Something

It is the distinctive brand of genuine Armstrong Stocks and Die and Pipe Fitters' Tools.

No "Armstrong pattern" or "just as good as Armstrong" have this stamp. Don't buy anything in this line that hasn't this brand as it is the mark of genuineness.

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292 Knowton Street, Bridgeport, Conn.

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You will find on our want ad. page particulars regarding hardware businesses for sale. If none of these suit you insert a want ad. giving in detail just what you want.

There must be someone in Canada who has for sale just what you want to buy.

We can find that man for you.

Try a want ad. Write or phone our nearest office.

HARDWARE AND METAL

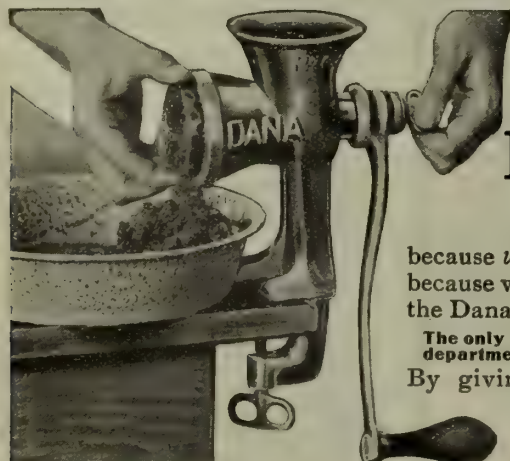
Montreal, Toronto, Winnipeg.

"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathes and Plane Tools and other machine shop specialties.

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Dana Food Choppers
Make Money for You

because we tell your customers how good they are; and because women who buy them, tell their friends how the Dana Food Chopper helps the cook.

The only Food Chopper not sold by catalogue houses or department stores, and advertised big in home papers.

By giving complete and lasting satisfaction to your customers, Dana Food Choppers help your general sales.

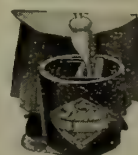
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THE DANA MFG. CO., Cincinnati, O. 10 Warren St., N. Y.



The Freezer the Women want.

Dana Peerless Freezer
Write for catalogue



Dana Mop Wringer takes a woman off her knees.

To
EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES"
COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

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Non-Staining Cement

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Best in the World

Bricks

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KING, QUEEN and WELLINGTON STS.

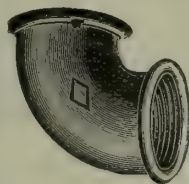
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ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto



There's just one brand to recommend when it comes to fittings,

"Diamond" brand Fittings

because the material and workmanship are alike perfect.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking**

Tackle Block. Saves the labor of two or three men. 600 to 5,000 pounds capacity.

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Munro Wire Works, Winnipeg
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BEAVER POST-HOLE DIGGER

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break

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HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: **Montreal,** **Halifax,** **Ottawa,** **Winnipeg**
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Farley = Phillips, Limited

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Silverware, Cutlery and Cut Glass

Special designs made for special customers. Will also carry an exquisite line of English China and Pottery. Do not give your orders before you communicate with us. Catalogue on application.

New Premises, Factory and Showrooms: **Corner St. Catherine & St. Urbain Sts.**
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Recommend The Best

Shrewd dealers not only recommend the best window glass—they also stock it. **There's a reason for it.** Once your customer becomes convinced that his interests are yours, you've secured his trade for all time.

While high-grade, almost imperishable.

WINDOW GLASS

is our specialty, we also manufacture **Fan Lights, Door Lights, Hall Windows, Side Lights, etc., made in Copper, or German Silver Bars.**

Our catalogue should be on every dealer's desk. A post card brings it to you. Write to-day for particulars.

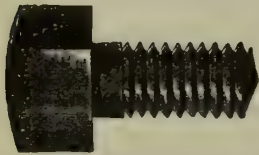
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LONDON

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MANUFACTURERS OF
Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

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ACKNOWLEDGED THE BEST.

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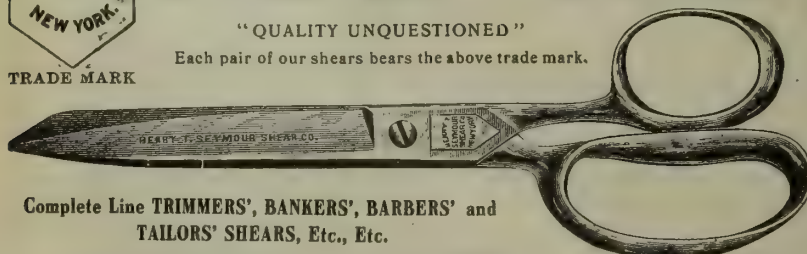
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SEYMOUR SHEARS

have been the Standard for over half a century

"QUALITY UNQUESTIONED"

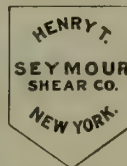
Each pair of our shears bears the above trade mark.



Complete Line TRIMMERS', BANKERS', BARBERS' and
TAILORS' SHEARS, Etc., Etc.

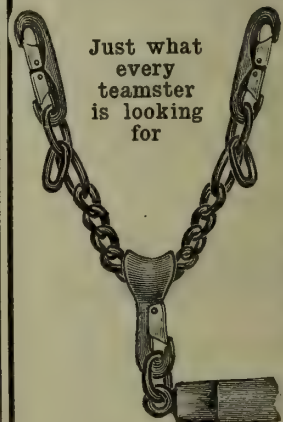
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WIEBUSCH & HILGER, LIMITED, NEW YORK
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Just what every teamster is looking for

Adjustable to any length.

Snaps and Chain complete, XC plate.

Harness Snaps, Chains, Wagon Jacks, Rope Halters, etc.

Sold by all leading Jobbers

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Water Proof Floors for
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Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

DOLLARS FOR YOU

There are dollars for you in that Range and they'll roll in just about the time you need them most. In the warm sultry days trade lags, and the women of your town will be on a still hunt for **THE OXFORD GAS RANGE**, because it is easily the best by any test on the market.



The Oxford Gas Range "1907" Series For Natural Gas

is a beauty. It embodies all the good points of The Oxford Gas Range, "B" Series, and also some unique ones which will ensure it a welcome where natural gas is used.

The Oven of this range is perfect. The bottom of the oven is cast iron with a heavy brick lining half an inch thick, patented. The brick lining means that even the fierce heat of natural gas cannot warp the bottom of this oven.

Send for full particulars about this range and if you decide that there isn't **DOLLARS FOR YOU** in The Oxford, we'll drop the matter.

Remember, you're the judge. Write to-day.

The Gurney Foundry Company, Limited

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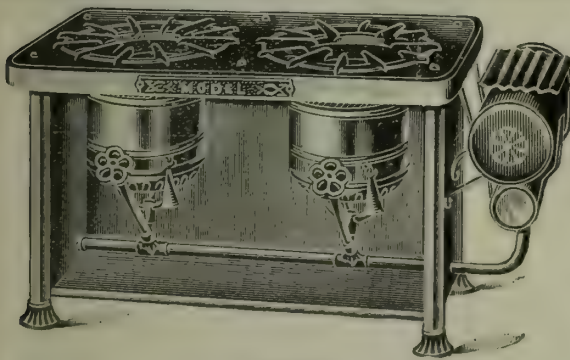
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MODEL
Wickless Blue Flame Oil Stove

The sale of Gas, Gasoline and Oil Stoves, Gas Hot Plates, Refrigerators, Ice Cream Freezers, and other specialties for summer use will open up with a rush one of these days. Have you a sample of our different lines in stock? If not, you should lose no time in getting them, as many sales will go to the other fellow if your stock is not freshened up.

We have heavy stocks in all lines at all our warehouses, and can supply on short notice. Telephone, telegraph or write your orders at once, and they will be filled the same day.

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"Everything for the Tinshop"

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SASH WEIGHTS

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Sizes 1½" x 3-lbs. to 2½" x 40-lbs.

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**TABLE and POCKET CUTLERY, RAZORS,
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Unless you can afford to ignore the farmers' trade you'd best recommend the

"DILLON" HINGE-STAY FIELD FENCE

because it is the best by any test on the Canadian market.

DURABLE

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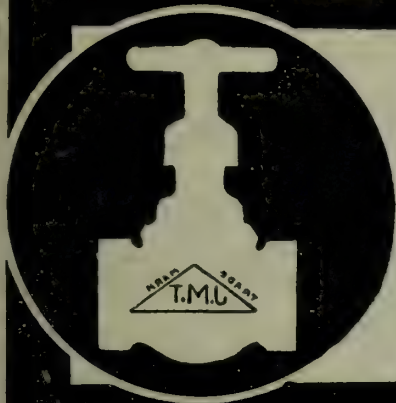
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On July 3rd, 1907, Mr. B. Olney Hough, editor of the *AMERICAN EXPORTER*, will sail from New York on an extended tour—embracing 16 countries of Europe and consuming over 4 months of time—for the purpose of bringing about a closer commercial acquaintance between the foreign buyer and the manufacturers of the United States and Canada represented by us on this tour. Is there any one in Europe that you would like us to call on in your interests? Do you want to establish foreign agencies? Do you want names of buyers of your line of goods in Europe? Full particulars showing how we can serve you on this tour will be sent on request. No commission is charged either the manufacturer or the foreign buyer for these services.

AMERICAN EXPORTER THE WORLD'S LEADING EXPORT PUBLICATION **135 William St., New York**



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Require no introduction, they are so universally known by the trade as representing **all that is best** in valve construction—material, workmanship, efficiency.
Made in all the standard patterns. Of all dealers

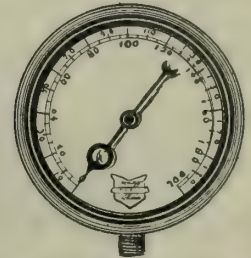


The J.M.T. Injector

J.M.T. Injectors combine all the good features required in a first-class boiler feeder

We make the largest variety in
Engineers' Supplies
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The
James Morrison
Brass Mfg. Co.
TORONTO, LIMITED



We make a full line of Steam Vacuum and Combination Gauges, Water Works Gauges, Revolution Counters, Engineers' Clocks, Pressure Recording Gauges, etc.



The Man Who Investigates!

The man who builds a home, or buys a new heating system, wants the best he can get for his money—and, you've probably noticed, he buys with more care than formerly.

And that's just why it's so easy to sell **KELSEY Warm Air Generators**.

The more a prospective buyer will investigate, the higher will be his opinion of the **KELSEY Generator!**

Why don't you get away from price-competition?

Why don't you plan to do a better class of business—that is, get more money for your work, and go after the big jobs?

There's a much brighter future in it for you—than to continue trying to be the lowest bidder.

With the **KELSEY**, you have a construction that is entirely different, and an apparatus that has very strong "talking points."

And when you stop to think of it,—the fact that **the man who investigates usually buys a KELSEY**,—doesn't that prove the **KELSEY** appeals to the public?

We'd like to show you how you can go after a better class of heating business, and make a larger profit for yourself.

May we go over the matter with you?

MORE THAN 30,000 PLEASED KELSEY USERS.

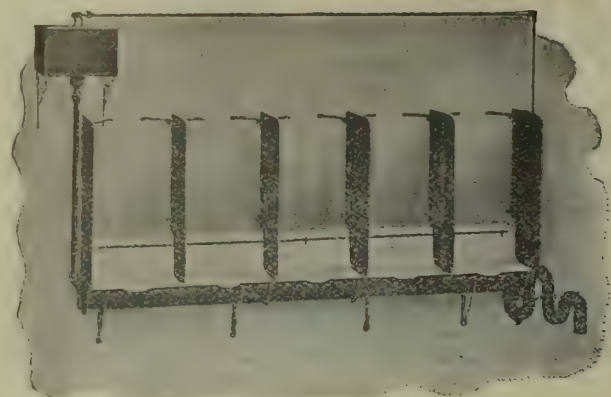
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WESTERN BRANCH:
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- **Brockville, Ont.**

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**Standard Ideal Porcelain
Enameled Ware**



is recognized by the leading dealers in Plumbing Equipment. Standard Ideal Ware is of one-piece construction, durable in character and of designs calculated to meet the requirements of the Canadian Trade.

We manufacture Bath Tubs, Sitz Baths, Shower Baths, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Sinks, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances.

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Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO,

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TO
HARDWARE DEALERS



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"LION" Brand
PUTZ TRIPLE EXTRACT
METAL POLISH
IN LIQUID OR PASTE

The most reliable metal polish in the market. Once tried always used.

Support Canadian Industries

Manufactured by

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The Finest Family
Polish on the market.

BLACK JACK

AT YOUR JOBBERS'

Jardine Hand Drills
New Designs

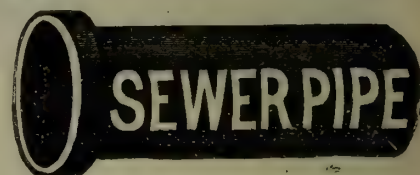
Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

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Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

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ST. JOHNS, QUE.

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BRITISH MANUFACTURE.



Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

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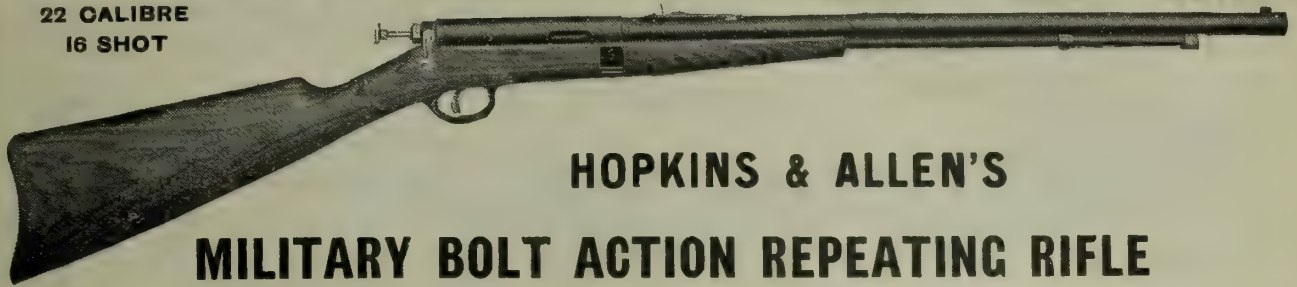
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TORONTO

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

**\$8²⁵
LIST**

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
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MATTER—FREE.

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THE HOPKINS & ALLEN ARMS CO.

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Shows Bolt Drawn Back—Position for Ejecting Shells.

Why Not Sell British Goods and Get the Lowest Tariff ?

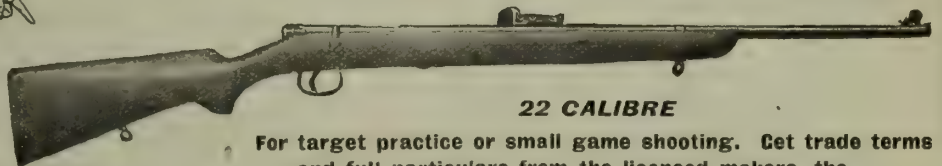
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It is the New Model British "War Office" miniature rifle, the most accurate small bore rifle made. Manufactured in the same factory—by the same machinery—as the British

SERVICE RIFLE

Write for lists and particulars.



22 CALIBRE

For target practice or small game shooting. Get trade terms and full particulars from the licensed makers, the

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Victoria Park Works

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PASTE OR LIQUID

MAJESTIC

Has no superior. Made in Canada by Canadians, for Canadians. Write for samples and prices.

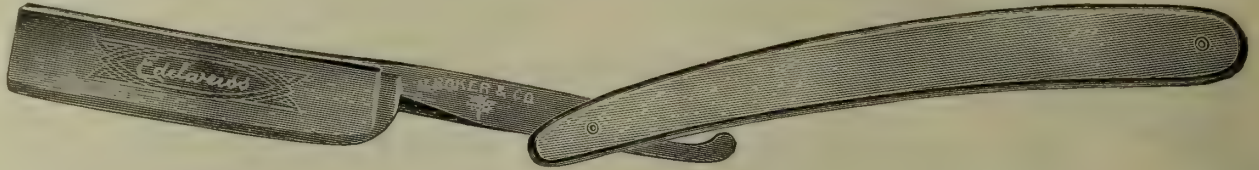
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is the name of a plant or small white flower which grows only on the Alps and Pyrenees, at a great altitude, in situations difficult of access. "Edelweiss" is much sought after by Alpine travellers and mountain climbers.



The Quality and Temper of "Edelweiss" Razors are also very difficult to attain. None but the most skillful workmen treat this Razor during the process of manufacture. The finished "Edelweiss" Razor is in Quality as much above the ordinary Razors as the "Edelweiss" Flower grows above other flowers.

For Sale by all Leading Wholesale Houses

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**THE VIA GELLIA
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Turkey Reds, Venetian Reds, Red
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Superfine Ivory and Drop Blacks,
Natural Lump Rottenstone
(Brown and White).

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WM. O. GREENWAY

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SQUARE AND HEXAGON

U.S. STANDARD

5/8" Diameter and Larger

PROMPT SHIPMENTS

Toronto and Belleville Rolling Mills

BELLEVILLE, ONT.

LIMITED



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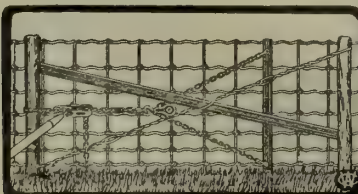


Will Hold up a Shelf

That's what a shelf brackets for.

For this purpose there can be
NOTHING BETTER, NOTHING
CHEAPER than the **BRADLEY STEEL
BRACKET**. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
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ATLAS MFG. CO., New Haven.



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Everyone intending fence building should send for our folder on Erecting Fences. It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.



THE PEOPLE KNOW

That our Trade-Mark on



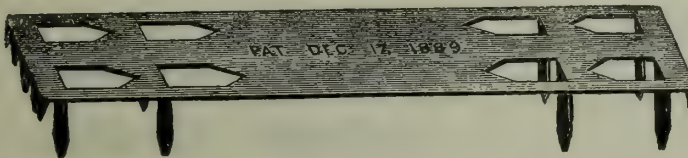
**Cutlery, Electro Plate
and
Solid Nickel Silverware**

is a surety of quality.

It pays most dealers to stock our lines and it will pay you.

The **McGLASHAN, CLARKE CO., Limited**
NIAGARA FALLS, CAN.

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The best labor-saving device for the Shipping Room. By their use you can make old cases stronger than new. Order a sample lot.

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No. 30 King. Price, each \$5.20 net.

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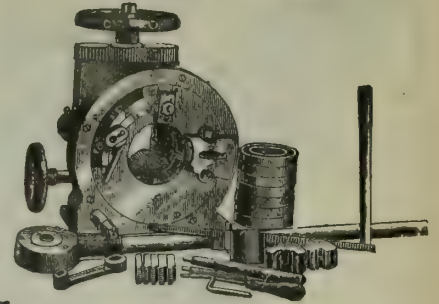
We manufacture the largest line of mechanical tools using gasoline, kerosene and alcohol as fuel. Your jobber will supply you at factory prices. Guaranteed to please you or money refunded.

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goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has enclosed gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

**Catalogue for the asking.
Quick shipments.**

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Sole Agents for Canada

Limited

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Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

SITUATION WANTED.

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at stake, insures the quality of every article.

World's Best Cutlery

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JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

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MONTREAL

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"NEW HOME WASHER"

BALL BEARING



Large
Capacity.
Easy
Running.
Fast
Washing.
Wonder
Workers
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Labor Savers
on
Wash Day.

—MADE BY—

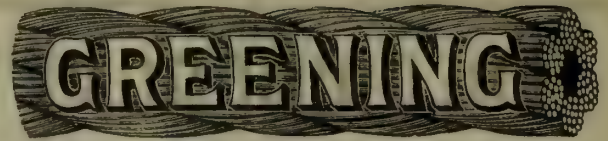
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Rope Grease**

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MR. DEALER! If you want to handle the best Food Chopper on the Canadian market, the Food Chopper particular housewives demand, you will stock the

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FOOD
CHOPPER**

because of merit and merit alone.

The Shirreff is a guaranteed machine, made in Canada. All parts tinned to prevent rusting. It works easily and quickly. Write for particulars,

SHIRREFF MFG. CO., Limited
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DOUBLE-ACTING—RED
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now! We have them in stock in all sizes. Do not forget to mention "The R Berg Hardware" Brand when ordering from your jobber, or write direct to

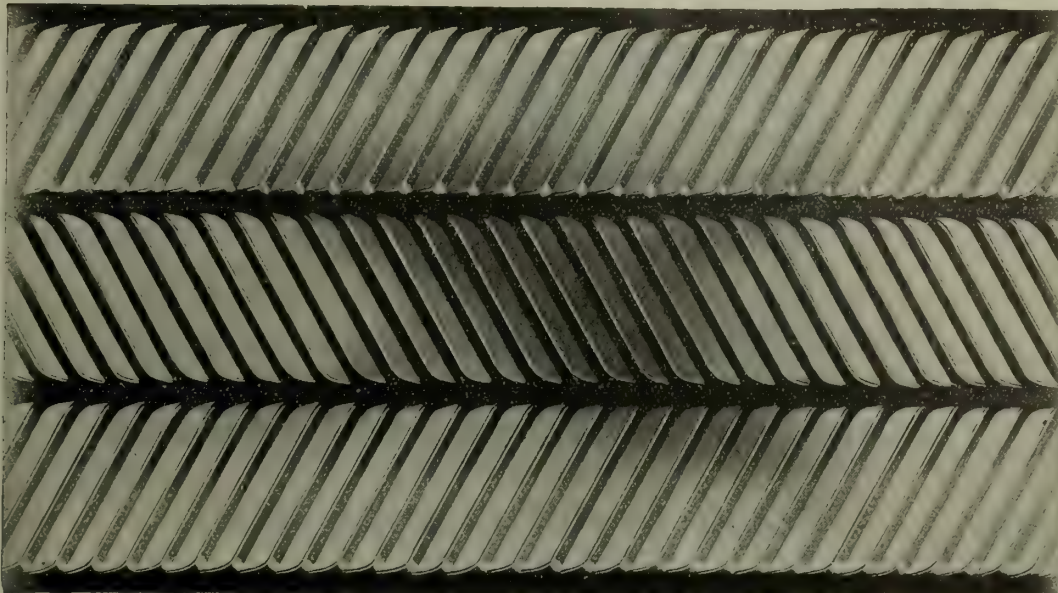


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MONTREAL

"HERRINGBONE" Expanded Steel Lath

THE MOST RIGID EXPANDED METAL LATH ON THE MARKET. THE MOST EASILY APPLIED AND PLASTERED. THE MOST ECONOMICAL IN THE END.



We are now manufacturing "HERRINGBONE" lath, and can supply the trade with any quantity required, at shortest notice.

We can safely say that "HERRINGBONE" is the most satisfactory metal lath in the world, for both *interior* and *exterior* construction, partitions, ceilings, columns, and rough cast or cement siding.

READ WHAT USERS SAY ABOUT "HERRINGBONE."

"EVERY ONE ADMITS ITS SUPERIORITY."

Chatham, April 3, 1907.

Dear Sirs,—Your consignment of "HERRINGBONE" lath arrived promptly. I have placed same in position, on Dominion Bank, Chatham, and find, although the building was much cut up, only $1\frac{1}{2}$ yards of waste on 400 yards, (measured). To cover same with plaster, one coat, it took 8 barrels of lime and 40 of sand, exactly the same as wood lath. Every contractor and architect admits its superiority over other metal laths, on account of its stiffness, and ease in placing in position.

Yours very truly,
(signed) Richard Tipping.

"MOST SATISFACTORY."

London, Ont., May 18, 1907.

Gentlemen,—The "HERRINGBONE" lath which you furnished us, has been

used on the new Military Stores Building here, and, on inquiry from the plasterer as well as the architect in charge, we find that it has been most satisfactory. Yours truly,

(signed) W. Stevely & Son.

"WILL USE NO OTHER."

Chatham, May 20, 1907.

Dear Sirs,—In the construction of the Waterloo County & Country Club House, between Preston and Galt, we used your "HERRINGBONE" lath, and it convinced us that it was the best metal lath we have ever used. It being very rigid, does not spring away from the trowel, therefore taking less pains in troweling to do a good job. We can recommend it to all parties in need of lath. You may depend, we will use no other. Yours very truly,

The Chatham Fireproof Construction Co.

A. E. Drew, Manager.

We are always pleased to send samples of "HERRINGBONE" Lath on request.

Send for our attractive literature, and interest your customers who are building, in "HERRINGBONE" Expanded Steel Lath. In this as in our other lines, "WE WORK WITH THE TRADE."

THE METAL SHINGLE & SIDING CO., LIMITED

PRESTON, ONT., and MONTREAL, QUE.

Sales Agents:

ST. JOHN, N.B.
Emerson & Fisher, Ltd.

QUEBEC
J. A. Bernard
VANCOUVER: McLennan, McFeely & Co., Ltd.

WINNIPEG
Clare & Brockest

CALGARY
Ellis & Grogan

Kemp Manufacturing Company

New Improved Cereal Cooker

104—4 pints inside dish

106—6 " " "

108—8 " " "



104—\$13.50 per dozen

106—\$17.50 "

108—\$22.00 "

DIAMOND AND PEARL WARES

Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL



TIME TO WAKE UP!

and sell off, at any price, the old scrap-iron spikes of
bygone days, and put in a stock of

CAPEWELL HORSE NAILS,

the leading nails of the world, and the BEST.

The proposition we have to offer is a most attractive one, and is yours for the asking.

Prices, samples, catalogue and 1907 calendar free on request.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branches: WINNIPEG AND VANCOUVER.



Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealer's Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B. Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Olemens, Sedgewick; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—W. G. Scott, Mount Forest.
1st Vice-President—J. R. Hamby, Barrie.
2nd Vice-President—J. Walton Peart, St. Marys.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and H. Becker, Hamburg; G. A. Binns, Newmarket; D. Brocklebank, Arthur; A. W. Humphries, Parkhill; W. A. Mitchell, Kingston, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto

Officers British Columbia Retail Hardware Association.

President—L. B. Lusby, New Westminster.
Vice-President—C. Snell, Vancouver.
Secretary-Treasurer—John Burns, Vancouver.
Executive Committee—W. Stearman, Vancouver; H. T. Kirk, New Westminster; R. A. Ogilvie, Victoria

SELLING TO CONSUMERS.

Another complaint of selling to consumers has been received from a western Ontario dealer. The traveler for a valve manufacturer quoted a price to a local manufacturer and then quoted a lower price to the dealer. The biter was bitten, however, as the dealer was able to swing the order to another valve manufacturer. The dealer makes a pretty clear case against the manufacturer and it is being inquired into by the executive of the Ontario Association.

DIFFICULTIES OF ORGANIZATION.

One member of the Ontario association feels that the organization is a hold-up game, and a letter from him is reproduced below as it provides an opportunity for other members to express their views. It isn't likely that many will agree with him—in fact it is doubtful if any will accept his extreme view—but a discussion on the work of the association would be helpful to the officers who are spending their time and money in an effort to improve their own and their fellow hardware dealers' business conditions.

The discontented dealer does business in a town on the Grand Trunk east of Toronto, where as yet little organization work has been done for the sufficient reason that it has been impossible to secure an organizer with the funds at hand, and the officers have found it impossible to do any personal work with the exception of two short trips made by the secretary last fall.

The executive officers have engaged four men as organizers, two of whom have done splendid work, but the low

membership fee has prevented the payment of remuneration sufficient to pay traveling expenses and a wage sufficient to keep a capable man engaged on organization work. Despite this fact, progress is being made—the discontented member to the contrary, notwithstanding, three of his near-by competitors having forwarded their membership renewals by letter during the past month. The letter referred to reads:

Dear Sir,—“Your notice of subscription claim and collection claim reached me. I have no intention of renewing my subscription. I have seen no good results of your work up to the present, only preliminary in the abstract.”

Yours truly,

The dealer is one of three who have asked to have their names taken off the membership roll. He is entitled to his opinion, but the opposite opinion will be held by the half hundred who attended the Good Friday convention and agreed with the statement that as a direct result of the association being in existence they could see a big reduction in the number of sales made to consumers by jobbers and manufacturing houses.

Since organization took place over 200 dealers have joined the association. Organization work, of necessity, claimed first attention, but in the matter of c.o.d. parcels post, mutual fire insurance, cartage charges, selling to consumers, collection of accounts, and other questions, the trade has undoubtedly benefited as a result of organization.

COLLECTION FORMS A SUCCESS.

A month ago the executive of the Ontario association established a “Collections Department” and adopted two form letters to be used by members who have bad accounts on their books.

Samples of these forms were supplied every member of the association a fortnight ago and a fair number decided to give the plan a trial, the cost being only \$1 for a set of 60 of form letters No. 1, 10 of form letters No. 2, and 100 envelopes.

That the letters are doing good work can be seen by the following samples of letters received from delinquents by the secretary this week:

Dear Sir,—Regarding —'s account. If it were possible I would send amount at once but it is not, and I cannot promise to pay before the middle of July. I cannot do better than this. Yours truly,

Dear Sir,—I received your letter and will send the money on or about June 15.

Yours truly,

If a dealer merely succeeds in collecting one bad account as a result of the collection forms he will be amply repaid for his first expenditure, and if the account is of any size the one collection will also easily cover the cost of a year's membership in the association.

Hardwaremen who have bad accounts, and the dealer who hasn't would be hard to find, will not be able to find a cheaper and more useful collection service than that offered by the “Collections Department” of the association.

ANOTHER ADOPTS “CASH” SYSTEM.

H. J. Morden & Co., Colborne, Ont., are the latest to adopt the “Sell for Cash Only” plan of doing business.

On June 3 they wrote: “We are sending you a letter which we sent to all our customers. We find that it is working out fine. Most of our customers prefer to pay cash and get the five per cent. off.” The form letter used in notifying their customers of the change reads:

Colborne, May 19, 1907.

Dear Sir,—We have decided to place our business on a strictly cash basis, believing it is the only profitable way of doing business, for we can then pay cash for the goods we buy and give our customers the benefit of the cash discount.

After this date you will be given a ticket good for five cents in trade with every dollar's worth of goods bought from us.

Every account now on our books must be settled by cash or note within thirty days.

Your account to date is \$— from which 5 per cent. will be deducted if paid before June 1st, 1907.

We thank you for your patronage in the past and hope that we may count you as one of our many customers in the future.

We remain, your respectfully,

H. J. MORDEN & CO.

Things may come to the man who waits, but the fellow that keeps making things happen is a good one to copy after. He doesn't wait for things to come to him, but goes after them.

Window and Interior Display

GARDEN GOODS WINDOW DISPLAY.

An attractive display of spring garden goods is reproduced herewith. This window exhibit was prepared by the E. N. Howell Hardware Company, Dixon, Ill., which recognizes the value of this sort of store advertising and makes commendable use of its windows. The window shown is 12½ feet in width. The back was covered with tan colored wall paper, over which various kinds of poultry netting were placed. The floor of the window was covered with hay. Garden implements, poultry supplies, spray pumps, hose and related goods occupied a place in the window. Life was given to the exhibit by a brood of chickens, which were allowed to roam about at will in the window. This feature, which does not appear in the illustration, doubtless attracted the attention of many passersby, who might not otherwise have stopped to inspect the window. It will be noticed the lawn mowers are not shown. This important line was featured by itself in another window at the same time.



A Striking Garden Goods Window Display Which Sold Goods.

WINDOW TELLS THE STORY.

How any hardware dealer can fail to appreciate to the full the value of his windows is indeed a mystery.

The window stands before the public as a truthful expression of the spirit and character of the merchant and it is bound to be a truthful expression, too. If the merchant is asleep, lazy or behind the times his windows will tell the story without equivocation or favor; if he is alert and up-to-date the window will proclaim it to all his townspeople just as unerringly.

These are days when anyone in business must be very much alive in order to succeed. The hardware dealer must strain every nerve to get and keep business. He must advertise, and advertise wisely and liberally. His best and least expensive advertising medium is his window. If that is always neat, always attractive, showing new and interesting goods in pleasing ways, it will not only

bring people into the store, but it will create a feeling in the minds of the public that the dealer is up with the times, and the public will naturally gravitate to the store.

On the other hand, if the show window is dirty and poorly arranged and contains the same old display for a month at a time, the people will naturally put the dealer down as about ten years behind the times—and they will be right.

Many hardware dealers in smaller towns neglect their display windows. When asked if they give them much attention they will say: "No, we don't pay much attention to that. You see we only have about 5,000 people and we don't care to spend much money on our windows."

That is just where they make a serious mistake. They feel that because they are conducting a small store with perhaps comparatively small windows it is impossible for them to attempt to do anything in this line.

It has been said that people in the larger cities are more given to stop-

ping and looking in their windows than are the people in the smaller towns. Undoubtedly they are, but there is a reason for it. They would not do it in the larger cities did not the skill and careful work of the window trimmer compel them to do so.

There is hardly an idea carried out in the windows of the largest stores but can be successfully duplicated on a smaller and perhaps a less elaborate scale in smaller windows.

The features used by the window trimmers in the largest stores are usually of the simplest designs and construction and can be purchased for a very small sum and should the merchant be loath to spend even that small amount, he can, with the exercise of a little ingenuity and a few simple tools and a little paint or gild build home-made fixtures which will serve his purpose almost as well as the ready-made ones.

WELL MADE AUTOMOBILE.

A good deal of attention can be attracted by the construction of models of machines in windows, and one of an automobile shown in a Virginia hardware store attracted a lot of attention.

The body of the automobile consisted of infants' bathtubs and bread boxes for the lower or machinery portion, with coal vases for the upper front section. Bread boxes formed the driver's seat, with cash boxes for sides and two bread pans for the back. The upper rear portion of the vehicle consisted of two child's bathtubs, while one large, round tub supplied space for carrying parcels, trunks, etc. In this case the tub was filled with brass and nickel goods. The wheels were of elbows adjusted to the proper angle, spoons furnishing the spokes and a milk pan the hub. The lever for starting was a hotel egg whip. The steering wheel consisted of a length of speaking tube surmounted by a cake pan.

A two-quart funnel constituted the warning horn. Small stove shovels were wired together to form the step and mud guards. The illumination was furnished by bicycle lamps on the sides and a searchlight in front. A wine cooler for carrying refreshments was hung on one side in the rear. A card conspicuously placed in the window carried the following inscription: "Sole agents for Crowsmobile—repair parts for same kept in stock."

The driver of the machine had a milk can body, three pans covered with a floor mop constituted the head, other floor mops provided hair and beard, while a brass coal hod furnished the helmet. The arms of the figure comprised forks, elbows and floor mops.

THE WOMAN'S WINDOW.

For June weddings the central attraction is silverware, which may be elaborate or simple, according to material, placing the taller pieces in the centre, with knives, forks and spoons of various patterns in a semi-circle at the sloping base. Just outside of these, other cutlery can be easily grouped, including all sorts of knives used in culinary matters, bread knives, cake knives, carving sets, paring knives, etc. Shears and scissors make another attractive band in the display, ranging in size and use from the heaviest to those used in the finest embroidery. Scissors for manicuring, cutting buttonholes and combination scissors sets are here included. Still further out on the sloping foreground are fancy cake pans and cutters, sandwich cutters, egg beaters, asbestos mats and holders, and any novelties among kitchen utensils. A row given to the brushes of various sorts now entering into household economics, for hands, nails, vegetables, dish-washing, and scrubbing, form an interesting margin. Or it may be made up of kettles and pans, griddles, waffle irons, cake or bread maker, ice cream freezer, bread and meat slicer, and carpet sweeper, the larger implements being kept sufficiently in the rear and at the sides not to cut off a full view of the smaller objects above.

Effective Hardware Advertising

HOW TO PRODUCE IT

By T. Johnston Stewart.

"High and mighty thoughts in an ad. are like flowers at a funeral—pretty; but they don't put much life into the subject."

Rusty Mike's Diary.

There have been more than a few ads. sent in lately full of "high and mighty thoughts"—one primed with quotations from Shakespeare—another shot with phrases which only Lord Byron could have coined and still another dashed with the daring imagery of Mary Mac-Lean of Butte and defunct fame. Picturesque! Well, yes. But picturesque literature is seldom advertising. The business world is material through and through. The party who controls the family treasury may be either a Cleopatra or a Don Juan, but neither look for poetry in a hardware advertisement. The man who wants a claw-hammer has no time to read Shakespeare or Byron, or even the delightful ravings of the defunct Mary. He wants to know something about that hammer and the last word about the price. Corkscrews are different. You may swathe a corkscrew ad. in second-hand poetry and the victim will enjoy it. But this exception goes to prove the rule.

Hardware ads. should be hardware ads.—nothing more and nothing less. The space they occupy costs money. Mr. Dealer! you ought to look on that space as a lot, and figure out how much money you can get out of it. Talking poetry in an ad. is like talking the new theology or the Imperial Conference over the long distance telephone when you've called up your jobber to talk business. You may be interested in either of the subjects mentioned, but you would not explain your private views over the long distance telephone. Gush is all right in a love letter, but when it appears in an ad. it must be classified as down-right rot. The people of our day read ads. for interesting material facts and the dealer who can put up a good strong selling talk in print is bound to win the paying trade.

Although some ads. sent in lately have been poetical in the extreme, yet we have received more than the average quantity of really good ones.

The McLeod Hardware Co. does not advertise for fun. In a letter accompanying a number of their ads. they say: "We aim to make every dollar spent for advertising pay, and it does. As we have found much profit in what others have contributed, we are sending you some efforts of our own, in the hope that they will benefit some others who push the interesting trade."

We are glad to receive the McLeod ads., because they are all more than averagely good advertising. The ad. we

have reprinted is, perhaps, the weakest of the lot, because the story told could have been told in much less space. It's a paint ad.; a bid for the paint trade of Sydney, and a good deal more reasonable than 75 per cent. of the ads. printed by dealers throughout the country on the same subject. The fault of this ad. is a common one—it is too general. It would suit any other hardware company doing business in Syd-

been attracted to a certain ad. the only thing that can save it from abrupt dismissal is good strong common sense advertising. The ad. before me talks about stoves, ranges, granite and tinware, besides kitchen requisites and cooking utensils, but there is not a single sentence about it which would compel buyers to visit their store. All dealers should remember that the primary object of all retail advertising is to land people in the stores. Attractive ads. may do that. Strong, reasonable copy with prices talking through it always does.

Mr. Stevely's copy errs in the same way. His sample ad. forwarded to us

ITS TIME TO BRIGHTEN UP

The housecleaning and brightening up time is with us again, there will be a host of things needed for the spring cleaning campaign, which we can supply. We have never had such a full and complete stock. Everything you'll need is here. The quality is extra good. The prices are unusually reasonable. Watch our Ads.

PAINT.

Our paint department we claim is the largest and best stocked in eastern Nova Scotia. It will be hard to get what you want in the paint line if you don't find it here. We have a special paint for every purpose, not one slap dash mixture for all. Tell us what you want to paint; we'll give you the paint exactly suited to your purpose. Come in and look over our color cards, and get an idea of the immense lines of paints we carry.

FURNITURE POLISH.

The best furniture polish we know of is the celebrated liquid Veneer. Try a bottle, the result will delight you. We have it in two sizes, 25c. and 50c.

5 per cent. discount on all retail purchases of one dollar or over.

BRUSHES

are house cleaning necessities. We keep the biggest line in Sydney. Every kind but toilet brushes. We buy from the maker direct and can save you money.

Scrubbing brushes from	10c. up
Store " " "	15c. up
Whitewash " " "	15c. up
Paint " " "	5c. up

We give the best value in brushes in Sydney.

CURTAIN STRETCHERS.

Something every home should have. They save the curtains and enable you to laundry them at home as good as new. No need to borrow your neighbor's set when you can buy your own at prices like these, \$1.65, 2.25, 3.00.

The McLeod Hardware Co., Ltd.

THE HARDWAREMEN

WHOLESALE

303 Charlotte Street

RETAIL

SYDNEY, C.B.

ney. But there's an amount of good selling sense about the two lengthy talks which lifts the ad. above the ordinary run considerably. The arrangement is fairly good. I would have displayed that "5 per cent. discount" line because, as far as I know, that is the strongest selling point about the whole ad.

We will refer to the McLeod hardware advertising in a later issue.

The Vernon, B.C., Hardware Co. certainly produce very attractive—if very small—ads. One cannot help noticing them. But after one's attention has

is very attractive. One could not miss it even amongst some good ads. and, while the copy is strong, yet the lack of price cuts the value of the ad. very much. I realize that it is hard to make money talk sometimes in advertising, but it pays the dealer to quote prices when at all possible.

There are quite a number of fairly good samples of advertising which we will take up in our next. I am glad to note a livelier interest in this occasional talk. Send along your ads. and be assured that they will be criticized in their turn.

Foundrymen's Convention for Toronto

At the closing sessions of the American Foundrymen's convention, which was held in Philadelphia from May 20 to 21, Toronto was recommended as the convention city for next year. The decision was left in the hands of the executive. Dr. Moldenke, secretary of the association, says Toronto will be the next place of meeting. The decision rests chiefly with him. At the closing session of the Supply Association, the decision as to the next place for holding their exhibits was left to the executive; but a strong recommendation to hold the exhibits in the same city and in conjunction with the convention of the American Foundrymen's Association, was passed. Thus it is practically de-

many reasons for holding the entire convention in Toronto.

Large Number of Canadians Present.

The increasing interest which Canadian manufacturers and Canadian foundrymen are taking in the advancement of founding in Canada was evidenced by the large number of Canadians who attended the convention in Philadelphia. Forty-four Canadians registered, and there were many there who did not register. Those registered are, in order of registration:—

T. J. Best, the Best Steel Casting Co., Quebec.
David Reid, Canadian Westinghouse Co., Hamilton.
J. K. H. Pope, London, Ont.
J. B. Walton, McClary Mfg. Co., London, Ont.
Samuel Terrill, Guelph, Ont.

J. P. Hockin, Taylor-Forbes Co., Guelph, Ont.
Geo. C. Wilson, Taylor-Forbes Co., Guelph, Ont.
A. J. Calv, Pease Foundry Co., New Toronto, Ont.
A. G. Storie, Ontario Malleable Iron Co., Oshawa, Ont.
J. S. Storie, Oshawa Steam & Gas Fitting Co., Oshawa, Ont.
F. G. Trull, Ontario Malleable Iron Co., Oshawa, Ont.
G. S. Trubell, Empire Mfg. Co., London, Ont.
A. J. Palmer, Empire Mfg. Co., London, Ont.
J. H. McGregor, Galt, Ont.
H. Hertfelder, Dodge Mfg. Co., Toronto.
W. G. Reid, Toronto.
A. H. Tallman, Tallman & Sons., Hamilton.
Robert Hunter, Goldie & McCulloch Co., Galt.
N. K. B. Patch, Toronto.
R. J. Hopper, Brantford, Ont.
G. W. Duecharme, Montreal.
J. A. Lagnon, Montreal.
Geo. H. Weaver, Dominion Foundry Supply Co., Montreal.
Kenneth Falconer, Gunn, Richards & Co., Montreal.
T. Ben. Bennett, D. Maxwell & Sons., St. Marys, Ont.
Among the Canadians present who did not register were:—E. C. Gurney, Gurney Foundry Co., Toronto; J. Wright and P. McMichael, Dominion Radiator Co., Toronto.



Group of Canadians at Convention of American Foundrymen.

cided that the foundrymen's convention and the exhibit of the Foundry Supply Association will be in Toronto in 1908.

It was at first planned to hold the convention in Toronto, and to have the exhibits in Niagara Falls, N.Y. This, however, was finally decided inadvisable.

To Canadian foundrymen this decision regarding the place of next year's convention is of prime importance; and to the large number of Canadians present at the convention it is gratifying that their efforts in that direction have been influential. At the closing sessions of both the Foundrymen's Association and the Supply Association, L. L. Anthes, Toronto Foundry Co., Toronto, pointed out in a convincing manner the

H. D. Reed, Doty Engine Works Co., Goderich, Ont.
L. L. Anthes, Toronto Foundry Co., Toronto.
J. C. Armer, editor Canadian Machinery, Toronto.
A. E. Pipher, Sanitary Ideal Mfg. Co., Port Hope, Ont.
J. K. Moffat, Moffat Stove Works, Weston, Ont.
Arthur W. White, Geo. White Sons' Co., London, Ont.
Geo. A. Burman, King Radiator Co., Toronto.
F. H. Stoneman, Wortman & Ward Mfg. Co., London, Ont.
R. J. Cluff, King Radiator Co., Toronto.
E. B. Fleury, Hamilton Facing Mills Co., Hamilton.
W. J. Thompson, Hamilton Facing Mills Co., Hamilton.
H. V. Tyrrell, manager Canadian Machinery, Toronto.
Wm. Yellowlev, Canadian Locomotive Co., Kingston, Ont.
Robert Agnew, Canadian Locomotive Co., Kingston, Ont.
J. S. Taylor, Paris, Ont.
Wm. Surdam, Smith's Falls, Ont.
J. R. Nichol, Smith's Falls, Ont.

This shows what an interest Canadians take in the American Foundrymen's Association. The holding of the convention in Toronto next year will result in increased interest.

The advancement in the founding industry in the last ten years is due in no small measure to the work of the American Foundrymen's Association.

The convention at Philadelphia this year has been a most successful one. The papers presented to the association were good. The movement to organize an affiliated brass association was successful. The exhibit of foundry machinery and foundry supplies was the best that has ever been made in America.

LETTER BOX.

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything? want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

School Ventilating Systems.

Jas. Dandie, hardware merchant, of Streetsville, writes:

"The High School Board of the village purpose putting in a ventilating system and request me to find out the names of some of the best firms in this business, that would send a man out to see the school and advise as to the best method of ventilating."

Answer:—There are several furnace manufacturers who might install ventilating systems in connection with their heating apparatus. The Pease Foundry Co., Toronto; the Gurney Foundry Co., Toronto; the McClary Mfg. Co., London, and the Jas. Smart Mfg. Co., Brockville, and others, being engaged in this class of work quite largely. From the question, however, we would infer that the heating system is already installed and a separate ventilating apparatus is desired. The McEachren Heating Co., of Galt, Ont., might install such a system, and Cluff Bros., who are the Canadian agents for the Thomas air washer, could give valuable information, if the building is not too small for their system, which has proved so successful in large public institutions, banks, hotels, etc.—Editor.

Broom Handles.

Last week the Crown Broom Works, Vancouver, asked for the names of manufacturers of broom handles, and the name of the J. H. Still Mfg. Co., St. Thomas, was given. This firm does not manufacture broom handles. About a dozen handle manufacturers in various parts of Canada are given in the manufacturers' list as makers of broom handles, but the United Factories, Toronto and Newmarket, and the Central Prison industries, at Toronto, seem to be the concerns devoting the greatest attention to this class of work.

Natural Gas Burners.

Dobbyn Bros., Wheatley, Ont., write: "Please give me the name of some Canadian manufacturers of gas burners for cook stoves?"

Ans.—Burrow, Stewart & Milne, Hamilton, manufacture natural gas burners and the McClary Manufacturing Co., London, make natural gas cooking stoves. This is the information our correspondent evidently desires.—Editor.

Curry Combs.

G. L. Griffith, halter, harness and cordage manufacturer, of Melbourne, Ont., writes: "Can you supply me with names of firms manufacturing curry combs?"

Ans.—Niagara Falls Metal Works Co., Niagara Falls Centre, Ont.; Smart. James Mfg. Co., Brockville, Ont.; Mar-

tin Bros. Mfg. Co., Whitby, Ont.; Rubinstein Bros., Montreal, Que.; A. Root, Lyn, Ont.; Burrows, Stewart & Milne, Hamilton, Ont.—Editor.

Shingle Nailing Machine.

Armstrong, Smyth & Dowswell, Regina, write: "Can you inform us where we can obtain a shingle machine for use in nailing shingles on a roof?"

Ans.—We have made numerous enquiries regarding the above without success. Perhaps some of our readers can supply the information desired.—Editor.

Asbestos Wall Plaster.

Thompson & Dafoe, hardwaremen, asked last week for the names of Canadian manufacturers of asbestic wall plaster. The name of the American Asbestos Co., Black Lake, Que., has been supplied us in addition to the one given a week ago.

PRESTON FIRM EXPANDING.

Even in these days of industrial growth, the history of the Metal Shingle & Siding Co., of Preston, Ontario, is remarkable. From a very small begin-

ence on the road in Ontario marked him out for the promotion.

Within the past couple of weeks, the Metal Shingle & Siding Co. have also opened a branch office and warehouse at 100 Esplanade east, Toronto, where a stock of all their principal lines will be carried. L. B. Beath, who formerly represented the company in New Ontario, has assumed management of the Toronto branch.

NEW MERCANTILE AGENCY.

A new mercantile and collecting agency has commenced business in Montreal under the name of the Beardwood Agency, with headquarters at 314 New York Life Building. The company is under the management of Kenneth J. Beardwood, a gentleman of some years' experience in the collection department of one of the largest mercantile agencies in the world. The firm have secured representation throughout the Dominion and United States of reputable attorneys who make a specialty of collections, and their system is designed to ensure satisfaction, whilst the rates are most reasonable, consistent with good service. They invite enquiries



Montreal Plant of the Metal Shingle and Siding Co., Preston, Ont.

ning, about ten years ago, they have grown rapidly until their goods are now sold in every part of Canada, and in many foreign countries as well.

At the close of last year, their business in eastern Canada having assumed large proportions, it was decided to open a branch factory in Montreal. The directors were fortunate in securing the large building on the corner of St. Catherine street and DeLorimier avenue, known as the old C.P.R. shops, and work was immediately begun to fit the building for its new purpose. A large warehouse was erected, with "Acorn Quality" corrugated sheets, and other extensive improvements made to the property.

The work of installing machinery has now been completed, and the plant is in full running order. From the cut on this page it will be seen that the Montreal factory has a large capacity, and, with the increased production, the company are now able to make prompt shipments to their customers everywhere. The manager of the Montreal branch is A. K. Cameron, whose successful experi-

from merchants who are anxious to have their troublesome accounts attended to in a prompt and efficient manner.

NON-SPILLABLE CUSPIDOR.

G. D. Pearson, of the G. D. Pearson Co., has patented a non-spillable sanitary cuspidor. As a testimonial to the sanitary value of this new cuspidor, we reprint the following letter to Mr. Pearson from Medical Health Officer Laberge, of Montreal: "After a careful examination of the 'non-spillable sanitary cuspidor,' patented by G. D. Pearson, I have no hesitation in declaring the same a great improvement over ordinary spittoons. The fact of its preventing any spilling of their contents, and of its trapping their effluvia, would be a great advantage and should recommend it to anyone desiring an improved cuspidor from a sanitary point of view."

"Signed, L. LABERGE."

Mr. Pearson is manufacturing this cuspidor and is prepared to offer it to the trade.

CATALOGUES AND BOOKLETS.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning **HARDWARE AND METAL** to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Magnificent Roofing Catalogue.

A handsome, large catalogue has been issued by the Metal Shingle & Siding Co., Preston, containing 188 pages, describing their large line of sheet metal building goods. The book is well bound and its 10½-inch by 13½-inch pages are profusely illustrated by beautiful cuts, both of the interiors and exteriors of some of the many public and private buildings throughout Canada, which are adorned with the company's product. The front page contains an engraving showing the company's immense plant at Preston, and a complete index is furnished at the end of the book. The catalogue is one of the most comprehensive, as well as the most artistic that has reached our office this year and is available to the trade on application to the company.

Busy Berlin.

An artistic forty-page booklet, embodying the twenty-first annual report of the Berlin, Ontario, Board of Trade, has just reached our office. The cover page contains a cut of a group of factories with tall, smoking chimnies, suggesting the hum and enterprise of this busy town. The inside of the booklet contains the report of the 1906 Board of Trade, the different committees, the president's address, and much terse and interesting information concerning the town's industrial, commercial, and educational progress. The book is adorned throughout with representative views of the principal streets, parks, factories and public buildings of Berlin, and altogether is a credit to that hustling town.

Fine Enamelware Catalogue.

The Standard Ideal Manufacturing Company, Port Hope, Ont., are at work on a magnificent catalogue, which will be ready for distribution about August or September. It will be on the loose leaf plan and will be a valuable addition to the business office of every plumber in Canada. Readers who wish to make certain of securing a copy should send a post card application now, mentioning this paper and giving the business address of your firm.

Steam Specialties.

Darling Bros, manufacturers of water heaters and steam fittings, Montreal, have issued a 24-page booklet illustrating and describing their feed water heaters and purifiers, pressure valves, steam traps, steam pumps for marine boilers, steam separators and force feed lubricators. All interested in these lines may secure this interesting booklet by applying to the company, mentioning this paper.

FOREIGN TRADING AGENCY.

The Foreign Trading Company, 17 St. John St., Montreal, under the management of Mr. Engel, have succeeded in building up a growing trade. They are sole agents for Canada for the following:

Combined Bolt & Lock Manufacturers, Velbert, Germany, bolts, locks, padlocks and skates; A. Frank, Beierfeld, Germany, motor accessories, lanterns and household goods; Albion Manufacturing Co., Birmingham, England, nickel and electro plated trays, tea and coffee sets; Cox, Wilcox & Co., Birmingham, wire disk covers and small brass goods; I. Pam & Co., Cablong, Bohemia, fancy jewelry; also for German-made white-metal spoons, forks, etc.

DANA FOOD CHOPPER.

The Dana food chopper, the rotors of which draw out over the dish and do not drip on table or floor, is not sold by catalogue or department stores, but it is advertised in home papers. The illustration here shows plainly what it means to the cook to have the rotors draw out over the dish.

The Dana, in all sizes, is food and meat chopper combined. Even the smallest family size, No. 20, is a perfect



Dana Food Chopper.

meat chopper. Improved cutting is due to the effective way in which the spirals on each rotor carry food to cutter. Cutters are self-sharpening; edges are always held in contact. Cutting at oblique angle, instead of squarely, it is the easiest to operate, and can't break in operation. When rotor is withdrawn, shell is absolutely open and as easy to clean as a china cup.

RICE LEWIS & SONS' MACHINERY DEPARTMENT.

Rice Lewis & Son's Co., Toronto, have started a new department in their business, a machine tool and general machinery department. In branching out into this line, the company were of the opinion that there was a large field for such an undertaking. They were of the opinion that there should be closer relationship between the buyer and the seller. They have arranged so that intending purchasers may obtain reliable information as to the best machine for their purpose. Their salesmen will be men well acquainted with machinery which they sell, so that they may advise as to the best machine for the work required of it, should the purchaser desire such information.

The company have secured a number of good agencies, to which they will be continually adding. At present their chief lines will be machine tools and power machinery. Later they will han-

dle woodworking machinery. They will stock a sample line of machinery. It will be their object to make deliveries as quickly as market conditions will allow. New machinery will receive their chief attention.

This new department is in charge of Mr. Rossiter Kellogg.

In this new undertaking the company have behind them the reputation which they have gained in lines more or less closely related to machinery; and their new department will be conducted in a way befitting this good reputation.

TO ENCOURAGE ELECTRIC SMELTING.

The Canadian Government, with a view to the encouragement of the smelting of domestic iron ore by electricity and the manufacture of steel by electric process, has made special provision for the payment of bounties as follows:—

Pig iron manufactured from ore, on the proportion from Canadian ore produced during the calendar years 1907, \$2.10 per ton; 1908, \$2.10; 1909, \$1.70, and 1910, 90 cents.

Pig iron manufactured from ore, on the proportion from foreign ore produced during the calendar years 1907, \$1.10 per ton; 1908, \$1.10; 1909, 70 cents, and 1910, 40 cents.

On puddled iron bars manufactured from pig iron made in Canada during the calendar years 1907, \$1.65 per ton; 1908, \$1.65; 1909, \$1.05, and 1910, 60 cents.

Rolled round wire rods not over three-eighths of an inch in diameter, manufactured in Canada from steel produced in Canada from ingredients of which not less than 50 per cent. of the weight thereof consists of pig iron made in Canada, when sold to wire manufacturers for use or when used in making wire in their own factories in Canada, on such wire rods made after December 31, 1906, \$6 per ton; steel manufactured from ingredients of which not less than 50 per cent. of the weight thereof consists of pig iron made in Canada, on such ingots made during the calendar years 1907, \$1.65 per ton; 1908, \$1.65; 1909, \$1.05, and 1910, 60 cents. No bounty shall be paid on iron or steel made in Canada by the electric process after December 31, 1908.

On pig iron and steel manufactured in Canada, for consumption therein, when such pig iron and steel is the product of Canadian iron ores smelted in Canada by electricity, viz., on pig iron manufactured from Canadian ore by the process of electricity smelting during the calendar years 1909, \$2.10 per ton; 1910, \$2.10; 1911, \$1.70, and 1912, 90 cents.

On steel manufactured by electric process direct from Canadian ore, and on steel ingots manufactured by electric process from pig iron smelted in Canada by electricity from Canadian ore during the calendar years 1909, \$1.65 per ton; 1910, \$1.65; 1911, \$1.05, and 1912, 60 cents.

The bounty, as on pig iron, may be paid upon the molten iron from the ore which in the electric furnace enters into the manufacture of steel by the direct process, the weight of such iron to be ascertained from the weight of the steel so manufactured, but the bounty shall not be paid on steel ingots from which steel blooms and billets for exportation from Canada are manufactured.

HARDWARE TRADE GOSSIP

Maritime.

E. Perkins, former manager of the Maritime Nail Co., St. John, N.B., and well known to the trade throughout Canada, is now managing the Hoopeston Horse Nail Company, Hoopeston, Ill. The Hoopeston Horse Nail Co. have just received a flattering offer from an English syndicate asking that they locate a plant in that country for the manufacture of horse nails under the improved process now in operation in Hoopeston.

Quebec.

J. H. Plummer, president of the Dominion Iron & Steel Co., sails for Canada to-day.

J. E. Paquin, St. Eustache, Que., and C. O. Jervais, St. Johns, Que., were in Montreal this week.

Captain Strange, of Lewis Bros., Montreal, spent Friday and Saturday of last week in Quebec city.

Mrs. J. J. Garneau, Levis, Que., who has been conducting a hardware business, has made an assignment.

C. J. Walker has been appointed purchasing agent for Lewis Bros., Montreal, in succession to J. M. Lynch.

G. D. Pearson, Montreal, leaves on Saturday on a trip to Ottawa, in connection with the erection of elevators there in which his ventilators are being installed.

At the recent military tattoo in the arena at Montreal, it was noticed that after the firing of the guns the smoke disappeared almost immediately. This was due altogether to the ventilators installed by G. D. Pearson.

The Canadian Pilling Co., Montreal, manufacturers of electric and compressed air appliances, have opened offices at 180 St. James street, in the City and District Savings Bank building. The different members of the firm are prominent business men of Montreal.

St. Arnaud Freres, well known to the hardware trade of Montreal, have removed to nicely equipped premises at 195 Commissioners street, where they are trading under the name General Agencies Co., and are selling a new lamp called the Ideal Light.

Chas. T. Chipchase, chief order clerk for Caverhill, Learmont Co., Montreal, and an employe of them for twenty-five years, was married on June 3, at St. Patrick's church, Montreal, to Dorothy Re Della, daughter of the late Peter Hogue, Moira, N.Y. Mr. Chipchase's fellow-employes presented him with a handsome oak cabinet of cutlery and silverware. Mr. and Mrs. Chipchase left on a trip to the Saguenay.

W. Holley, a well known authority on plumbing and sanitation, who has been for some time a valuable contributor to this paper, as well as Plumber and Steamfitter, has decided to sever his connection with the Robert Mitchell Barss Co. to join the staff of Henry Morgan & Co., of Montreal, who are expanding their plumbing department, and he will be in charge. Mr. Holley is a graduate of the Institute of Royal Sanitary Science, London, Eng., and has a host of well wishers in Montreal.

Some people in western Canada have formed the erroneous opinion that the English and the French-Canadian people in Quebec do not work harmoniously together. To prove the error of this opinion we give this instance: J. R. Terrill, the well-known representative of Caverhill, Learmont Co., Montreal, and a summer resident of Ahuntsic, P.Q., a beautiful suburb about fifteen miles from Montreal, was elected and sworn in as a town councillor for that municipality. The mayor and councillors of that municipality, who are all French-Canadians, unanimously elected Mr. Terrill to fill a vacancy on their council.

Western Canada.

Joseph Merrick, of Merrick, Anderson & Co., Winnipeg, is in eastern Canada on business.

John Wallace, formerly of Stouffville, Ont., passed through Winnipeg last week on his way west to Calgary. He has some intention of locating permanently in Alberta.

Geo. J. B. Ramsden, traveling representative of the J. H. Still Mfg. Co., St. Thomas, called at the Winnipeg office of Hardware and Metal last week. Mr. Still is spending a few days in Winnipeg interviewing the wholesale trade.

The Standard Plumbing Co., of Winnipeg, have a contract to install a similar system in the new public school in Selkirk, Man., which is being built to replace the fine building destroyed by fire a year ago. As the new building will have eight class rooms and an assembly hall, the contract is an important one.

Cook, Potts & Smith, of Regina, have been awarded the contract for installing the plumbing and a steam heating and ventilating system in the new Alberta school building. The new school is a handsome structure designed by Architects Story and Van Egmond. The specifications call for the Pease-Waldon system of heating and ventilating.

Ontario.

Wm. Conrad, Waterloo, and Fred Bailes, of the firm of John Bailes & Soh, Oshawa, were visitors in Toronto this week.

A. G. Cameron, manager of Montreal branch of the Metal Shingle & Siding Co., spent part of this week visiting the head office at Preston.

E. L. Higginbottom, of the plumbing firm of Higginbottom, Anderson & Sime, Fort William, passed through Toronto on his honeymoon last week.

Purvis Bros., Sudbury, have disposed of their business to B. S. Leak, who for some years has been one of the traveling representatives for Lewis Bros., Montreal.

James Purvis, Sudbury, has disposed of the plumbing and tinsmithing department of his hardware business to Wm. Grant, formerly with F. Cochrane & Co., Sudbury.

Alexander Dey, of the Stanley Gun Club, Toronto, has been appointed to take charge of the shot-loading department of the Dominion Cartridge Company, Montreal.

The retail merchants of St. Thomas have unanimously decided to observe the customary Wednesday afternoon holiday during July and August, commencing on July 10th.

Robt. Horne, hardware and stove merchant, Sudbury, was a caller at the Toronto office of Hardware and Metal this week. He has just completed a new warehouse to handle his growing business.

The marriage of Samuel S. Cutts, of the hardware firm of C. M. Cutts & Co., Toronto Junction, to Miss Emily Griffith, second daughter of Mr. and Mrs. G. A. Griffith, took place on Tuesday afternoon of this week at the bride's home, Toronto.

G. Tennant, of the James Smart Manufacturing Company, Brockville, recently organized a harriers' club. The idea is to build up the younger element of the town and make good business men out of them. Sports of all kinds will be indulged in, a large space having been leased on west end of the water front.

An order was granted Wednesday by Chief Justice Falconbridge, appointing the Metallic Roofing Company of Canada as receiver of local Union No. 30, Amalgamated Sheet Metal Workers' International Association, or Alliance, until June 13, upon which date a further order will be applied for to continue the receivership. It is provided in the order that they are to act without giving security, and will not receive salary for services rendered as receivers. The receiver is empowered to collect up to the amount of their claim, about \$7,500, all moneys, tolls, or fees which are now payable, or may hereafter become payable, to the union, or to the International Association, by members. The defendants named are William Jose, Richard Russell, S. Cox, W. C. Brake, J. S. Chapman, J. H. Kennedy, J. S. Annable, and Jos. Gow, "and all other persons constituting Local Union No. 30."

H. T. HUNTER MARRIED.

Horace T. Hunter, the successful manager of Hardware and Metal, has a "white elephant" on his hands. Hearing that Mr. Hunter was to join the noble army of benedicts, W. H. Evans, manager of the Canada Paint Co., Montreal, forwarded a beautiful silver elephant, the symbol of membership in the noble "Order of the Elephant" accompanied by the following words: "The symbol of good luck. The silver charm of purity. May joy be wid ye."

Mr. Hunter's wedding took place at Markham on Thursday, June 6, the bride being Miss Christene Fleming. His popularity with his fellow-workers on the MacLean Company staff was evidenced by many individual presents, by a beautiful china cabinet, the gift of the staffs of the Toronto and Winnipeg offices of the company, and by a complimentary dinner tendered Mr. Hunter by his bachelor friends on the eve of his wedding.

The civic fire and police committee, Vancouver, is calling for tenders for the erection of two new fire halls to be built at Cedar Cove and West Fairview.

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN President

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LETTER BOX.

Attention is drawn to the interesting questions and answers which are being published in Hardware and Metal from week to week under the heading of "The Letter Box." Last week several interesting queries were replied to, and in this issue some questions are asked which are certain to interest not only those dealers who have forwarded queries, but dozens of hardware dealers in all parts of Canada.

The editor of Hardware and Metal is in a position to secure reliable information regarding any matter of interest pertaining to the hardware trade, and readers of the paper are urged to use The Letter Box Department whenever any question arises regarding which they have not full information at hand.

WESTERN CONVENTION.

The annual convention of the associated Boards of Trade of Western Canada is to be held in Prince Albert on the 18th, 19th and 20th of this month. This association was formed in Calgary in the summer of 1904 and it has rapidly grown in influence and membership. At the present time it includes practically all the leading boards of Alberta and Saskatchewan, and its meetings are also attended by delegates from the Winnipeg and other Manitoba boards. It is in short the annual parliament of the business men of western Canada, and its deliberations are entitled to and receive the respectful attention of the public men of Canada.

Successful conventions have been held at Calgary, Regina and Edmonton in previous years, and it is expected that this year's convention at Prince Albert will see the largest attendance on record. Important resolutions will come up for discussion, chief among which will no doubt be the transportation problem and the inefficient postal service. In previous years the delegates have been chosen from the keenest and ablest business men of the west, and the debates have been of a high order. As in previous years, this paper will publish a full report of the proceedings.

RECORD COLLECTIONS OF CUSTOM DUTIES.

Customs collections in the port of Montreal during the month of May reached the high mark of \$1,558,075.96, which in itself forms the biggest total ever collected in the history of the port. The collections during May of this year exceed those during May of last year by \$344,029.29.

Discussing the big increase, which is general, not being confined to any one particular item, R. S. White, collector of customs, said in interview with the press:

"The increases are a very fair criterion of the trade of Canada, Montreal's business being an excellent indication of the balance of the country. It seems that the business of the port will increase at such a rate that the year's collections will reach a total of \$16,000,000. The vastness of the growth may well be realized when it is stated that ten years ago, the collections in the port of Montreal reached a total of only \$6,000,000. The growth being at the rate of a million a year."

LONG DISTANCE TELEPHONE RATES.

The suggestion made in Hardware and Metal a week ago by an Ontario traveler that commercial travelers should be given special rates on long distance telephone calls, seems to be a very reasonable proposition.

The railway companies recognize the necessity of allowing special rates to traveling salesmen, men who are using the trains more than any other class, and men who are developing more freight business for the railways than any other element in the community.

Telephone companies can well take a similar position to that adopted by the railway companies, as travelers undoubtedly use the long distance phone more than any other class of customers, and they also act as educators in encouraging retail merchants to use the 'phone when necessity arises to place hurry-up orders for goods.

At present the cost of using the long distance telephone is almost prohibitive, although it has become a necessity in modern business. Let the telephone company reduce the rates and the volume of business will very materially increase. Let them also adopt a special rate for large users of their service, and they will find results equally as satisfactory as the railroad companies.

ABROGATE PRICE-CUTTING.

As civilization advances, and as countries become more populous, the competitive spirit becomes keener. In a majority of cases this spirit develops into that most odious and dishonorable of all things, commercial animosity. It transforms close friends into hating enemies, changes those previously known as unoffensive and kindly merchants into sycophants and bargain-drivers, and commerce into rate-war.

Any human tendency which develops into and promotes ruthless and unmerciful strife should be repressed and "cut out." Although we can never repress or do away with the spirit of competition, (as it will always attend the fight for the survival of the fittest), we can do something else almost equally as effectual. If we cannot dig up the root, we can saw off the stem. If we cannot repress the competitive spirit—the root of a large number of evils—we can "cut out" its poisonous fruit, price-cutting.

It is unnecessary to enumerate for the merchant the evils of price-cutting. He knows them too well already. In a trip amongst the trade between Toronto and Montreal, the writer was surprised to see how well the merchants knew its evils, and how few of them made the least effort to do away with the evils. The old chestnut was always handed out to the writer when the question of the feasibility of doing away with price-cutting in a certain town was broached, "I would not indulge in it, if the other fellow across the street would stop it. For me it would be ruinous, because I would be alone in it." That is the excuse always made. These men would be surprised how quickly they would emulate it if they were to take the initiative in this matter. Do not wait for the other fellow. Act, and the other fellow will follow!

SOMETHING USEFUL WANTED.

An advertisement in a recent issue of the Evening News, London, Eng., carries its message so clearly that comment would be superfluous.

"Bath for Sale, 10 shillings, or exchange for anything useful."

TO THE BOY IN BUSINESS

Harlow N. Higinbotham, of Chicago, began business as a boy and became a partner of the late Marshall Field, the greatest of modern retail merchants. Mr. Higinbotham was president of the Chicago world's fair and is now a prominent financier. He has written a splendid book, "The Making of a Merchant," and in the opening chapter says to the boys:—

"As a majority of business positions to-day are filled by men who entered the harness as boys, the manner in which a boy looks at his first employment is of fundamental importance. Generally he does not take himself or his duties with sufficient seriousness. He is inclined to think that he is only a boy, and that his work is of boyish inconsequence. Nothing could be further from the real facts than such an impression. To realize this it is only necessary to go into the office of any large establishment—the business heart of a commercial enterprise—and observe the swarms of boys that flit between the desks of the older workers.

"Who is always at the elbow of the executive head of an establishment of this kind? A boy! He comes into closer and more continuous contact with the proprietor, the general manager, or the department head than any adult. Because he is only a boy' he is a party to private conversations and transactions from which even the 'confidential man' might be barred. This means responsibility and opportunity, and his conduct is, therefore, of greater personal interest and moment to a business executive than he is generally inclined to think.

"Boys fail to satisfy the demands made upon them more from the lack of promptness and punctuality than by any other reason. Thousands of dismissals, rebuffs, discouragements and failures at the beginning of a career could have been avoided by these small workers had they made a cardinal point of being always on hand in their proper places during every moment when subject to duty. It is not enough that they should be generally at their stations. The time is sure to come, no matter how sparingly they allow themselves the indulgence of straying only a little from the rigid requirements of office rules, when they will be suddenly wanted—and will be found wanting!

"Many fall into the habit of being a few rods or perhaps only a few feet, from the spot where they are expected to be. This means that the busy employer must leave his desk or resort to a little extra effort to secure their attention. The actual inconvenience may seem trifling, but he is annoyed. If very charitable, he says, 'That's the boy of

it,' and patiently gives the little toiler another chance. But the boy has failed to come up to reasonable requirements, and suffers accordingly in the estimation of the man that depends upon him for a certain service.

"Another seemingly petty fault very common to the younger employees is the habit of watching the clock. This is little short of infuriating to the man who is genuinely and seriously absorbed in his business. It tells him that the spirit of time serving instead of the welfare of the business is the controlling force in the work of such an employee. This is peculiarly irritating to the man who has a thoughtful and conscientious grasp of the serious side of business life. Any large employer of labor, particularly in office positions, will place heartfelt emphasis on the advice: Let the clock take be useful without regard to time or



F. L. CROSSLEY
Maritime Representative MacLean Publishing Company.

closing bells! This is the secret by which a boy or a young man of even mediocre talents may win the approval of those whom he serves. 'Anything but a time server!' has been the exasperated exclamation that has preceded many a dismissal.

"Quickness to perceive the little things which annoy a busy executive and promptness in removing them has secured the promotion of scores of boys and young men who, as the saying goes, 'have their wits about them.' Proprietors and managers of large businesses are human and susceptible to those delicate personal attentions which count so largely in home and social life. And the fact that such an attention comes from a boy and amid the hurry of business and the commercial surroundings of an

office only goes to make these exhibitions of thoughtfulness more acceptable, pleasing and conspicuous.

"In a very large degree, whatever of success I have been able to achieve in the mercantile field is due to reaching out for new responsibilities and doing new things without being told. The man who rejoices the heart of the head of a great business is the man who sees something to do and does it without asking any questions. Of course, I do not mean by this that any employee should recklessly usurp the duties or responsibilities of another or of his employer; but within the bounds of reason he should be extending the radius of his authority and responsibility, and lifting that much, as it were, from the shoulders of his employer. The latter is quick to see the force and value of such a servant and inwardly remarks: 'Here is a man who not only acts, but thinks for me. He sees through the eyes of my own self-interest and initiates and executes in my stead.'"

IN THE MARITIME PROVINCES.

Frank L. Crossley left recently for the Maritime Provinces as special representative of the MacLean trade newspapers. He will work right through to Halifax, calling on all our subscribers and probable subscribers, as well as advertisers and probable advertisers. Any assistance given Mr. Crossley in the way of news notes, pointers in the trade, etc., will be much appreciated and will receive our very best attention. Mr. Crossley is a newspaper man of some experience, having been engaged with the Montreal Daily Witness prior to joining the staff of the MacLean trade newspapers where he has been attached to our Montreal office for some months. With the natural growth of the Maritime Provinces and the spirit of enterprise and kindness always shown by its business men, we look forward to Mr. Crossley's trip being a pleasant as well as a mutually profitable one.

WHICH WINS?

A man went into a wholesale warehouse in Toronto and asked for a position. He looked good to the boss, who said: "All right. I'll give you \$500 a year and an increase of \$100 a year for five years."

"I'll tell you what I'll do," said the seeker after work. "I'll take \$500 a year and an increase of \$25 at the end of each six months. Give me that and I'm yours."

"I'll give you that if you would rather have it that way, but it's a losing game for you," cautioned the wholesaler.

"Never mind; I'm satisfied," returned the new employee.

Who had the best of the bargain?

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

ZINC SPELTER—Decline of 25 cents.
COPPER—Advance of 50 cents.
HORSESHOES—M.R.M. Co. new cold process, 50 and 5 per cent. off, May 15, '07, list.
GREEN WIRE CLOTH—Very scarce.
HEAVY STRAW SHEATHING—Advance of \$5.

TORONTO.

ANTIMONY—Declined another cent.
ZINC SPELTER—Now quoted at 7 cents.
CANADA PLATES—Some dealers quote 15c. higher.
TIN PLATES—Slight advance.
MACHINERY CAST SCRAP—Advanced.
OLD RUBBERS—Declined.
TURPENTINE—Decline of two cents.
LINSEED OIL—Advanced one cent.
HEAVY STRAW SHEATHING—Advanced to \$40 per ton.
MARLIN'S FIREARMS—Slight advance.

the province, and especially in Montreal. Warehouses, stores and residences seem to be springing up everywhere. Despite the backward spring, this will probably be a record year in building.

A good deal of difficulty is experienced in securing certain sizes of screws. The scarcity in the various by-products of wire, as nails and fencing, is not as acute as it has been.

Many country merchants are having a hard time disposing of certain lines of seasonable goods.

TORONTO HARDWARE MARKETS.

Toronto, June 7.—Business is brisk in all lines of staple hardware. The local supply houses cannot be said to be over-rushed, yet there is a constant and increasing call for goods in sorting quantities and the market has settled down to a steady demand. The week has been characterized by a large increase in sorting orders from the west, but retailers are still handicapped in disposing of their stocks in many lines because of the very unseasonable weather. With each little rise in temperature, however, the volume of trade increases and the first continued warm spell will remove the obstacle that has hindered the free flow of trade in these lines and cause a rush of repeat orders to arrive at the local jobbing houses. Meanwhile building operations, which are scarcely at all affected by such weather as the present, are proceeding on an unparalleled scale all over the country and an enormous business is being transacted in general building supplies.

On account of the high price of labor and the difficulty in obtaining a sufficient supply of raw material at reasonable prices, building paper has undergone a slight advance this week. Heavy straw sheathing is now quoted at \$40 per ton in Toronto, with the usual freight equalization points.

Green wire cloth and poultry netting are scarcer than ever. Those who were not fortunate enough to have a supply of the former booked before the present situation developed are finding it almost impossible to obtain it even in very limited quantities. It is interesting to note that Canada is not the only country that is suffering from the present scarcity in poultry netting. On account of the great demand and advanced price of netting in Victoria, the Government of that Australian province is about to establish a factory at Pentridge, with prison labor, for the manufacture of this commodity. Wire netting for fencing, it is claimed, can be made for \$128 per mile, whereas it is now selling in Victoria for \$195 per mile. The Victoria Government are figuring on turning out 860 miles of wire a year.

The factories are unable, up to date, to catch up with the demand for wire and its by-products. During the prolonged and stubborn controversy concerning the price of fuel, which was waged between the Dominion Coal Company and the Dominion Steel Company,

some months ago, the plant of the latter company was closed down and has never since succeeded in getting abreast of the trade, and evidently will not for some time. Wire nails are quoted at \$2.50 in car loads or \$2.55 for smaller quantities. The supply of the smaller sizes has slightly improved but a great scarcity exists at present in five and six inch. A striking proof of this occurred yesterday, when a large jobber, in order to fill an order, had to supply his customer with five inch specials, though they cost the former twenty-five cents per hundred pounds more. This scarcity in the large sizes of wire nails is unusual but is accounted for by the fact that the building of large structures, where great quantities of these nails are needed, is unprecedented.

Screws are still very scarce, especially the common gauges of sizes three-quarters, seven-eighths, inch, inch and a half, two, and two and a half inch.

Business in sporting goods has improved this week and fishing tackle is again moving much faster. A slight advance in practically all varieties of Marlin firearms went into effect yesterday. A heavy demand exists for canoes but the latter are still very difficult to procure.

MONTREAL METAL MARKETS.

Montreal, June 7.

The metal market has shown itself to be independent of atmospheric conditions. Up to last week despite the unseasonable weather, the metal trades flourished, and this week, with favorable weather conditions, the metal business is booming. Almost every line is experiencing strong demands, large shipments are being made, and prices are firm.

There is one very serious deterrent upon the trade, viz., inadequate transportation facilities. It is almost an impossibility to secure cars. The scarcity is due to the enormous demand for cars for western shipments, and the railroad companies cannot begin to supply the demand. Local shipments are prosecuted with not much delay, but through shipments are late owing to the teamsters' strike, and the C.P.R., Grand Trunk, and the Shedden Forwarding Co. are responsible for these delays. The strikers have not yet come to any perfectly satisfactory agreement, and consequently much freight is congested at the wharves. Shipments of material from Great Britain, due here on May 1, were three weeks late, and it has kept the metal people here very busy to compensate for this delay. One merchant stated that it would be a month before the metal situation recovers to its normal state.

The shortage in pig iron still prevails, and will not be relieved until a number of cargoes from Great Britain arrive and are distributed.

Galvanized iron is stronger in Great Britain this week, as also are galvanized sheets, which have advanced about 5s. a ton.

The normal price on copper is well maintained, with a fair demand. The

MONTREAL HARDWARE MARKETS.

Montreal, June 7.—As with all other trades, the hardware trade is booming and all that is preventing it from establishing a hitherto unattainable standard in the volume of business done is the inability of the transportation companies to do all that is required of them. The unsettled condition of the teamsters' strike and the shortage of railway cars is hampering the trade to a great extent. These two factors are affecting the trade in more ways than one. Not only are the jobbers unable to make full shipments because of scarcity of cars, and to get in shipments of the manufactured products, but the manufacturers also are greatly crippled in their operations. They experience great difficulty in procuring raw material for manufacture because of the railroads.

A strong demand obtains for all seasonable lines of hardware—builders' hardware, mechanics' tools, garden tools, sporting goods, fishing tackle and guns and ammunition, camping outfits, building paper, wheelbarrows, etc. A great scarcity prevails for green wire cloth, wire, nails, screws, bolts and nuts. It is almost impossible to secure green wire cloth, even in small quantities. The manufacturers of it are unable to get raw material, and are also unable to secure sufficient operators. Such a demand for laborers prevails, that the men who have been working for these manufacturers have gone elsewhere, where they have been offered a slight advance in wages.

Building paper prices have been advanced \$5 per ton on heavy straw sheathing, making the price here now \$40, and at Halifax and St. John \$42.50. This advance was made because of the scarcity and the advance in the price of raw material. Pulp and straw are very difficult to procure.

A good demand prevails for cement and fire brick, with good supplies of both, sufficient to supply the trade as it is at present. Prices remain firm and unchanged.

Builders' hardware is steadily increasing in demand, owing to the immense amount of building going on in

American market indications are that July enquiries will be sluggish.

Wrought iron scrap has declined 50 cents. With this exception, old material prices are firm, with a fair amount of business being done. Tea lead has dropped $\frac{1}{4}$ -cent.

The situation in copper at present is peculiar and unusual, especially in the United States. Regarding this the Iron Age (May 30) says:

"It looks now as though there was enough May and June copper left over to last for some time in July, or until a time when the market will have become more settled, even though at lower figures. European melters have not overbought as much as American consumers, consequently they must needs come in the market for some of their July copper. Lake producers complain bitterly of the situation, and from more than one quarter the statement is heard that conditions in the copper trade have never been quite the same as they are now."

Foreign zinc spelter has declined 25 cents; domestic remains unchanged.

TORONTO METAL MARKETS.

Toronto, June 7.—Several advances have been made this week, both outside and locally. The market generally is holding its strength very well despite the easing off reported from the States, where the pessimists say a recession of trade has begun, although the iron and steel condition does not indicate this. The fact that buyers are protected in their contracts by a reservation which allows them to delay shipments indefinitely is held as an indication of weakness. In Canada business is conducted on a different basis, the volume being smaller and all purchases being for delivery in a stated time.

Transportation problems are still manifest, with shipments from Montreal coming along with annoying slowness. The effect of the recent blockade will be felt for some time yet. The continued shortage has a tendency to keep prices strong. No changes are reported.

Local dealers who had hoped that the top had been reached in quotations on plates and sheets have been doomed to disappointment, as galvanized iron has stiffened up in the Old Country and an advance of five shillings in the ton has been reported. It would appear that prices are as high in Great Britain as it is possible for them to go, but there is no telling what will happen.

Canada plates have been costing dealers very close to selling prices, but there has been a desire to keep selling figures undisturbed owing to their present highness. This week, however, one firm has had to advance prices fifteen cents, making ordinary at \$3.05 and all bright \$4.05. Next week may see the new figures generally quoted.

Our quotation on tin plates (Allaway's) has also been revised, and \$4.65 is now understood to be a very close figure on this market. Ingot tin remains firm at 46 cents.

Antimony has dropped another cent, with 22 cents now ruling. Foreign zinc spelter has also declined to about seven

cents but lead keeps firm on account of the shortage in stocks.

Copper is in a more favorable position so far as buyers are concerned, as, while stocks locally are still low, there seems to be plenty available on the American market. Copper is about the only metal which is now controlled in price by the United States dealers. In New York business is at a standstill with sales from second hands becoming more common. For a long time the producers kept things in their own hands by seeing that no sales were made except to consumers or to dealers who had orders for immediate delivery. We are now quoting \$26.50 for Lake and \$24.50 for casting.

In old materials machinery cast scrap is higher, while old rubber has declined.

LONDON METAL MARKETS.

London, Eng., June 5.—PIG IRON—Cleveland warrants are quoted at 60s. and Glasgow standards at 59s. 9d., making prices as compared with last week on Cleveland warrants 3d. lower, and on Glasgow standards, 3d. lower.

TIN—Spot tin opened weak at £185 15s., futures at £182 10s., and after sales of 230 tons of spot and 280 tons of futures, closed steady at £185 15s. for spot, £182 10s. for futures, making price as compared with last week £4 higher for spot and 5s. lower on futures.

COPPER—Spot copper opened irregular at £99, futures at £94 10s., and after sales of 400 tons spot and 700 tons futures, closed easy at £98 15s. for spot and £94 10s. for futures, making price as compared with last week £1 lower on spot and £2 10s. lower on futures.

LEAD—The market closed at £20, making price as compared with last week unchanged.

SPELTER—The market closed at £24 12s. 6d., making price as compared with last week 5s. lower.

U. S. IRON AND METAL TRADES.

New York, June 6.—The Iron Age to-day says: The purchase by the Lukens Iron & Steel Company of the Oriskany mines and the three blast furnaces in Virginia is regarded as significant, following as it does the building of a blast furnace at Buffalo on the part of the Wickwire Company. Both are makers of steel whose experience in drawing upon the open market for basic pig iron during the past six months seems to have created a desire to become independent, as a matter of safety. It is understood that the Lukens Company attached special importance to the acquisition of a reliable ore property.

The pig iron markets throughout the country have been very quiet. The furnaces are sold far ahead and show little disposition to press iron for more distant delivery, while many buyers have little confidence in the market, in view of the general business situation and the financial outlook. The feeling is prevalent, however, that the present level of prices will be well maintained until the end of the summer. The English markets are said to have been weakened by reports of a decline of \$1 per ton on the price of pig iron on this side. There is nothing in conditions here to justify such a report. Foreign

iron continues to come in, but we cannot learn that any fresh commitments have been made lately. It is believed, however, that foreign iron will come forward for three months more.

The leading interest has bought 4,000 tons of low phosphorus iron in addition to 6,000 tons taken last week.

There have been some renewals of contracts for steel billets in the east in lots of 2,000 and 5,000 tons—an encouraging fact, since the volume of business which has been coming to eastern steel mills has been rather light for some time past.

While sheared plates are in heavy demand, the market for universal plates is not so active, and quite early deliveries can be made. The sheet mills are catching up with their deliveries. The tin plate trade has quieted down. The mills, however, are full of business for a long period, and it remains to be seen whether the probable loss of tonnage through poor fruit crops will not be made up in other directions.

U. S. METAL MARKETS.

Cleveland, O., June 6.—The Iron Trade Review to-day says:

"The pig iron market continues quiet but firm. A large selling concern reports that fully 90 per cent. of its customers in New England will require no more iron until the fourth quarter, and that about 65 per cent. are covered through the year. Another company reports similar conditions as to its customers in northern New York. In New York City considerable iron will be needed before the close of the year. To meet the expected demand, the amount of unsold iron in this country is not large, and prices are well maintained in England, where stocks are being steadily reduced.

"The coke market shows little improvement, as production continues to be in excess of demand. The old material market is in a rather better condition than usual at this time of the year, but transactions among dealers form a considerable part of the business being done.

"The threat of blast furnace workers of the valleys to demand a decrease in hours and an increase in wages, which would cause an advance of 62 per cent. of labor costs, is not causing uneasiness among furnace owners, as the leader of the movement has been discredited by the largest labor organizations of the country. The strike of machinists at San Francisco has been settled without increase in wages and with the understanding that shorter hours are to be granted in three years. The firm stand of employers at Pittsburg has broken the strike of machinists in that city, and Cleveland employers are determined to resist the demand of their machinists, who are now idle."

Reports from Chicago quote an official of the J. I. Case Threshing Machine Co. as making the statement that as the result of diminished crop prospects in the western states cancellations will approximate 25 per cent. of this year's bookings for farming machinery.



HALIFAX HAPPENINGS.

Halifax, N.S., June 3.—The blockading of the ports of Cape Breton by ice is having a bad effect on business, not only in the mining towns, but throughout other sections of the province. Coal shipments have been seriously interfered with, and iron ore for the blast furnaces is pretty low. The Nova Scotia Steel & Coal Company have so much coal banked that they have been obliged to close down all their collieries, and as a result 2,500 men are temporarily out of employment.

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Prices in all lines of hardware are very firm. There has been another advance in linseed oil and it is now quoted at 65 cents. In a few months this grade of oil has been advanced from 42 cents to the present figures. There is a fair business moving, but is not by any means what might have been had the weather conditions been more favorable. It is likely that it will boom shortly, more particularly for fishermen's supplies, as it is estimated that in four sections of Cape Breton above \$75,000 worth of nets, lobster traps and moorings have been swept away by the ice. The loss is a serious one for the fishermen just at this season of the year when the fishing is at its best. They will have to buy new supplies so what is their loss will be a gain for the hardware trade as the men cannot get along without gear.

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The National Rolling Mills Company of Sydney has awarded the contract for the construction of the company's entire plant to E. A. Walburg, now of Moncton. He will erect all the buildings, instal the machinery and construct the railway lines. The expenditure on the construction of the plant will exceed half a million dollars, and the work is to be finished and the plant in operation by next December. Mr. Walburg has taken considerable stock in the company.

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The Miemac gold mines have been closed down for several days, while an electric transmission line from the Mersey River is being installed. F. Dexter & Co., of Truro, have been awarded the contract for all the plumbing in the new Colchester Home for the poor of North River.

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The Nova Scotia Telephone Company will erect a new building to cost about \$70,000.

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The regular annual meeting of the Canada Electric Company was held at Amherst last week, in the office of the secretary, J. A. Davis. The report of the year's business was highly satisfactory. The following were elected directors: M. D. Pride, D. W. Robb, N. A. Rhodes, C. W. Fawcett, of Sackville, and E. N. Rhodes.

ST. JOHN SCRIBBLINGS.

St. John, N.B., June 4.—Business has been very good during the past week. A few days' rain, followed by warmer weather, has created quite a demand for seasonable spring lines. The retail dealers report a movement in refrigerators, ice cream freezers, screen doors, green wire cloth, and such goods. There is still a great scarcity of green wire cloth and merchants report that it is almost impossible to get any quantity to supply the demand.

* * *

The boom in building operations that started a short time ago continues and considerable builders' hardware is being turned over. Contractor Robert Maxwell has started excavating for the new Y.M.C.A. building, the contract for the \$60,000 structure having been signed last week. The promoters of the cold storage warehouse project have not yet decided definitely about a site but Manager R. J. Graham says it will be straightened out in a day or two and work will be rushed along to completion. F. W. Holt, C.E., has been engaged for the engineering work and Architect F. Neil Brodie is preparing the plans.

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The wharf building on the west side is going ahead rapidly. D. C. Clark has nearly completed the wharf he is building and Clark & Adams, the contractors for the 600-foot extension to it are making good headway with their cribwork. The latter firm will shortly commence building a warehouse on the wharf nearing completion. The street railway company are building a trestle down Rodney wharf to the head of the ferry floats and have almost finished the construction of their new loop on the west side. They are now using the new car barn which was completed a short time ago.

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The street railway will also commence in a few days to double-track their Haymarket Square and Paradise Row route, permission having been granted by the common council. The I.C.R. has men engaged in placing new steel bridges over their yard at Stanley and Wall Streets to replace the present structures which are considered unsuited.

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At a meeting of the Provincial Government here on Saturday, the chief commissioner of public works reported that arrangements had been made for the provincial engineer to make a complete survey of the St. John suspension bridge, with a view to submitting the plans and details to some eminent engineer from the United States. It is the intention to bring the expert to St. John for the purpose of inspecting the ground and after being placed in possession of all particulars he will decide on the most suitable kind of steel structure to be erected. The undertaking is regarded as a serious problem on account of a span of nearly 700 feet, and the difficulty of not interfering with the roads in the vicinity. It is understood that efforts have been made to secure a Canadian expert, but owing to previous heavy engagements with bridge contractors, none could be obtained.

The United States McAdamite Metal Company was formed in Fredericton last week. This company has recently purchased the United States patents and rights of the McAdamite Foundries Company. The following officers were elected: President, J. D. Chipman; W. Stephen, secretary-treasurer, A. J. Gregory, Fredericton. The annual meeting of the McAdamite Foundries Company was also held at Fredericton and officers elected were as follows: President, James Robinson, ex-M.P., Miramichi; secretary-treasurer, R. W. Thornton, St. John; solicitor, A. J. Gregory.

The McAdamite Foundries Company will continue to conduct the business of the company in Canada and foreign countries in which they hold patents and rights.

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William Mahoney was sentenced last week to two years in Dorchester Penitentiary for stealing stoves and granite ironware from the McClary Manufacturing Company's warehouse on Celebration Street, but Manager Irwin has not finished his work of getting after the persons who he thinks have robbed his company. Yesterday he swore out warrants for the arrest of Hanford G. Geldart and Oscar Petersen for acting together in stealing a range. Both men have been placed behind the bars to await trial. Manager Irwin, since the discovery of the thefts some weeks ago, has so far located nine stoves that have been stolen with other goods from the warehouse.

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Gus Tweeddale, a well known hardware man of Fredericton, is seriously ill with an attack of typhoid fever.

PETERBORO PARAGRAPHS.

Peterboro, June 5.—Price-cutting is injurious in any line of business and it is regrettable that it prevails to a considerable extent among the hardwaremen. Peterboro is not exempt in this respect and frequently complaints are heard regarding price-cutting. At various times the prices of certain articles have been cut below cost, and hardwaremen agree that this practice is only injuring the trade. Yet for all this they still persist in doing such things. Even at the present time certain lines of goods are selling below cost. The sooner there is more co-operation among the hardwaremen the better. There can be co-operation without combine and the hardwaremen of Peterboro would like to see this realized as soon as possible.

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Peterboro was visited by a \$10,000 fire on Saturday night of last week, the firm to suffer being the Peter Hamilton Company, manufacturers of agriculture implements.

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A factory to employ at the commencement about 100 men, and to manufacture meerscham products, may be established in Peterboro. Edward D. Tittmann, the New York representative of the Meerscham Company of America, has written here giving the information that his company is anxious to secure a site for one of the numerous factories to be established in the near future at

different points, and correspondence is invited. He states that the company is capitalized at \$6,000,000, and in his letter he announces that the company is anxious to locate advantageous sites for a number of factories, in which the product of their mines in Mexico is to be turned into articles of commercial value, including pipes, cigar and cigarette holders, insulating devices for electrical apparatus, etc. William J. Seidenberg, formerly of the American Tobacco Company, is president of the Meerscham company, which has offices at 25 Broad street, New York. The company's decision to erect numerous factories was reached when the reports of United States consuls, George N. Ift and W. J. Ledoux, were made public, announcing that the supply of meerscham in Turkish mines was practically exhausted, thus giving the Meerscham Company a monopoly of these products. The Peterboro council will take up the matter and investigate the proposed new industry.

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Those engaged in the plumbing trade report activity in that line of business. Many houses that formerly were not connected with the city waterworks are being equipped with the water system. Many new houses are also being plumbed, and with repair work, etc., the plumbers have very few idle moments.

* * *

Business in hardware during the week has been active, nearly all lines being in fair demand. Building material has been sold in large quantities and the demand for this line gives promise of being exceptionally strong for some time.

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Probably the hardware firm in Peterboro doing the largest country trade is that of W. R. G. Higgins. Mr. Higgins enjoys the country trade for many miles around and appears to have his competitors out-distanced in this respect.

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There is a probability that the local hardware establishments may close one afternoon each week during the summer months. If this is decided upon, Thursday will likely be the day chosen. The stores cannot close on Saturday very well, as a large country trade is done on that day.

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The total amount of building permits since the building permit system was inaugurated in Peterboro, about two months ago now, is \$515,640.

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Before leaving Peterboro, Mr. Louis Leclaire, who for several years was prominently connected with the Kingan Hardware Company, was presented with a handsome signet ring by the Knights of Columbus, of which society he was a popular member. Mr. Leclaire is now on the road for Lewis Bros., of Montreal.

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The retail grocers of Peterboro are making arrangements for holding a banquet in the near future. It would not be a bad idea for the hardwaremen to follow suit. A social gathering of those engaged in this particular line of business would no doubt have a very beneficial effect, as their interests are mutual, and a rubbing of shoulders at the

festive board would be productive of a better understanding all around.

Ray P. Best, of the Best Stove Company, of this city, is a long-distance runner of considerable repute. Mr. Best carried off the silverware in the Examiner ten-mile road race last fall, and is also prominently connected with other local athletic sports.

MORE ST. CATHARINES HISTORY.

St. Catharines, June 3.—The Welland-Vale Manufacturing establishment is one of the most complete of its kind and has been in operation for upwards of forty years. The buildings then constituting the plant were destroyed by fire some years ago but the present tiers of buildings far surpass those that were destroyed and at the present time a large additional building is under construction. The water site was first occupied by the late John L. Rannie as a flour mill and the buildings were destroyed by fire in 1857. A few years later the "Axe factory," as it was called, was constructed by Tuttle and Date, who, after a period of success, met with misfortune and the firm went to the wall. William Chaplin saw his opportunity, grasped the situation, and built up an extensive business in the manufacture of axes, scythes, hay and other forks, in addition to other goods of a metallic nature. Some years ago the then buildings were destroyed by fire. The company—there had been a company formed composed of William Chaplin, his sons and other prominent parties—purposed moving their plant to the eastern part of this province but were persuaded to remain by giving a substantial bonus. The buildings that were then erected were found to be quite insufficient for their growing business, and at intervals other buildings were erected until it has grown to its present mammoth proportions. The manufactured goods are shipped to all quarters of the globe, including the British Islands, France, Germany, New Zealand and Australia. The company employ a large number of skilled workmen with an addition of unskilled laborers. The company pay their employees fortnightly, and the amount of money thus paid runs into the thousands of dollars. To avoid embarrassment in the event of the Dominion Government requiring the lands for enlarging the canal—should the time come—the company has prepared itself with other lands in this city, so that they can erect other buildings nearby the Niagara, St. Catharines and Toronto railway tracks. It has been hinted that this company intend to concentrate all of their works, including the wheel works now in Chatham, on one ground, which, if carried to completion, will add materially to the population and wealth of St. Catharines.

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The John Ross & Sons' Company, manufacturers of traction engines, steam threshers and other metallic goods, have their plant and buildings on the old Fair grounds on George street. They

have a fine class of brick buildings of one storey each, suitable for their work, with plenty of light. This business has been in operation but a few years, and to add strength to the concern the senior member went to England a few months ago to extend their operations, in which he was successful. The firm employ a large number of skilled and unskilled workmen, and the product of their works is not confined to Ontario but seek their way to Manitoba and other western provinces of the Dominion. The company is adding to its pay roll weekly, and as time passes their reputation will be increased greatly as turning out first class work. Good mechanics, good material and good pay is the motto for all who are employed in the metal works of St. Catharines.

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The Jenckes Manufacturing Company, coming from an eastern province with a branch of their works, acquired a number of acres of land whereon they erected stone buildings for their works. Convenient to railway accommodation, they are not laboring under the heavy expenses of other companies for teaming material, and are in a position to transport the manufactured article where required, as all facilities have been acquired for lifting boilers and other heavy materials onto the cars.

THE FOREST CITY.

London, June 5.—The new six-storey shipping and storage building of the McClary Manufacturing Company is rapidly approaching completion, the bricklayers being now up to the roof. Over one hundred men are at work upon the building, erection of which was commenced the latter end of January last. It is expected it will be ready for occupation in another month. It is intended to keep the immense structure constantly filled with stoves and ranges, so that company will hereafter be enabled to fill orders with greater promptness than ever.

The McClary Manufacturing Company are firm believers in the value of advertising, and constantly give evidence of the faith that is in them. So much importance does the management attach to this feature that they have a regularly organized publicity department in connection with their establishment, the newspaper advertising being in the capable hands of McConnel & Fergusson, the well known advertising agency of this city. By this means the greatest care and attention is given to not only the placing of advertising, but to keeping the matter fresh, attractive and up-to-date. At present no less than four hundred Canadian daily, weekly and monthly publications are carrying McClary advertisements, which run in length all the way from twelve to forty inches and in width, two, three and four columns. The dealers handling McClary goods, of course, get the benefit of this. The system is to run, say, a three-month campaign for the Sunshine furnace, fol-

lowed by a booming of the Pandora and Kootenay ranges for a similar period, and in no case are the same plates used for a second term. McClary's are one of the largest advertisers in the Dominion, spending many thousands of dollars annually in this way, and they will tell you that the money is well spent, for to publicity is, no doubt, largely attributable the great success of this leading Canadian manufacturing concern.

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Trade in both wholesale and retail hardware lines has been somewhat quieter the past week, due, no doubt, to the unseasonable weather. Nevertheless, an air of cheerfulness is noticeable amongst dealers.

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The Retail Hardware Merchants' Association has not yet appointed a successor to Mr. D. T. Westman as secretary, nor is it likely any agreement will be reached for observing a half-holiday during the summer months. One firm only, the Purdom-Gillespie Company, close at six o'clock Saturday evenings and, in addition, during July and August, let off half their staff on Wednesday afternoons. This latter rule also obtains in some of the other stores.

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The difficulty over procuring a sewer for the new works of the Empire Brass Company has been overcome by the city undertaking to do the work at its own expense, and all danger of the city losing the industry is now removed.

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It seems that after all London will not lose the Empire Brass Company's works. At the meeting of the city council this week the board of works was given power to have the needed re-arrangement of the sewer with which connection is to be made by the new foundry, and all is now lovely.

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A number of outside places have made bids for the Geo. White & Sons' engine works. This concern also has a sewer problem. Property owners in the neighborhood of the foundry, on Rectory St., have blocked the initiation of a sewer, claiming they have no use for it. Consequently, the work is being held up. As the company employs 300 men at present and intends to increase the number to 500 shortly, it is plain that the city could much better afford to bear the entire cost of a sewer than lose the industry.

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Ald. Samuel Stevely, president of the Board of Trade, who is largely engaged in the tinware and stove business, is one of London's most public-spirited citizens, and, as chairman of the Fire and Light committee of the council and head of the Board of Trade, is keeping a sharp eye on those municipalities which are trying to rob London of industries, as in the case of the Whites and the Empire people, and proposes

that an industrial committee be formed in connection with the Board of Trade whose duty would be to not only take care that no industries were taken from London, but that as many as possible are brought here.

CHAT FROM CHATHAM.

Chatham, June 4.—The talk in Chatham this week has been all "by-law." The vote on the by-law to grant the Wolverine Brass Company a \$20,000 loan, together with other concessions, takes place to-morrow. Whatever the result of the vote, the advocates of the measure have put up a strenuous campaign, and from present indications the by-law will carry.

* * *

Victoria Day was a big occasion at Watt Machine Works at Ridgetown. Responding to the company's invitation, a great many threshers from various parts of Western Ontario took advantage of the low railway rates to come to Ridgetown, to visit the machine works and see and test the company's threshers. The company reports quite a few sales as a result of their enterprise.

* * *

Tilbury is to take over its electric lighting plant, at present operated by D. W. Kett. The village council have appointed W. A. Burke, of the Canadian General Electric Company, Toronto, as their arbitrator in the matter of fixing the value of the plant, while Mr. Kett has named Barrister Thos. Scullard, of this city, to represent him. The two arbitrators will meet in the near future, appoint a third arbitrator, and proceed to business. The council intend, after acquiring the plant, to make considerable alterations and improvements to it.

* * *

The Bell Telephone Company will next fall move to new premises on Sixth Street. W. D. Sheldon intends erecting a large brick block and the telephone company have leased a portion of it. The company, it is understood, also intend to remove their poles and wires from King Street, and possibly from a number of other streets, replacing them with an underground system, while a first-class and up-to-date system will be installed throughout.

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Dresden is to build a new public school at a cost of \$27,000.

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Widdis & Neal, of Merlin, intend erecting a new business block in that village at a cost of \$4,000.

* * *

Operations will shortly be commenced on the new brick hotel with which Hogan & Hoy are replacing their present frame structure. The new building will cost in the neighborhood of \$12,000.

* * *

Westman Bros. have installed a new Cody Oil Gas Light in front of their hardware store. This is the first light of the kind in the city, and it created quite an impression. The light is manufactured in Sarnia, and converts coal oil into gas at a cost not exceeding it

is said one cent per hour. A number of the lights are being put in by merchants here.

* * *

John Carver, formerly of Peter Cunningham's tinsmithing staff, has obtained a good position as sheet metal pattern draftsman in Detroit.

* * *

The Chatham, Wallaceburg & Lake Erie electric railway have finally decided to extend to the lake. The line between Chatham and Wallaceburg, which was completed in November, 1905, has proven of immense benefit to local merchants; and the extension, putting them into close touch with the farmers of Raleigh and Harwich, should prove an even better business getter. The extension has been hanging fire for some time past owing to the unwillingness of the capitalists concerned to go further into the enterprise unless local men subscribed for a share of the bonds. Recently members of the board of trade went to work and secured subscriptions for \$25,000 bonds and with this list Messrs. Manson, Campbell and W. A. Hadley went to Towanda, Pa., and interviewed Geo. W. Kipp and E. F. Kizer, the chief backers of the railway. The latter agreed to proceed with the road immediately subscriptions sufficient to realize \$29,700 had been secured and provided also that the city council granted certain minor concessions. Both conditions have been fulfilled and it is understood that materials will be ordered at once, and the work proceeded with with all possible speed. Campbell and Hadley also state that if the bond subscriptions can be increased to \$44,000, an extension will be made to Paincourt, in Dover township.

SASKATOON SUNSHINE.

Saskatoon, May 26.—With the advent of good weather Saskatoon has become all alive again. The usual spring trade has been demoralized owing to the non-delivery of goods and many sales have been lost through goods coming to hand too late. Cars which were shipped from Winnipeg and the east for points here two or three months ago are only coming to hand, consequently some lines of goods have to be carried over until next season. Empty shelves are being replenished and many articles which could not be bought in town a week or two ago are finding a rapid sale. One firm makes the following announcement in a local paper:

"Our spring goods have arrived at last, after a two months' pleasure trip from Winnipeg to Saskatoon. We have opened up none the worse of their long delay and if these goods could talk of their journey, as they can of their selling qualities, they would have a wonderful history to relate. As the cars were opened up these goods seemed to shine with gladness that they had reached their destination. They were placed in our store and warehouse and are going out rapidly. Their long holiday seems to have done them good, as they are leaving our store with renewed vigor, in fact, going out so fast that we have placed a second order for spring goods."

Dealers are justified in kicking at this state of affairs, but are hoping for a

better delivery next season, when the other competing railways are completed.

Trade in homesteaders' supplies has also been dull owing to the backward season and the fact that this part of the country is pretty well settled.

* * *

A number of smaller dwellings are being erected, but the building trade is not yet in full swing, owing to the scarcity of bricks and other materials. Bricks made here are not of the proper quality, so that contractors have to wait shipments from other points. Cement blocks are manufactured here, but cannot be turned out fast enough to supply the demand at this time of the year.

* * *

In window displays M. Isbister & Son show two fairly well trimmed windows. On the right of the main entrance is a fine display of carpenter's and other tools, while the background is made up with tool cabinets, with swing doors. On the left side is a good assortment of newly arrived enamelware, and behind this is a steel range, with high closet and boiler, on which kitchen utensils are displayed.

* * *

The warehouse of J. F. Cairns was completely destroyed by fire to-day. The loss is estimated at about \$40,000, and was composed of hardware, provisions and dry goods.

* * *

R. H. Shore intends erecting a three-storey hotel at a cost of \$30,000, which will be fitted with up-to-date sanitary appliances.

* * *

Saskatoon, Sask., May 28.—Oliver & Kempthorne, whose store was burned last winter, have, after patient waiting for stock, opened up with a complete stock of hardware in the store on First Avenue formerly occupied by J. F. Cairns. The firm will, in the near future, erect a new two-storey building on Second Avenue, near their old stand.

* * *

Saskatoon hardware merchants have now received their long belated shipments. It is to their credit that during the great freight blockade during the past winter they traveled far to locate their cars so that they might provide for the immediate requirements of their customers. Alderman W. H. Hopkins was successful in locating seven cars and won the gratitude of the citizens by providing them with gasoline and coal oil just in the nick of time to prevent a famine. M. Isbister again demonstrated his enterprise in going over the lines of the C.N.R. and successfully bringing into the city many cars of stock. The arrival of a large shipment of bluestone was soon cleared out by the farmers, who had long awaited it.

* * *

W. H. Hopkins is doubling the size of his present premises, which, when completed, will rank with the best equipped store in the west.

* * *

Massey & Morrison, the west side hardware merchants, find it necessary to enlarge their capacity. The firm have

done a great business in stoves and heavy hardware during the past few months and so great is the demand for their wares from the homesteading circles that they have decided to carry much larger stocks than formerly.

* * *

The material for the traffic bridge, which is to connect Nutana with Saskatoon, has arrived and the steel construction begun. The Canadian Bridge Co., of Walkerville, Ont., are supplying the steel. The local Government engineers are supervising the work.

VANCOUVER VIEWS.

Vancouver, B.C., May 31.—Within 60 days it is anticipated shipments of iron ore from Texada Island will be started and steady shipments continued from that date. The iron ores of Vancouver Island and the adjacent smaller islands have been exploited up to the point of development but practically never yet has a final arrangement been made for the economic use of these valuable deposits. Now the prospect is that the old Irondale smelter, on Puget Sound, in the State of Washington, is to be put in active operation. James A. Moore, an old-time and enterprising Seattle business man, has put capital into the remodelling and completion of the Irondale plant, which has been in disuse since the death of Homer H. Swaney, three years ago, one of the victims of the Clallam disaster.

The statement is made that there is to be a large wharf built at Gillies Bay, Texada Island, and work on this is to commence at once. The iron deposits cover five square miles and are owned by English capitalists. The deposits make a surface showing several hundred feet wide and extending up the face of the hill from salt water. Ore bunkers can be built immediately below the workings and above the wharf. The ore will simply be quarried out of open cuts. The character of ore is a magnetite of high grade. Some years ago there was a considerable quantity of the iron ore taken to Irondale and smelted, so that full tests showing its quality have been made.

* * *

A new iron works, a branch of the Phoenix Iron Works, of Seattle, will be erected in Vancouver shortly, at a capital expenditure of at least \$100,000. Tenders have been called for the buildings, the company having secured frontage on False Creek, where a valuable site was secured. A. E. Charlesworth, general manager of the Phoenix Iron Works, of Seattle, says that his company has done such a large business with this province in heavy logging machinery, engines, etc., which lines are their chief specialties, that it was felt to be advisable to build a factory to take care of the growing trade here. A foundry will be built in connection, and general machine shop and foundry work carried on as well as building engines and logging machinery.

Another foundry has been erected in Vancouver, known as the Columbia

Foundry Co., the chief parties interested being Hugh Orr and Geo. W. Wilkes, practical men who have been in the machine works of Letson & Burpee. They have built a shop at the corner of Powell and Jackson streets, where they will pay special attention to castings for general trade and for such machine shops as are not equipped with a foundry.

* * *

Coast mining is gradually coming to the front. The continued success of the Britannia mine since its development under the late Geo. H. Robinson, has added interest to other ventures on the coast. The mines of the Mt. Sicker district, Vancouver Island, are receiving special attention, and some of them are likely to be made dividend payers soon, it is said. At Texada Island the Marble Bay mine, under the management of Major Grant, has continued to produce copper ore steadily. Now it is announced that Mr. Grant is developing other copper claims on the same island. On Bowen Island, opposite Vancouver city, in English Bay, there are a number of mining prospects which are being developed with a good chance of being worked into good mines. Other points further up-coast are receiving attention, and it is anticipated that more than one mine will be developed from the numerous good copper prospects. In the Skeena River district, not very far removed from the coast, and in location to be opened up by the Grand Trunk Pacific, there are large copper and coal areas already under development which will one day create a new camp, which the owners confidently expect will out-rival the Kootenays and Montana.

* * *

The mines of Kootenay and Boundary are steadily resuming normal conditions now that the coal mine situation is settled and coke for the smelters is to be counted on. However, it is too late to make up for the loss caused by the strike, and the month of May will cut down the average of the smelter returns very materially. There was really only one smelter, that of the B. C. Copper Co., which was steadily operated in May, as none of the others had coke supplies. Next month's returns will be very sure to be up to the average, and following the opening months of the year, show an increase over last year. The total smelter receipts for the year to date approximate half a million tons for the Kootenay and Boundary districts for the first five months of the year, which is in advance of last year.

* * *

In hardware circles, brisk trade is reported, especially in all lines of builders' hardware. In quotations, not many changes are noted. The turpentine market is lower, while wire nails have advanced on this market 25c., the quotation now being \$3.75 base, with cut nails \$4 base; bar iron, base, is now \$3.10; steel, Jessop's, 14c. Boiled oil is quoted \$1; white lead, \$9.50; putty, \$3.50; Manila rope, 16½c.; turpentine, \$10.75 per case; glass, first break, \$1.25.

MANITOBA HARDWARE AND METAL MARKETS

Market quotations corrected by telegraph up to 12 a.m. Friday, June 7. Room 511, Union Bank Bldg, Winnipeg, Man.

With warm weather and seasonable rains there has been a marked revival of confidence in the business situation and the movement of goods is more active.

Wire nails have been advanced 5 cents but cut nails are unchanged. The manufacturers are advancing the price of axe handles and a general advance by the wholesale trade may be expected at any time.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.90; 11, \$2.96; 12, \$3.04; 13, \$3.14; 14, \$3.24; 15, \$3.39; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

POULTRY NETTING—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILS—No. 10 and larger, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c. per box. Capewell brand, quotations on application.

WIRE NAILS—\$3 f.o.b. Winnipeg, and \$2.55 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES — ½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS — Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS — Bolts, carriage, ¾ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS — Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—½-in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, 4.50; 1, \$4.25; 9-16, \$4.20; 1½, \$4.25; 2, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes,

25 p.c. discount off list; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS — Wrought couplings, 60; nipples, 65 and 10; T.'s and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS — Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE — Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE — Rope sisal, 7-16 and larger, basis, \$11.25; Manila, 7-16 and larger, basis, \$16.25; Lathyrn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS — Royal Canadian, \$35; B.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC. — Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephens' Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand. Will you supply it in your territory?

Write for our special pan, tells how "We help you sell."

G. F. Stephens & Co.

Limited

PAINT AND COLOR DEALERS

WINNIPEG,

CANADA



- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

SAMPLE SHINGLES SENT ON APPLICATION

Winnipeg Paint and Glass Co. Limited

CALGARY WINNIPEG

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

CORRUGATED IRON AND ROOFING, ETC.—Corrugate iron 28 gauge painted \$3, galvanized \$4.10; 26 gauge \$3.35 and \$4.35. Pressed standing seamed roofing 28 gauge painted \$3.10, galvanized \$4.20; 26 gauge \$3.45 and \$4.45. Crimped roofing 28 gauge painted \$3.20, galvanized, \$4.30; 26 gauge \$3.55 and \$4.55.

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, 1-in., \$2.65; 3/4, \$2.80; 1/2, \$3.50; 1/4, \$4.40; 1, \$6.35; 1 1/2, \$8.65; 1 3/4, \$10.40; 2, \$13.85; 2 1/2, \$19; 3, \$25. Galvanized iron pipe, 3/4-in., \$3.75; 1/2, \$4.35; 1/4, \$5.65; 1, \$8.10; 1 1/2, \$11; 1 3/4, \$13.25; 2-inch, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10 1/2-oz., \$5.20; Queen's Head, 20 \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES — 18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE — Silver Star, in bbls., per gal., 20c.; Sunlight, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases, \$2.-75.

PAINTS AND OILS — White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2 1/2c.; in kegs, 3 1/2c.; turpentine, barrel lots, Winnipeg, \$1; Calgary, \$1.07; Lethbridge, \$1.07; Edmonton, \$1.08. Less than barrel lots,

5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gallon advance on these prices.

WINDOW GLASS — 16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.-30.

NOVEL AMUSEMENT DEVICE.

An invention by a Canadian, W. J. Watson, Vancouver, B.C., seeks to provide means whereby the car-carrying wheel moves around in a circle with the supporting platform, but whereby the wheel is caused to continuously rotate in the opposite direction. This produces an unusual motion. The invention relates to improvements over the device disclosed and claimed in a former application by the same inventor. This inventor has also procured a patent on another amusement device, the object of which is to increase the movement imparted to the cars, making the movements diverse and confusing and thus increasing the interest of the passengers. This end he attains by causing the wheel or wheels not only to revolve on their own axis, but to move bodily in a circle or other fixed path.

NEW MASONRY TOOL.

P. J. Courtney, Elizabeth, N.J., is the inventor of a novel masonry tool. The objects, among others, in this case, are the provision of a tool for handling the mortar in building construction, and forming the joints of the same between several layers of building material. The inventor has combined with an ordinary trowel, in such a manner that its usefulness is unimpaired, a jointer, comprising heads so arranged that they can be brought into action without inconvenience or loss of time such as is encountered when these functions are performed by separate devices.

EMPIRE STOVES AND RANGES



MAJESTIC EMPIRE

This is the largest Oak Stove made in the world. You may say: "Why did you make it?" Because Canada is as cold as any country in the world. Did you ever sell a large heater where you ought to have sold a larger, but could not get it? You have! Needn't any more, we have it.

W.J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG MAN

AND AT BRANDON, MAN.

Square your Accounts

Novelties for the Hardwareman

HOW TO KEEP A RAZOR SHARP.

By W. D. H.

Selling razors to the trade, I have come across many men who do not seem to be able to keep a razor sharpened properly, and who claim that they have to go to the barber to have the razor honed every once in awhile. This should not be at all necessary with a concaved

strop dressing rubbed on with the finger will put it right again.

I now wish to illustrate why the cushion and swing strops are not correct.

The swing strop cannot be held so tightly, that in stropping the edge of the razor will not be dulled or rounded off to some extent, and thus not get the proper setting. I may state that the



Figure 1.

razor, for a good concaved razor honed at the factory, should be easily kept sharp if a proper strop is used, and it should last a man his lifetime.

It is unfortunate that men generally use the wrong style of a strop, in trying to keep the razor sharp. They see the barber using the swing strop, and naturally take it for granted that this is the only correct thing. They are not aware that the barber is also forced, on account of using a swing strop, to hone his razor after a number of shaves to get it into proper shape again.

All this can be avoided if a block strop is used, which, in my opinion, is the only correct strop to be used. It should consist of a piece of wood from 8 to 10 inches long, and 1½ to 1¾ inches wide, with a piece of leather securely glued to both sides. If a razor is drawn up and down such a strop from heel to point, using a slight pressure, it will

back of the razor is the exact gauge for the edge, so that if the razor is laid flat on the strop and drawn over, it

will get the correct edge. On a swing strop, of course, the strop will give way and the edge will be rounded off.

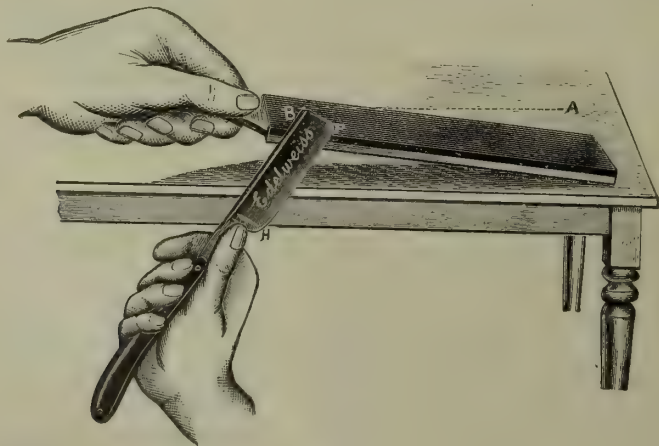


Figure 2.

keep the edge even and sharp. Of course the strop must be kept clean, and should be of good calf leather. Should it become dry, a little lather, olive oil, or

The cushion strop has the fault of having only one point of contact, and by using it for a concaved razor the edge is apt to become wired. The thin edge

of a concaved razor will give way under pressure, and if the razor is stopped at a point a little off the edge, the result is a wire edge in nearly all cases. Therefore, when a block strop is used, this fault of producing a wire or rounded edge (as with the cushion or swing strop) is avoided and a man stropping his razor properly with a block strop, will never have to go to a barber to have it honed, and will not need any outside assistance to keep his razor sharp.

The stropping should always be done by placing the razor diagonally across the strop and drawing at the tang or handle from heel to point, turn over on its back and draw again at the handle from heel to point. Do this three or four times after each shave.

This is not written with an idea to sell razor strops, but only to give assistance, to gentlemen shaving themselves, to keep their razors in good order, and I shall be glad to give, in the columns of this paper, explanations and assistance to anybody requiring further information.

COVERT STALL HITCHERS.

The Covert Mfg. Co., of Troy, N.Y., who are the largest manufacturers of harness snaps in the world, are placing

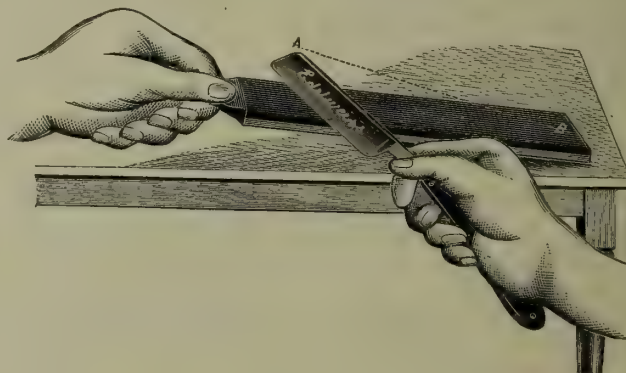


Figure 3.

on the market a new arrangement in the line of stall fixtures. This hitching device obviates the necessity of a manger, and permits the horse to feed off the floor and eat up all his hay with perfect freedom and safety; and as the rope is always taut, there is no danger of the horse getting his foot over the



Side View of Hitcher.

tie-rope or strap, as in other cases. The ordinary rope or chain attached to a manger is liable to ruin a horse should he get his foot over the tie-rope.

GOODS HANDLER.

E. E. Welch, Springdale, Arkansas, has invented a device for lifting goods or boxes from shelves located above hand-reach. It is a peculiar, novel and improved device which, in addition to its general utility, shall be inexpensive to manufacture.

FIRE BRICKS, FIRE CLAY, BORAX, BLUESTONE

Sal Ammoniac Whiting
Special Prices for Import.

A. G. LESLIE AND CO., Limited
MONTREAL

TINPLATES

All made out of the
BEST SIEMEN'S MARTIN STEEL

Brand	
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade
very best value and finest quality in Tinplates.

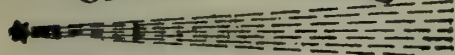
Baglan Bay Tinplate Co., Limited
Briton Ferry, South Wales

Please mention above brands in your indents
and inquiries.

Be Sure You're Right, then go ahead

When you're SURE, you'll order Gilbertson's,
when you're NOT SURE, order Gilbertson's
any way; then you can't go wrong.

GILBERTSON'S



COMET

Brand

GALVANIZED FLAT SHEETS

are well galvanized, true to gauge and especially
soft for working purposes. Every sheet branded
"Gilbertson".

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

Agent, Alex. Gibb, 13 St. John St., Montreal.

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BRAND.

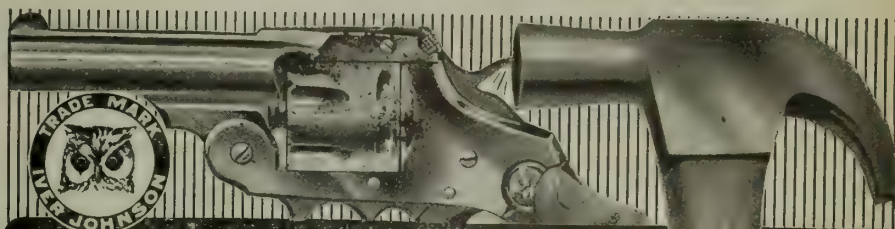
Foundry Pig Iron.

Made from carefully selected Lake Superior
Ores, with Connellsville Coke as Fuel, "Mid-
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Canada Iron Furnace Co.
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"HAMMER THE HAMMER"

That phrase has hammered into universal popularity the

IVER JOHNSON Safety Automatic Revolver

which is a Dealer's Proposition, straight and
simple.

Never permitted as a premium. Never sold
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dealer can safely recommend, and we will stand
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IVER JOHNSON'S ARMS AND CYCLE WORKS,
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NOVA SCOTIA STEEL & COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

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OPEN HEARTH STEEL

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The original and only Genuine
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KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lehd, Emery, Glass and
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Agent:

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The Canadian Copper Co.

NICKEL FOR
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The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Heating and Housefurnishings

WILL MAKE ELECTRIC STOVES.

The Westinghouse Electric and Manufacturing Company, Pittsburg, has decided that it will, as soon as the necessary shops can be erected, commence to manufacture electric heating apparatus on an extensive scale, and it will be the first of the electric companies to go into the manufacture of such apparatus. The company has just acquired the plants and patents of the Hadaway Electric Heating and Engineering Co, in New York City, which will form the nucleus of what is expected to be the most important addition to the present great business of the Westinghouse companies.

For some time past small companies throughout the country have been manufacturing electric heating apparatus on a small scale but it is only recently that it has been demonstrated beyond doubt that electricity can be supplied to households for heating the same as for lighting, and at a far less expense than gas or coal. The Westinghouse Company now proposes to manufacture on a large scale stoves of all kinds, ranges and furnaces with electrical appliances which will do away with coal and gas entirely.

George Westinghouse, the head of the Westinghouse interests, is convinced that the time has come when electricity can be used for heating purposes exclusively. Under the present patents it is said that stoves for every variety of house can be manufactured that will cost practically no more than the ordinary coal or gas stove. Vast possibilities are suggested by the use of electricity for heating, as it will do away with untold dirt, and it can be discontinued in a second's time. Under the new patents the volume of heat can be regulated as desired.

In addition to manufacturing stoves for households, the company will also make heating apparatus for large buildings, street and railroad cars and vehicles of all kinds.

NEW PAN SUPPORT.

R. P. Cook, Hastings, Mich., is the inventor of this kitchen utility. Generally stated, the invention consists of clamping jaws with suitable operating handles adapted to be applied to the pan handle and adjusted thereon, to bring a base plate carried by them in the same plane with the bottom of the pan, thereby forming a support from the handle slightly spaced from the pan, making it impossible to accidentally turn the pan over.

MOULDERS OUT AT GUELPH.

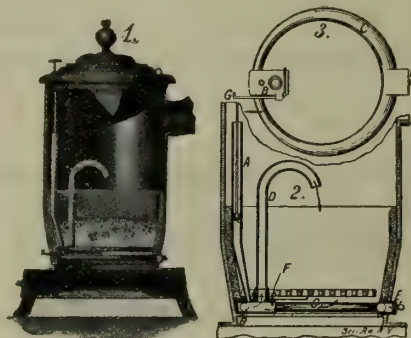
Last week thirty-one members of the local Iron Moulders Union, Guelph, walked out on strike refusing to continue work until the five per cent. raise in wages demanded by them of their employers should be granted. Of the thir-

ty-one men out twenty were employed by the Guelph Stove Company and eleven by the Grundy Stove Company. On Saturday the strike committee of the local I.M.U. held a conference with the Grundy Stove Company with the result that the men's demand for an increase of five per cent. was conceded, and the striking employes of that company went back to work on Monday.

The employes of the Guelph Stove Company, however, are still out and the company have signified their intention of running an open shop. The company are already bringing in non-union men for that purpose while the members of the union have given out the word that they are determined to fight to the end.

ATTACHMENT FOR STOVES.

The accompanying engraving illustrates a novel attachment for stoves of the "air-tight" type whereby hot air with more or less of a strong draft may be delivered simultaneously beneath and



Attachment for Stoves.

above the grate, or above the grate only when a slow fire is needed. The attachment also comprises an air pump, which may be operated to provide a strong forced draft when it is desired to quickly start up a slow or dying fire. The pump is situated inside of the stove, as best shown in Fig. 2, and the handle of the pump projects through the cover of the stove, so that it may be readily operated at any time. The pump piston is formed of asbestos, so that it will not be affected by the intense heat within the stove. The pump cylinder opens into a chest (B), which is included in the circular trunk (C). The trunk (C) is also formed with a draft box (E), which opens through the side of the stove. This draft box is provided with the usual damper to control the amount of draft fed to the fire. Communicating with the chest (B) is a stand-pipe (D), which passes upward through the grate and is bent over to a central position over the grate. The chest (B) opens into the stove under the grate, and this opening may be closed by means of the damper (F), which is operated by the rod (G), as shown in Fig. 3. In operation then, when the damper of the

draft box is open, the air will pass through the circular trunk (C) and through the chest (B) to the lower side of the grate. Also some of the air will be drawn up through the standpipe (D) to consume the gases above the fire. If it be desired to keep the fire low the damper (F) is closed, when air will be supplied to the fire only from above through the standpipe (D). When it is desired to produce a forced draft the pump (A) is operated, and forces air through the chest (B) and the standpipe (D) to the fire above and below the grate. The inventor of this novel attachment is Mr. E. P. Watson, of Bentonville, Ark.

SHIELD FOR HEATING-COILS.

P. S. Knoth, New York, N.Y., has invented a detachable shield for heating-coils such as are used in schools, offices, stores, and other buildings and places. The object of the invention is the provision of a shield arranged for convenient and quick attachment to the coil without requiring any addition or a change in the construction and arrangement of the heating coil.

COOKING APPARATUS.

An invention by J. R. Adams, Kenosha, Wis., relates to containers adapted to receive vessels of partially cooked food, which, after having been brought to the boiling point or cooked for a short length of time in any suitable manner, are tightly sealed and closed within the walls.

Thus the heat retained in the vessel of partially cooked food is prevented from being dissipated and the food continues to cook for a considerable length of time. Steam is prevented from escaping to moisten, warp, or soil the device.

ELECTRIC HEATER.

An electric heater for metal workers has been invented by J. O. Luthy, Austin, Texas. The heater is of novel construction and parts of certain re-agents forming a bath for utilizing the electric current through the bath to raise to a red heat any piece of metal plunged into this bath. By it workers are enabled to quickly and conveniently heat metal to a welding temperature without the use of a forge or a fire.

SAD-IRON.

J. F. Willey and E. W. Watson, Versailles, Ill., have invented an improved sad-iron. The chief object of the improvement is the provision of a comparatively cheap, simple, and effective self-heating iron, presenting a neat appearance without any overhanging or cumbersome parts likely to interfere with its proper use. The inventors have succeeded in accomplishing this object.

IMPROVED TINSMITHS' SHEARS.

A new style of shears, more especially designed for cutting tin and other sheets of metal or tough material, has been invented by J. Cook and J. F. Brady, New Paynesville, Minn. The lower blade is formed with a laterally and rearwardly bent arm which lies in a horizontal plane at right angles to the normal plane of the blades and which serves to balance the shears and support the tin while it is being cut.

DRYING BRACKET.

C. F. Schild, Cambridge, Ohio, is the inventor of a hanger or bracket adapted to be attached to a wall adjacent to a range, or at any other convenient place, and upon which towels or similar articles may be suspended while drying. The object is the provision of a device that may be extended or elongated as occasion may require, and that may be turned to any desired position.

FIRE DOG FOR OPEN GRATE.

An invention relating to improvements in fire dogs designed for use in open fire places has been perfected by L. C. Ross, West Point, Miss. The object aimed at is to provide means for holding the burning wood in the fire place and to prevent its falling out of the hearth, as well as to provide means for heating irons or other articles by the fire. The invention combines two fire irons or dogs with a connecting plate upon which irons or other articles may be placed for heating.

STEEL ROOFING AND METAL CEILINGS.

United States consul E. E. Young writes as follows from Harput, Turkey : "There is a fair demand in this consular district for steel roofing and metal ceilings. Many of the larger buildings in this city are now roofed with American steel roofing, and orders have been sent to supply other buildings now in the course of erection. The greater expense of steel roofing as compared with tiles is more than offset by the durability of the former. American manufacturers of steel roofing and metal ceilings are requested to send catalogues, with letters of advice as to terms of sale, etc., to this consulate."

Canadian manufacturers would also do well to heed this advice and not let the opportunity of obtaining a large share of this valuable trade slip through their hands.

USEFUL GATE OR DOOR LATCH.

A latch invented by J. S. Brown, Ohio, Neb., pertains to latches such as are used on gates or doors, and the object is to produce a simple latch which will operate to hold the door or gate in an open as well as a closed position. The inventor provides a construction which will enable the gate or door to come close to the fence or wall in which it is placed, when latched in its open position.

Have YOU Talked "Metallic" Fronts

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ATTRACTIVE AT SMALL COST

PLAIN OR ELABORATE IN DESIGN

SUITABLE FOR ALL CLASSES OF BUILDINGS

We will design and quote on YOUR suggestions or specifications.

We instruct OUR dealers in the manner of erecting.

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Opportunity

The man who wants an opportunity or the man who has one to offer should use the Want Ad Columns of **HARDWARE AND METAL**. For a very few cents you can talk to practically all the hardwaremen from one end of Canada to the other, and talk to them in four days' time.

Our Want Ad page is a Clearing House for the hardware trade in Canada. Goods can be bought and sold to advantage by the insertion of an advertisement which will probably cost you 25 or 50 cents.

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2c. per word for the first insertion

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Add 5c. for box number

Send cash with order.

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

INDUSTRIAL DEVELOPMENT.

Edmonton is installing a street railway system.

The C.N.R. and G.T.R. officials are about to decide upon final plans and layout for a joint terminal at Winnipeg.

The Dominion Bridge Company, Hamilton, has been authorized to increase its capital stock from \$1,000,000 to \$2,000,000.

The Plum Coulee Milling Co., will erect a large flour mill in Arcola, Sask., to replace the one destroyed by fire last year.

The Stephenson Belting Company has been authorized by the Government of Ontario to change the corporate name of the company to the Haigh Company.

The International Portland Cement Company has been authorized by the Ontario Government to increase its capital stock from \$1,000,000 to \$1,250,000.

A permit has just been issued for the building of the Canada Screw Company's new factory at Hamilton, already referred to in these columns. The building will cost \$75,000.

The city council, Halifax, have agreed to give a free site of twelve acres to W. P. McNeil & Co., New Glasgow, on condition that they establish their structural steel works at Halifax.

The greatest oil well in the Tilbury field was shot last week, on the Nelson farm, Tilbury East. It is flowing at the rate of 500 barrels a day. The well is 1,409 feet deep and is the most southerly in the deep territory.

The first cargo of rails under the contract recently made between the Dominion Iron & Steel Company and the Montreal Transportation Company was put on board the steamer Glenmount at Sydney this week for Montreal and Fort William.

The transfer of the Canada Coal and Railway Company's property, consisting of 12 miles of railway, and 17 square miles of coal areas in Cumberland county, to the Maritime Coal, Railway and Power Company took place on Monday last.

The North Atlantic Collieries Company, the promoters being B. F. Pearson, M.P.P., H. M. Whitney and G. E. Drummond, with coal areas in and around Port Morien, C.B., will soon be at work mining the 350,000,000 tons of coal that their thirty-six leases cover.

A new seam of coal has been discovered on the discarded property of the West Wellington Coal Company, near Wellington, Vancouver Island. The seam is seven feet wide, with three feet of top coal and four feet of splendid hard coal. A slope is being run into the coal, and the company will resume operations on a large scale immediately.

The new plant of the Rapid Tool Co., Limited, Peterboro, is completed and has been in operation a month. The building is of brick, two stories, and includes a forge room 70 x 40 feet, fitting up room 80 x 30 feet; polishing room 80 x 30 feet; besides offices, etc. It is

equipped with the latest machinery for the manufacture of augurs and all wood boring tools.

A great shortage of labor exists at Fernie, B.C., where it has become an impossibility to obtain men for outside work. Development work in the coal properties is being seriously retarded; the mills cannot get men for the bush and the railroads are exceedingly short of laborers. Men are being brought in from all points and are being offered \$3 a day and transportation.

The iron mines of the west coast of Texada island, B.C., are to be immediately opened and within sixty days steady shipments of ore to Irondale smelter will be made. James A. Moore, Seattle, is furnishing the capital and work will be started immediately on the construction of a wharf at Gillies' Bay. According to the estimate of competent engineers, there are now ten million tons of ore in sight.

A vast territory known to contain valuable natural gas and oil in large quantities in the neighborhood of Owen Sound is to be explored and opened up by a new company just floated, and called the Owen Sound Natural Gas and Oil Company. The share capital of the new venture will be \$40,000, divided into \$20 syndicate shares, which are now offered at par.

The Ontario Iron & Steel Company, Welland, will be making steel ingots in June. The rolling mill will be started on July 15th. The company has been somewhat hampered by the delay in getting electrical power. The temporary line required cannot be put in until permission is received to cross the M.C.R.R. tracks at Plymouth road, but it is expected that this trouble will be adjusted in a day or two.

In its efforts to keep pace with the marvellous growth of the west, Winnipeg is now fairly throbbing with life and energy. Manufacturers are coming in, wholesale firms are adding storey after storey to their warehouses, business blocks of large dimensions are in course of erection, and the residential part of the city is extending at a rate unprecedented in the history of any other city in America. During last year the total cost of new buildings amounted to \$12,760,450. These figures, added to those of 1902-3-4-5, give a total of \$42,500,000 spent in new buildings in the last five years.

By 1,271 to 91, 1,025 being necessary for two-thirds majority, the Wolverine by-law was carried on Wednesday, largely owing to the strong support of the Board of Trade and press. The proposition calls for a loan for twenty years of \$20,000 to Cornelius Bros., Grand Rapids, Mich., repayable \$1,000 yearly. The city is secured by a mortgage and personal bonds of Cornelius Bros. The company will manufacture brass goods and expects to employ 25 hands at the start, increasing in a year to 100.

It is currently reported that an important deal involving the purchase of the Nova Scotia Steel & Coal Company's

general store and all the company's dwelling houses at Sydney Mines, has been in progress during the past week, and it is likely to be consummated if the project meets with the approval of the directors of the Steel Company at a meeting to be held shortly at New Glasgow. The dwelling houses owned by the company at Sydney Mines number about 650, and rental from these alone would amount to a considerable revenue each month, even at the rate charged by the Steel Company, which is said to be only nominal. The business done by the company's store is said to amount to \$300,000 a year. The whole deal will likely involve at least half a million dollars. The syndicate that is carrying on the negotiations with the company comprises a number of provincial and local capitalists, several of them being residents of Sydney Mines. If the deal goes through it will be one of the biggest transactions of the kind that has ever taken place in the province.

The ice blockade off the Nova Scotia coast is seriously hindering the operations of the Nova Scotia Steel and Coal Company. At present there is something over ninety thousand tons of coal banked, against fifty thousand tons this time last year. This is the result of there being no coal shipments made except those taken by the steamers Wasis, Woburn, Anger, and Pors, besides one or two bunker boats and some small sailing craft. The other seven steamers chartered by the company have so far been unable to reach port on account of ice, and this will cause considerable loss to the company. Another serious drawback to the company as a result of the ice blocking the entrance to the harbor is the shortage of iron ore for the furnaces. The steamer Otta, which has a cargo of ore from the company's areas at Wabana, has been prevented from coming for the past two weeks, and it is feared that unless she can make port some time soon the furnaces will be allowed to run down, there being insufficient ore to keep them going.

Analysis of the returns just published of the trade of Canada for the twelve months ended March 31, 1906, and the 12 months ended March 31, 1907, shows that the increase of Canadian exports to the United States was proportionately greater than the increase of exports to Great Britain, while the increase of imports was proportionately somewhat greater from the mother country than from the United States. Exports to Great Britain during the 12 months ended March, 1907, amounted to \$134,469,430, an increase of \$8,930,931 or about 7 per cent. over the exports of the previous 12 months. Exports to the United States totalled \$109,772,944, an increase of \$20,145,508, or 22½ per cent. Canada's total exports to all countries amounted to \$272,206,606, an increase of \$32,082,960, or 13½ per cent. Imports from Great Britain for the 12 months ended March, 1907, were \$83,229,256, the increase over the previous twelve months being \$16,089,287, or 24 per cent. From the United States our imports were \$208,721,601, being an increase of \$39,791,452, or 23½ per cent. Canada's total imports from all countries were \$340,374,745, an increase of \$60,046,035, or 21½ per cent. over the imports for the year ended

CONDENSED OR "WANT" ADVERTISEMENTS.

BUSINESS CHANCES.

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and watermarks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [tf]

FOR SALE—Established plumbing, stove and tin-smithing business in one of best towns in Niagara Peninsula; last year's business \$12,000; stock and tools will run about \$2,500. Write at once to Box 621, HARDWARE AND METAL, Toronto. [22]

FOR SALE—Established hardware, implement and undertaking business in good Manitoba town; annual turnover \$25,000 to \$30,000; stock, \$6,000; best reasons for selling. For particulars apply to Marshall & Ross, Rossburn, Man. [26]

LEADING Hardware Business in growing manufacturing town, six thousand dollar stock, shelf and heavy hardware, owner retiring. R. A. Mulholland, Port Hope. [23]

FOR SALE—Hardware stock of \$4,000; will sell at rate on dollar; will rent or sell building. Apply to Box 623, HARDWARE AND METAL. [25]

FOR SALE.

FOR SALE—First-class set of tinsmith's tools, second-hand but almost as good as new; includes an 8-foot iron brick almost new. Apply Pease Waldon Co., Winnipeg. [tf]

SITUATIONS VACANT.

HARDWARE Clerk Wanted—Experienced; state wages; give reference. Apply Box 626, HARDWARE AND METAL. [23]

WANTED—Young man with three or four years' experience as hardware clerk, to take position as junior clerk. Apply at once stating experience and giving references to Gilpin Bros., Orillia, Ont. [tf]

TINSMITHS WANTED—First-class tinsmiths wanted for points west of Winnipeg; must be good mechanics capable of taking charge of a metal department; thorough knowledge of furnace work necessary. Pease Waldon Co., Winnipeg, Man. [tf]

WANTED—Manager for stove and furnace department of large manufacturing concern doing business in all parts of the Dominion; knowledge of both manufacturing and selling necessary. Apply stating experience and salary wanted. Box 624, HARDWARE AND METAL, Toronto. [24]

SITUATIONS WANTED.

SITUATION WANTED—In Alberta, as bookkeeper or manager of retail hardware business; 12 years at bookkeeping, 8 years in hardware in Ontario; testimonials from capable business men, strictly temperate, 33 years of age and married; taking a trip to Alberta about August, could be interviewed then. Box 622, HARDWARE AND METAL. [24]

WANTED—Position as hardware clerk by young man with 6 years' experience; All references. Box 27, HARDWARE AND METAL, 511 Union Bank, Winnipeg. [24]

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Prompt Shipment

The ONTARIO TACK CO.
Limited,
HAMILTON ONT.

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of your business, if you handle paints and varnishes, depends upon what the goods will do. In other words, upon the quality of the products you sell. The remaining 10 per cent. can be said to be sales made to people who do not care what they buy or what they get—the indifferent class.

The 90% is where the good business and profit is for you. Isn't it common sense and the best judgment, then, to handle the line of paints and varnishes that will influence, through quality and worth, this big per cent. to come to you again and again? Such being the case, *your line is the thing.*

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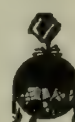
on your shelves mean influencing all that 90% favorably for you. As the highest quality in finishes for all purposes they will build you a splendid reputation and business. They have done this for thousands of hardware merchants in all parts of the country. The Sherwin-Williams "Quality" is more than our assurance—it is based on what the goods have done on all kinds of jobs and under all sorts of conditions.

Are you influencing the 90 per cent. in the way that means building business for you? Think it over. Then write for our proposition.



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Galt Sure Grip Shingles

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GALT ART METAL CO. Ltd.
GALT, ONT.

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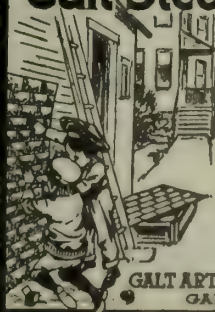
and Price Lists. That's the surest way to be "in the game." Your Opposition will have to "step fast" if he beats you and Our Line. We are using our every endeavor to make Our Line interesting to "the trade." We want good representation in every locality. Write us about it to-day.

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Galt Steel Siding



is made in original designs. Sharp, bold patterns. Close-fitting and invisible joints make them great sellers. People won't have the ordinary kinds once they see ours.

GALT ART METAL CO. Ltd.
GALT, ONT.

March, 1906. The total increase of trade with all other countries was thus \$92,128,995.

COMPANIES INCORPORATED.

The Farley Phillips Company, Montreal, capital, \$45,000; to manufacture cut glass and similar ware. Incorporators: G. Phillips, W. Smith, Elizabeth Phillips, Estelle Corriveau and E. Gill, all of Montreal, Que.

The Parker Car Heating Company, London, capital, \$160,000; to manufacture car heating devices. Provisional directors: Thomas Parker, Cathren Parker, Bennytime Parker, J. N. McEvoy and E. J. Dawson, all of London, Ont.

Vulcan Portland Cement Company, Montreal, capital, \$2,500,000; to manufacture Portland cement and lime. Incorporators: G. W. Macdougall, L. Macfarlane, C. A. Pope, A. Swindlehurst, and McGregor Barelay, all of Montreal, Que.

The MacLean Cream Separator Company, Sarnia, capital, \$40,000; to manufacture cream separators. Incorporators: L. A. MacLean, J. W. Hamilton, R. N. LeSueur, W. H. Price, E. L. Macdonald and D. W. H. Lucas, all of Sarnia, Ont.

Oeto Oil Company, Sarnia, capital \$40,000; to produce and refine oil. This company is already incorporated under the laws of the State of West Virginia and is now authorized to transact business in Ontario. The company has appointed R. V. LeSueur, Sarnia, as its attorney.

The J. C. Mitchell Smokeless Powder Company of Canada, Medicine Hat, Alta., capital, \$100,000; to manufacture a smokeless powder called Mitchellite. Incorporators: J. F. Bending, G. F. Palmer, D. W. Brown, M. A. Brown, G. Miller, P. R. Bryenton, all of Medicine Hat, Alta.

Canadian Logging Tool Company, Sault Ste. Marie, capital, \$15,000; to manufacture logging and lumbermen's tools. Incorporators: David Wold, Grand Rapids, Mich.; V. R. Davy, John Bennett, Wm. Latta, Wm. Davies and E. S. Gough, all of the city of Evert, Mich., and N. W. Ely, Chicago, Ill.

Lake Superior Iron and Steel Company, Sault Ste. Marie, Ontario; capital, \$1,000,000; to manufacture and deal in iron, steel, nickel and any other ore products of the mine and products thereof; to manufacture charcoal and by-products, coke and by-products; to deal in wood and its products; to build iron and steel bridges, cars, locomotives, steamships and other watercraft. Provisional directors: C. W. Thompson, H. B. Johnson, E. W. Wright, J. Gibson, E. P. Seon and H. J. Hunter.

BUILDING NOTES.

Jas. Malkin & Son., pioneer merchants of Parry Sound, will erect a fine cement block.

Charles A. McArthur, Toronto, has applied for permission to erect an apartment house on Wellesley street.

A large new grandstand is about to be erected at Halifax, N.S. Tenders

received covered the cost of a wooden as well as a steel frame stand.

The Walkerville Land and Building Company, Walkerville, have let the contract to V. Williamson for the erection of three brick blocks composed of four houses each.

The Church of the Messiah, Anglican, will erect a large Sunday school building in connection with their church at Toronto. The plans are now being prepared and the work will be proceeded with this summer.

Montreal is to have another new theatre, making the third, to be opened next fall. The new theatre will be situated at the corner of St. Urbain and St. Catherine streets, and will be a modern fireproof structure capable of seating 1,500 people.

An increase of a million dollars over May, 1906, is included in the aggregate of \$2,560,000 value of building permits issued in Toronto during May, 1907. The



WM. J. GRANT, MONTREAL
Who recently joined the army of benedicts.

figures for May, 1906, were \$1,502,000, and for May, 1907, \$2,560,000. The way things are going it is not improbable that the aggregate for 1907 will be over \$20,000,000.

MANUFACTURERS' AGENT MARRIED.

Another Montreal manufacturers' agent was captured by a blushing bride last month. W. J. Grant, the sole Canadian agent of the old established firm of Wm. Hutton & Sons, silverware manufacturers, London, Eng., was the fortunate victim and his captor was Miss Lucy Randall, who crossed the ocean from London on the "Virginian" to Montreal. The wedding took place on May 9 at St. George's church, Montreal, the bride and groom being attended only by the latter's closest friends. Although Mr. Grant is of English birth he is very fond of Canada and hopes to make it his home permanently.

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Plate
Glass
Company
of Canada
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PLAIN ROUND.
CORRUGATED.



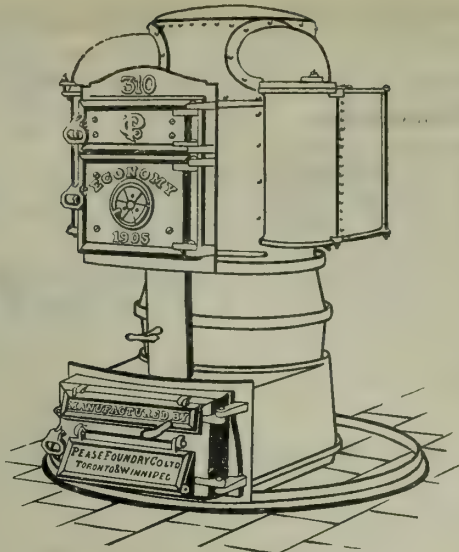
For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

JOBBERS AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

Only
Two
Joints



In Our
"Economy"
Furnaces

Above the Fire-Pot

"Economy" Joints are all Horizontal
with deep cup-edges.

This enables them to properly expand and contract with the changes of temperature, which, in Furnaces, is always even horizontally and uneven vertically.

In "Economy" construction the combustion chambers are made from

Single Sheets

of plate steel, the Radiator outlets are oval and cup-jointed.

So it is evident that

there are no parts to become warped or ill-fitting after a season's use.

The warm air supply can never become poisonous from leakage of smoke, dust or gas.

Consequently "Economy" Construction

**Is Perfectly Elastic,
Thoroughly Gas-Tight,
and Will Last a Lifetime.**

**Pease Foundry Co., Ltd., Toronto
Pease-Waldon Co., Ltd., Winnipeg**



The Paint Trade

REMOVAL NOTICE.

In order to meet the demand for increased floor space which their steadily increasing business has brought upon them, the A. Ramsay & Son Company, Montreal, have just completed a substantial six-storey building on the corner of Inspector and St. Paul streets, adjoining their present extensive plant. The firm will now have much larger office accommodation, combined with greater shipping facilities, and will reap an additional advantage from having all the departments together, including storehouses, offices, sample, shipping and receiving rooms.

The solid old warehouse on Recollet street is now closed to the paint business. This warehouse was built just fifty years ago by the late A. Ramsay, father of the present head of the firm, and up to the present change has continued as the headquarters of the Ramsay business. Lack of accommodation has now, however, literally compelled the firm to forsake the familiar old stand, and the firm are now celebrating the completion of the golden jubilee year of occupation by moving into larger and more modern quarters. All shipping and office business will now be conducted from the new premises—10-22 Inspector street—and the firm extend an invitation to the trade to visit them in their fine, new quarters.

NORTH DAKOTA RULINGS.

Professor Ladd, of North Dakota, submits the following rulings on the enforcement of the paint law in operation in that state:

1. All white lead or compounds intended for use as a substitute therefor must be labeled to clearly show the per cent. of each mineral constituent.
2. All mixed paints must show their true composition unless made of pure linseed oil, lead carbonate, oxide of zinc, turpentine, Japan dryers and pure colors.
3. Paste paints, white lead, floor paints, barn paints, etc., are deemed as coming under the term of this law.
4. The presence of rosins, spirits, benzole, benzine or other than spirits of turpentine or turpentine dryers, shall be clearly shown on the label, together with the per cent. thereof.
5. The presence of not to exceed 1.50 per cent. of water in the fluid portion of the paint may be considered as incidental and not for the purpose of adulteration.
6. Western zinc oxides carrying not to exceed five per cent. of lead sulphate may for the time being be properly considered as commercial zinc oxide.
7. In labeling, the term white lead is only applicable for designating the basic lead carbonate of standard purity. The term sublimed white lead may be employed to designate the so-called white oxy-sulphate of lead of commercial quality.
8. All substitutes for linseed oil, in the preparation of paints must be clearly shown on the label.
9. It is the duty of the experiment station to enforce the provisions of this act.
10. Parties violating this act are liable to fine or imprisonment.

The Value

of a paint is in the quality of finish and wearing results it gives.

Imperial Barn Paint

looks so well, and wears so well, on either wood or iron, we could easily charge more for it, and still our agents and their customers would consider it excellent value.

THE CHEAPEST and best paint offered to the trade. Wears on the job, not off.

See Trade Catalogue, No. 10, page 30.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE GUARANTEED WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

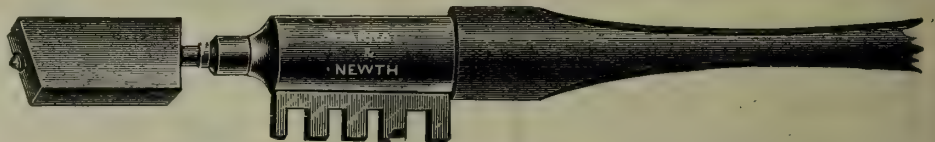
MONTREAL — TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

**GALVANIZING
AND TINNING**
THE CANADA METAL CO.
TORONTO, ONTARIO.

Beauty**Durability****Economy**

It is an open secret that few mixed paints are durable. Their lustre quickly vanishes, exposure to the varying moods of the weather-man destroys whatever degree of beauty they had to begin with.
Now, MR. DEALER, when you recommend

NEW ERA High-grade House Paint

you can rest assured that your customer will be entirely satisfied. Judge paint as practical men always do and we do not fear your decision. All **Standard Paints and Varnishes** are durable and therefore economical and beautiful. But

YOU SHOULD HAVE OUR CATALOGUE

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR

ONTARIO

It Is Often Easy to Persuade

your customer that the best is the cheapest.

JAMIESON'S Floor Enamel

while more expensive than ordinary floor paint, is so much better for the floor that it should not be difficult to induce your customer to try it.

**It Dries Hard
Is Never Sticky
Gives a Varnish Gloss
Stands Repeated Washing
and Wears Like Iron**

You can make more profit on **Floor Enamel** than you can on Floor Paint.

Write for show cards and prices to

R. C. JAMIESON & CO.
LIMITED

16-30 Nazareth St., - MONTREAL

"The Paint That Lasts Longest"

That's the decision of most practical men regarding

Pearcy's Pure Prepared Paints

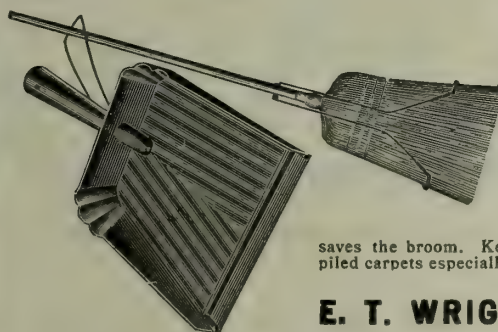
and it will pay all Dealers to stock and recommend them.

OUR SPECIALTY

PROMPT DELIVERIES

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada



THE NEW FOOT PRESSURE DUST PAN

leaves both hands free to use the broom, no more stooping, no more back aches. The pressure of the foot on the spring rest holds the extreme lip of the pan close to the floor and takes up the sweeping at the first attempt.

THE NEW "SPRING FRAME" BROOM ATTACHMENT

saves the broom. Keeps it firm for a clean sweep, and for heavy piled carpets especially good.

SOLD BY

E. T. WRIGHT & CO., Hamilton, Ont.

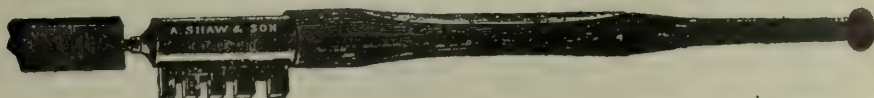
McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal,

PAINT AND OIL MARKETS

MONTREAL.

Montreal, June 7, 1907.—A large volume of trade in colors and paints is being carried on in Montreal. Although the teamsters' strike is responsible for crippling the trade for a few days, trade has almost totally recovered from the relapse and is now in a very satisfactory condition. Activity everywhere is strongly in evidence. Transportation facilities are much improved, the wharves are rapidly being cleared off, and less difficulty is being experienced in shipping goods. The moderation of the climate, the satisfactory settlement of the teamsters' and longshoremen's strike, and an unparalleled activity in the building trades, are all working together in greatly strengthening the paint and oil trade. It will be some weeks yet before the business in Montreal will have attained the usual June mark, as enormous quantities of freight have accumulated along the wharves.

There has been only one decline this week from last week's prices, $\frac{1}{2}$ cent on petroleum, the decline due chiefly to a slight easing in the demand.

LINSEED OIL.—Large shipments continue to arrive, but this fact has affected neither the output nor the price. The output during the past few days has been large. Prices are firm and unchanged. We continue to quote: Raw, 1 to 4 barrels, 67 cents; 5 to 9 barrels, 66c; boiled, 1 to 4 barrels, 70c; 5 to 9 barrels, 69c.

TURPENTINE.—Heavy orders in this are being shipped, and prices remain unchanged and rather unsteady. We continue to quote: 90c per gallon. For smaller quantities than barrels, 5 cents extra is charged. Standard gallon is 8.4 lbs., f.o.b. shipments, net 30 days.

GROUND WHITE LEAD.—A good demand obtains for this. Prices remain firm and unchanged. We quote: Government standard, 7.25 to \$7.50; \$6.90 to \$7.15; No. 2, \$6.55 to \$6.90; No. 3, \$6.30 to \$6.55; all f.o.b. Montreal.

DRY WHITE ZINC.—The high price is well maintained, with a good demand. We quote: V.M. Red Seal, 7 $\frac{1}{2}$ c to 8c; Red Seal, 7c to 8c; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC GROUND IN OIL.—The situation remains unchanged, a fair enquiry with steady prices. We quote: Pure, 8 $\frac{1}{2}$ c to 9 $\frac{1}{2}$ c; No. 1, 7c to 8c; No. 2, 5 $\frac{1}{2}$ c to 6 $\frac{1}{2}$ c.

PUTTY.—A strong demand for putty continues as a consequence of the increase of building operations throughout the country. Prices are unchanged. We continue to quote: Pure linseed oil, \$1.75 to \$1.85 1-5; bulk, in barrels, \$1.50 1-5; in 25-lb. irons, \$1.80 1-5; in tins, \$1.90 1-5; bladder putty, in barrels, \$1.75 1-5.

ORANGE MINERAL.—The situation in this remains unchanged; enquiries are small and shipments light: Casks, 8c; 100-lb. kegs, 8 $\frac{1}{2}$ c.

RED LEAD.—The market for red lead is slightly easier, owing to large over-sea shipments. The slight recession

made in the price is only fractional and is not sufficient to warrant a general change in price. We continue to quote: Genuine red lead, in casks, \$6; in 1-lb. kegs, \$6.25; in less quantities, at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6; and smaller quantities, \$6.75.

PARIS GREEN.—Repeat orders are now coming in and business to the end of the season is expected to be good. Prices remain unchanged.

GUM SHELLAC.—Quotations are firm and well maintained, and even for round lots there is no tendency to ease off in the prices. We quote: Fine orange, 60c per lb.; medium orange, 55c per lb.; white (bleached), 65c.

SHELLAC VARNISH.—No changes have been made in prices, and the demand for all classes is steadily increasing. We continue to quote: Pure white bleached shellac, \$2.80 to \$3.05; pure orange, \$2.60 to \$2.84; No. 1 orange, \$2.40 to \$2.64.

PETROLEUM.—A decline of $\frac{1}{2}$ cent has been made in this week's prices. We quote: American prime white coal, 15c per gallon; American water, 16 $\frac{1}{2}$ c per gallon; Pratt's astral, 19 $\frac{1}{2}$ c per gallon.

TORONTO.

Toronto, June 7:—The volume of trade in the paint and oil market has been considerably augmented this week, despite the continued cold, wet and unseasonable weather which has tended to retard outside operations and lessen the sale of paints and their ingredients.

Linseed oil has advanced one cent since last week, though one or two firms are still quoting the former prices. The advance was rather unexpected and may be explained by the fact that seed has advanced about fifteen cents a bushel at Chicago and Duluth, and that the Canadian market is responding also to fluctuations in the British market, where seed is very scarce. An interesting difference exists between Canadian linseed oil production and that of the British Isles. Here in Canada the primary reason for crushing the seed is to obtain the linseed oil, and incidentally we manufacture the residue of the raw material into seed-cake, which is fed to live stock or exported for that purpose. In Britain, where they have not the millions of acres of prairie and grazing lands that we have in Canada, conditions are exactly reversed. The primary reason for crushing the seed there is the production of seed-cake on which to fatten their stock; the linseed oil obtained in the process is of secondary importance. Now as the demand for seed cake is very slack, when stock can graze outside, it follows that the amount of seed crushed in England is greatly diminished at this season of the year and a scarcity in oil results. As Canada, in common with other countries, is suffering from a dearth in seed just now, any such scarcity in the English market is bound to affect the price of linseed oil here until the Canadian seed crop reaches our mills in September.

Turpentine has taken a further drop

"Japanese" Enamel White

is a hard-drying, high lustre Enamel of superior quality.

It has been sold and used with great success for the past 25 years.

The extensive demand this season for a

High Grade Interior Gloss White

for walls, woodwork, furniture, etc., has increased the sale of "Japanese" Enamel White all over Canada.

It is put up in attractive form, in convenient sizes, and is a good seller, proving eminently satisfactory wherever sold.

Try your trade with a few cases of "Japanese" Enamel White.

We manufacture "Japanese" Enamels in over thirty shades besides black and white.

BRANDRAM-HENDERSON,
LIMITED

MANUFACTURERS

Montreal, Halifax,
St. John, Winnipeg.



RAMSAYS PAINTS

You can buy Paints of every grade, from low to high, from bad to good. But there is one grade only that pays. It is stamped with a genuineness that means business and profits. Be sure of your brand, and not only the brand, but the backing it has, and all it stands for. Get Paint with a reputation for satisfaction to the consumer, and fair profits without the constant worry to the dealer. Get

RAMSAYS PAINTS

for a foundation building paint business.

A. RAMSAY & SON COMPANY

Est. 1842

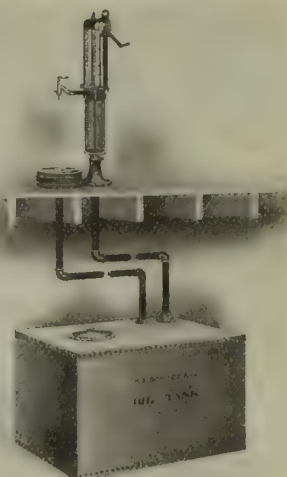
MONTREAL

PAINT MAKERS

Clean Oil and A Clean Oil Room

The Bowser Oil Tank will give you both, because it keeps all the oil in the tank and all dirt out of the tank. With the Bowser, oil is just as clean to handle as nails or other clean hardware.

Catalog V will convince you that this is true. Sent free upon request.



Cut 15—Cellar Outfit for Non-Lubricating Oils.

S. F. BOWSER & CO., Limited

66-68 Fraser Ave.

Toronto, Can.

BLANCHITE

We can supply you with the best **paints** and absolutely the finest **enamels** in Canada, also the only washable and practical cold water paint.

Our Three Star (XXX) White in paste form is superior to white lead in oil. It will not change color like white lead, and is cheaper, and has greater covering capacity. All our goods are double ground. These are big statements. Try our goods and be convinced.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, CAN.

of two cents per gallon. A Savannah agent in the city to-day confidently asserts that there will be no further decline in the price, but no reliance can be placed on this, as the market is very unsteady and difficult to judge. As the yield in the south has been less prodigal this year and as production has also been lessened by fires sweeping away many of the turpentine producing trees, one would naturally expect the price to be higher, but the poor demand on account of the backward season, together with the large number of substitutes which are being placed on the English market still exert a powerful influence in keeping down the prices.

White lead is in good demand and present indications point to a rise in price in the near future, which would probably result in an advance in mixed paints also.

WHITE LEAD—A splendid demand exists. Prices are very buoyant. We continue to quote: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; ½c. will be charged extra for 12½-lb. packages; genuine dry white lead in casks, \$7.

RED LEAD—The demand is good. We quote as before: Genuine, in casks of 500 lbs., \$6. ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

SHELLAC—The price remains the same with fair demand. We still quote: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange), \$2.50.

TURPENTINE—The price has dropped two cents since last week. We now quote: Single barrels, 89c.; two barrels and upwards, 88c.; f.o.b. point of shipment, net 30 days; less than barrels, 98c.

LINSEED OIL—A further advance of one cent has taken place, though one or two firms are still quoting the lower figures. We now quote: Raw, 1 to 3 barrels, 71c.; 4 to 7 bbls., 70c.; 8 bbls. and over, 69c. Add 3c. to this price for boiled oil f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

PETROLEUM—The demand is good. Prices are unchanged. We quote:—Prime white, 13c.; water white, 14½c.; Pratt's astral, 18c.

PARIS GREEN—There is no change in prices. We continue to quote: English and Canadian at 29½c. base.

For additional figures see current quotations at back of paper.

THE TURPENTINE SITUATION.

In view of the recent slump in turpentine the following from the Savannah Morning News makes interesting reading:

"Considerable comment has resulted among local naval stores by the recent slump in the spirits market, owing to the apparently strong statistical position of the naval stores industry.

"Receipts of spirits turpentine at Savannah thus far this season are more than eight thousand casks smaller than for the same time last year, while rosins show a decrease of about 12,000 barrels. Well

posted factors believe that Savannah is getting her full share of the total product, as compared with the production, thus far; hence the significance of the decrease.

"The flow from the pine trees started in March, on account of the very warm weather, but the cold and wet weeks following retarded the season more than the unseasonable warmth had hastened it.

"But the most serious part of the outlook for the season is contained in reports from Florida, which show that the yield in the central and southern part of the peninsula will be greatly cut down by fires and drought.

"As an illustration of the havoc wrought by the forest fires, after the woods had been rendered highly inflammable by long dryness, two Florida producers were in the office of a local factor a day or two ago, and among other gloomy reports, told of one operator between Goshen and Orlando who had seven crops of good boxes, 70,000 trees, which he had been forced to entirely abandon by reason of the havoc wrought by fires. It was stated that as high as 90 per cent. of the trees were actually dead."

WEST INDIAN OPPORTUNITIES.


According to a report made by the representatives of the Toronto, St. John and Halifax Boards of Trade, who visited the West Indian islands for the purpose of investigating the possibilities of extending and furthering trade between Canada and these islands, there is considerable trade in paints and oils in the islands and every possibility for Canadian manufacturers to sell more goods in such lines than they are now doing.

MUTUAL FRIENDS.

The Toronto office of the MacLean newspapers was paid a pleasant visit on the other day by Henry Fatum, a well-to-do merchant of Gowanstown. Gowanstown is situated in the north part of the thriving county of Perth, and as Mr. Fatum explained, though the town itself is not large, business conditions were good, upheld by a particularly prosperous farming community all round about. This was Mr. Fatum's first visit to Toronto in seven years, and he spoke of the marked improvements which the city had made during this time. Mr. Fatum is a subscriber to four of the MacLean newspapers, The Canadian Grocer, Dry Goods Review, Hardware and Metal and Busy Man's Magazine. "They are old and tried friends," he said, "and I would not like to be without them in my business. The information they give is most valuable to any retail merchant, whilst your new paper, The Busy Man's Magazine, is full of interesting reading matter." Mr. Fatum was much interested in seeing the home of these newspapers and learning how they were gotten out.

A bad penny always comes back. And so an unkind word will return to you some day when you least expect it.


**PURE WHITE
SHELLAC
VARNISH**



This shellac is made from fine East India bleached Lac and where a transparent effect is desired on high class woods, or to improve Oil Paintings, the Canada Paint Company's Pure White Shellac may be used with greatest satisfaction.

The Gum Shellac, being dissolved in a superior grade of spirits, it will dry rapidly, and with a little care, excellent results may be obtained.

All surfaces to be coated should be free from dust. The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes must be clean and soft, and our Pure White Shellac should be applied quickly with an even light coat, as the medium or vehicle dries rapidly.



**THE
CANADA
PAINT CO.
LIMITED**

MANUFACTURERS

**MONTREAL · TORONTO
· WINNIPEG**

WHY WE SUCCEED

We use only the **highest class** of raw material.

We use only the **most modern** machinery.

We employ only the **most skilled** paint makers.

We employ only the **most intelligent** paint advertising men.

We employ the **best help** in every department.

We are going forward in the light of **28 years' experience**.

We aim to give our **exclusive attention to our own business**, and to **co-operate with our customers**.

We are prepared to **serve our customers well**.

We give 100 cents value for a dollar.

We interest the live, up-to-date merchants from Ocean to Ocean, from Florida to Alaska, on our exclusive agency proposition.

Write us.

The MARTIN-SENOUR CO., Limited

"PIONEERS OF PURE PAINTS"

142-144 Inspector Street, Montreal

2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint and Glass Co., Ltd., Winnipeg.

The Maritime Paint and Varnish Co., Ltd., Halifax, N.S.



100% Durability

ARK BRAND PAINT

means

**PROFIT AND
REPUTATION**

to every man in the Hardware business who is shrewd enough to stock it. Mr. Dealer! reason this thing out for yourself, as hundreds of Hardwaremen have, and if you can come to any other conclusion we want to know about it. **ARK BRAND** cannot fail to please your customers. It has **MORE COVERING CAPACITY** and **DURABILITY** than any other known brand because it is scientifically produced. You safeguard your customers' interests every time you sell or recommend **ARK BRAND**, and that is the surest way of attaining commercial success.

MURESCO WALL FINISH

is easily the first and best wall finish on the market. **DECORATORS**, whose reputation means everything to them, **USE IT EXCLUSIVELY**. The ease with which it is applied, its beauty and its lastingness all combine to make **MURESCO THE PEERLESS WALL FINISH**.

We like you to ask questions. Ask for the proofs of our claims.

Manufactured by

THE BENJAMIN MOORE CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICES AND WORKS:

TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N.J.



BERRY BROTHERS' VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
PHILADELPHIA
BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO

Prove Our Claims at Our Expense

The manufacturer—not sure of his product—dare not talk in that way over his name. Because we know our **VARNISH TURPENTINE** to be incomparable and because thousands of practical men declare it to be so are our only reasons for making such an offer. **Test, at our expense, our**

VARNISH TURPENTINE

It contains no naptha. It is free from benzine. It dries as quickly as spirits of turpentine. It cannot leave sticky varnish. And it works just like spirits but is infinitely safer—**having a fire test 40 degrees higher than benzine.** We guarantee that every barrel of our Varnish Turpentine will do any work that spirits will do, and do that work better. **Test it at our expense.**

The Defiance Mfg. and Supply Co.

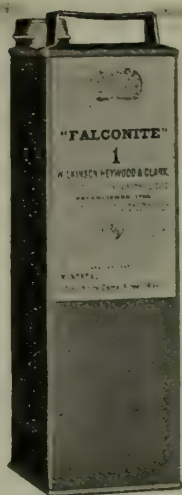
TORONTO ONTARIO

This is
PAINT TIME

Someone will
Falconite
Falconite

is the oldest NEW
tried.

We have been
Long enough to know



**LOOK UP
YOUR STOCKS**

ask you for
one of these days
and NO OTHER ENAMEL
WILL DO.

WHITE ENAMEL you ever
making it for years.
that it pleases.

Write us for particulars that will
PUT MONEY IN YOUR POCKET

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.
FRANCIS C. REYNOLDS, Can. Manager.

Just try some ordinary green paint
on a panel of wood, see how hard it
works,—don't cover, lacks body. Then
try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it
covers,—that's body. Makes the cost
less for this reason alone, and stays
fresh and brilliant. It preserves the
wood, keeps the weather out and the
color in. It is the **ONE** Green that is
free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK,

PHILADELPHIA,

CHICAGO



THE NAME

"Island City"

on a Paint Can,
means that that Can contains

The Highest Quality Paint

that can be manufactured.

It means that that paint is what your customer wants, and that by giving him
what he wants, when he wants it, you are making a good commission for yourself.

Give our line a trial, you'll not regret it.

Eight hours is all that is necessary for the **"Island City"** brand of **Floor
Paints** to dry.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO.,

VANCOUVER

TORONTO

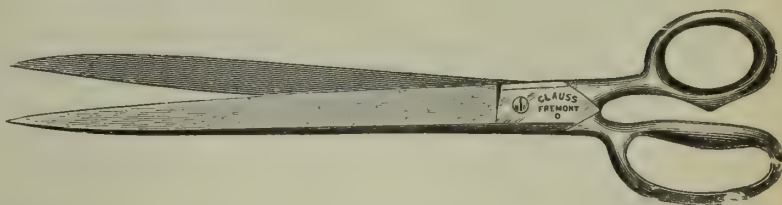
MONTREAL

WINNIPEG

Clauss Brand Paper Hangers' Shears

Fully Warranted

Hand forged from finest steel and welded on our composition metal, hardened in water and tempered by natural gas. This shear is made purposely for paper hangers' use, and is more durable than others of its kind on the market. We call special attention to this shear. Japan handles and finely finished blades. Ask for discounts.



The Clauss Shear Co., :: :: Toronto, Ont.

ENAMELS.		
Subway brand	1 90	2 00
Decorative	4 20	4 30
GLUE.		
Domestic sheet	0 10	0 10 1/2
French medal	0 12	0 12 1/2

PARIS GREEN.		
Berger's Canadian		
600-lb. cask	0 27 1/2	0 27 1/2
250 lb. drums	0 27 1/2	0 27 1/2
100-lb. "	0 28 1/2	0 28 1/2
50-lb. "	0 28 1/2	0 28 1/2
1-lb. pkgs, 100 in box	0 29 1/2	0 29 1/2
1-lb. tins, 100 in box	0 31 1/2	0 31 1/2
1-lb. bag	0 31 1/2	0 31 1/2
F.o.b. Toronto.	0 32 1/2	0 32 1/2

PARIS WHITE.		
In bbls	0 93	

PREPARED PAINTS.		
Pure, per gallon, in tins	1 30	
Second qualities, per gallon	1 15	
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paint	1 55	
Canada Paint Co.'s pure	1 25	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
"British Navy deck	1 50	
Brandram-Henderson's "English"	1 45	
Ramsay's paint, Pure, per gal.	1 20	
"Thistle,"	1 10	
Martin-Senour's 100 p.c. pure	1 55	
Senour's Floor Paints	1 25	
Jamieson's "Crown and Anchor"	1 20	
Jamieson's floor enamel	1 50	
Blanchie's preservative and floor	1 15	
Sanderson Peary's, pure	1 20	
Robertson's pure paints	1 20	

PUTTY.		
Bulk in bbls	1 60	
Bladders in bbls	1 85	
25-lb. tins	1 90	
Bladders in bulk or tins less than 100 lb.	1 95	
Bulk in 100-lb. irons	1 85	

SHINGLE STAINS.		
In 5 gallon lots	0 75	0 80

SHELLAC.		
White	0 65	
Fine orange	0 60	
Medium orange	0 55	
F.o.b. Montreal or Toronto.		

TURPENTINE AND OIL.		
Castor oil	0 08	0 10
Gasoline	0 08	0 22 1/2
Benzine, per gal.	0 17	0 20
Turpentine, single barrels	0 89	0 90
Lined Oil, "raw"	0 69	0 71
"boiled"	0 70	0 74

WHITE LEAD GROUND IN OIL. Per 100 lbs		
Canadian pure	7 15	
No. 1 Canadian	6 80	
Munro's Select Flake White	7 40	
Elephant and Decorators' Pure	7 40	
Monarch	7 40	
Standard Decorator's	7 15	
Essex Genuine	6 80	
Brandram's B. B. Genuine	8 70	
"Anchor," pure	7 40	
Ramsay's Pure Lead	7 00	
Ramsay's Exterior	6 85	
"Crown and Anchor," pure	6 50	
Henderson Peary's	7 40	
Robertson's C.P. lead	7 20	

WHITE AND RED DRY LEAD.		
Genuine, 500 lb. casks, per cwt	6 75	6 00
Genuine, 100 lb. kegs	7 50	6 50
No. 1, 500 lb. casks, per cwt	6 25	5 75
No. 1, 100 lb. kegs, per cwt	7 00	6 25

WINDOW GLASS.		
Size United	Star	Double
Inches		Diamond
Under 25	\$4 25	\$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 90	7 00	12 50
91 to 100		15 00
91 to 99		17 50

96 to 100	20 50
101 to 105	24 00
106 to 110	27 50
Discount—16-oz., 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.	

WHITING.		
Plain, in bbls	0 70	
Gilders bolted in bands	0 90	

WHITE DRY ZINC.		
Extra Red Seal, V.M.	0 07 1/2	0 08 1/2

WHITE GROUND ZINC.		
Pure, in 25-lb. irons	0 08 1/2	
No. 1, " "	0 07	
No. 2, " "	0 05 1/2	

VARNISHES.		
In 5-gal. lots.	Per gal.	cans.

Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Plastic oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 15	
" No. 1	0 90	
" union	0 80	
Light oil finish	1 40	
Gold size Japan	1 30	
Brown Japan	0 85	
No. 1 brown Japan	0 95	
Baking black Japan	1 35	
No. 1 black Japan	0 80	
Benzine black Japan	0 70	
Crystal Damar	2 80	
No. 1	2 50	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lighting dryer	0 70	
Elastiline varnish, 1 gal. can, each	2 00	
Granitine floor varnish, per gal.	2 50	
Maple Leaf coach enamel, size 1	1 20	
Sherwin-Williams' kopal varnish, gal.	2 50	
Canada Paint Co.'s sun varnish	2 00	
"Kyanize" Interior Finish	2 40	
"Flint-Lac" coach	1 80	
B.H. Co.'s "Gold Medal," in cases	2 09	
Jamieson's Copalene, per gal.	2 00	

BUILDERS' HARDWARE.

BELLS.		
Brass hand bells, 50 per cent.		
Nickel, 55 per cent.		
Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40
Peterboro' door bells, discount 37 1/2 and 10 per cent. off new list.		

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.	2 25	
Ready roofing, 2-ply, not under 45 lb.		1 00
per roll		
Ready roofing, 3-ply, not under 65 lb.		1 25
per roll		
Carpet Felt, per ton	60 00	
Heavy Straw Sheathing, per ton	40 00	
Dry Surplice	0 49	
Dry Sheathing, per roll, 400 sq. ft.	0 50	
Tar	400 "	0 45
Dry Fibre	400 "	0 55
Tarred Fibre	400 "	0 65
O. K. & I. X. L.	400 "	0 70
Resin-sized	400 "	0 45
Oiled Sheathing	600 "	1 00
Oiled	600 "	0 70
Root Coating, in barrels	per gal.	0 17
Roof "small packages"	0 25	
Refined Tar, per barrel	5 00	
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch, per 100 lb.	0 80	0 90
Slater's felt	per roll	0 70
Heavy Straw Sheathing f.o.b. St.		
John and Halifax	42 50	

CEMENT AND FIREBRICK.		
Canadian Portland	2 00	2 10
Belgium	1 80	1 90
White Bros. English	1 80	2 05
" Lafarge" cement in wood	3 40	
" Lehigh" cement, in wood	2 54	

"Lehigh" cement, cotton sacks	2 39	
"Lehigh" cement, paper sacks	2 31	
Fire brick, Scotch, per 1,000	27 00	30 00
English	17 00	21 00
Stable pavers, 9"x8"x3", ex wharf	23 00	25 00
American, low	27 50	35 00
" high	27 50	35 00
Fire clay (Scotch), net ton	4 95	
Paving Blocks per 1,000		
Blue metallic, 9"x4"x3", ex wharf	35 00	
Stable pavers, 12"x8"x3", ex wharf	50 00	
Stable pavers, 9"x4"x3", ex wharf	36 00	

DOOR SETS.		
Peterboro, 37 1/2 and 10 per cent.		

DOOR SPRINGS.		
Torrey's Rod, per doz.	1 75	
Coil, 9 to 11 in.	0 95	1 65
English	2 06	4 00
Chicago and Reliance Coil 25 per cent.		

STORE DOOR HANDLES.		
Per Dozen	1 00	1 50

ESCUTCHEONS.		
Discount 50 and 10 per cent., new list		
Peterboro, 37 1/2 and 10 per cent.		

ESCUTCHEON PINS.		
Iron, discount 40 per cent.		
Brass, 45 per cent.		

HINGES.		
Blind, discount 60 per cent.		
Heavy T and strap, 4-in., per lb. net.	0 06	
" 5-in., " "	0 05 1/2	
" 6-in., " "	0 05 1/2	
" 8-in., " "	0 05 1/2	
" 10-in. and larger	0 05	

Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in., per 100 lb.	4 65	
over 12 in., " "	3 65	
Spring, No. 20, per gro. pairs	10 80	
Spring, Woodyard pattern, per gro., No. 5,		
\$17.50 No. 10, \$18; No. 20, \$10.80; No.		
12 \$20; No. 51, \$10; No. 50, \$27.50.		
Crate hinges and back flaps, 65 and 5 p.c.		
Hinge hasps, 65 per cent.		

SPRING HINGES.		
Chicago Spring Butts and Blanks 12 1/2 percent.		
Triple End Spring Butts, 30 and 10 per cent.		
Chicago Floor Hinges, 37 1/2 and 5 off.		
Garden City Fire House Hinges, 12 1/2 p.c.		

CAST IRON HOOKS.		
Bird cage, per doz.	0 50	1 10
Clothes line, No. 61	0 00	0 70
Harness	0 60	12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
1/2 x 5	per gross	2 65
5-16 x 5	" "	3 30

Bright steel gate hooks and staples, 40 p.c.		
Hat and coat wire, discount 62 1/2 per cent.		
Screw, bright wire, discount 65 per cent.		

KNOBS.		
Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	" "	6 00 9 00
Shutter, porcelain, F. & L.		
screw	per gross	1 30 2 00
White door knobs	per doz.	2 00
Peterboro knobs, 37 1/2 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.		
Lock, Canadian dis. 40 to 40 and 10 per cent.		
Cabinet trunk and padlock		
American	per gross	0 60

LOCKS.		
Peterboro 37 1/2 and 10 per cent.		
Russell & French, steel rim \$2.50 per doz		
Eagle cabinet locks, discount 30 per cent.		
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.		

SAND AND EMERY PAPER.		
B. & A. sand, discount, 35 per cent.		
Emery, discount 35 per cent.		
Garnet (Eurtoral) 5 to 10 per cent. advance		

SASH WEIGHTS.		
Sectional, per 100 lb.	2 00	2 25
Solid	1 50	1 75

SASH COORD.		
Per lb.		0 31

BLIND AND RED STAPLES.		
All sizes per lb.	0 07 1/2	0 10

WROUGHT STAPLES.		
Galvanized		2 75
Plain		2 50
Coopers, discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
Bright spear point, 75 per cent. discount.		

TOOLS AND HANDLES.		
ADZES.		
Discount 22 1/2 per cent.		

AUGERS.		
Gilmour's, discount 60 per cent. off list.		

AXES.		
Single bit, per doz.	6 00	9 10
Double bit, " "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Gilmour's car, 47 1/2 per cent.	7 00	12 00
Handled Axes	7 00	8 00
Red Ridge, boys', handled	5 75	
" hunters	5 35	

BITS.		
Irwin's auger, discount 47 1/2 per cent.		
Gilmour's auger, discount 60 per cent.		
Rockford auger, discount 50 and 10 per cent.		
Jennings' Gen. auger, net list.		
Gilmour's car, 47 1/2 per cent.		
Clark's expansive, 40 per cent.		
Clark's gimlet, per doz	0 65	
Diamond, Shell, per doz.	1 00	
Nail and Spike, per gross	2 25	

BUTCHERS' CLEAVERS.		
German	per doz.	7 00 9 00
American	" "	12 00 18 00

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS.		
Warnock's, discount 70 and 5 per cent.		
P. S. & W. Extra, discount, 70 per cent.		

CROSSCUT SAW HANDLES.		
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Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.		
Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz.	4 40	
" 2, " " "	4 80	
Barrel Underhill, " " "	5 06	

MALLET.		
Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, " "	1 25	3 75
Lignum Vitae, " " "	3 85	5 00
Caulking, each " " "	0 60	2 00

MATTOCKS.		
Canadian, per doz.	5 50	6 00

MEAT CUTTERS.		
German, 15 per cent.		
American discount, 33½ per cent.		
Gem, " " "	1 15	

NAIL PULLERS.		
German and American, " " "	0 85	2 50
No. 1, " " "	0 85	
No. 1573, " " "	0 75	

NAIL SETS.		
Square, round and octagon, per gross	3 38	
Diamond, " " "	1 00	

PICKS.		
Per dozen, " " "	6 00	9 00

PLANES.		
Wood bench, Canadian discount 40 per cent.		
American discount 25 per cent.		
Wood, fancy Canadian or American 37½ to 40 per cent.		
Stanley planes, \$1.55 to \$3.60, net list prices.		

PLANE IRONS.		
English, " " "	2 00	5 00
Stanley, 2½ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.		
Button's genuine, 37½ to 40 per cent.		
Button's imitation, per doz.	5 00	9 00
Berg's wire fencing, " " "	1 72	5 50

PUNCHES.		
Saddler's, " " "	1 00	1 85
Conductor's, " " "	3 00	15 00
Finner's, solid, " " "	0 72	
" hollow, " " "	1 00	

RIVET SETS.		
Canadian, discount 35 to 37½ per cent.		

RULES.		
Boxwood, discount 70 per cent.		
Ivory, discount 20 to 25 per cent.		

SAWS.		
Atkins, hand and crosscut, 25 per cent.		
Diston's Hand, discount 12½ per cent.		
Diston's Crosscut, " " "	0 35	0 55
Hack, complete, " " "	0 75	2 75
" frame only, " " "	0 50	1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, \$6.25; buck, No. 1 Maple Leaf, \$3.25; buck, Happy Medium \$4.25; buck, Watch Spring, \$1.25; buck, common frame, \$4.00.		
Spear & Jackson's saws—Hand or rip 26 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9.10; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.		

SAW SETS.		
Lincoln and Whiting, " " "	4 75	
Hand Sets, Perfect, " " "	4 00	
X-Out Sets, " " "	7 50	
Maple Leaf and Premiums saw sets, 40 off.		
S. & D. saw swages, 40 off.		

SCREW DRIVERS.		
Sargent's, " " "	0 65	1 00
North Bros., No. 30, " " "	16 80	

SHOVELS AND SPADES.		
Bull Dog, solid neck shovel (No. 2 pol.), \$18 50 (Hollow Back) (Reinforced S Scoop).		
Moose, " " "	\$17 50	\$16 30
Bear, " " "	15 00	15 30
Fox, " " "	12 50	14 30
Black Cat, " " "	10 00	13 30
Canadian, discount 45 per cent.		

SQUARES.		
Iron, discount 20 per cent.		
Steel, discount 65 and 10 per cent.		
Try and Bevel, discount 50 to 52½ per cent.		

TAPE LINES.		
English, ass skin, " " "	2 75	5 00
English, Patent Leather, " " "	5 50	9 75
Chesterman's, " " "	0 90	2 85
Berg's, each, " " "	0 80	8 00
" " " " " " "	0 75	2 50

TROWELS.		
Disston's, discount 10 per cent.		
S. & D. discount 35 per cent.		
Berg's, brick, 924x11, " " "	4 00	
" pointing, 524x5, " " "	2 10	

FARM AND GARDEN GOODS.		
BELLS.		
American cow bells, 63½ per cent.		
Canadian, discount 45 and 50 per cent.		
American, farm bells, each, " " "	1 35	3 00

BULL RINGS.		
Copper, \$2.00 for 2½-inch		

CATTLE LEADERS.		
Nos. 32 and 33, " " "	7 50	8 50

BARN DOOR HANGERS.		
Steel barn door, " " "	8 00	10 00
Stearns wood track, " " "	4 50	6 00
Zenith, " " "	9 00	
Aome, wood track, " " "	5 00	6 50
Atlas, " " "	5 00	6 00
Perfect, " " "	8 00	6 50
New Milo, " " "	4 00	11 00
Steel, covered, " " "	3 75	
" track, 1 x 3-16 in (100 ft.) " " "	4 75	
" " 1½ x 3-16 in (100 ft.) " " "	6 40	
Double strap hangers, doz. sets, " " "	6 40	
Standard jointed hangers, " " "	6 25	
Steel King hangers, " " "	7 00	
Storm King and safety hangers, " " "	4 25	
" rail, " " "	4 25	
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		

HARVEST TOOLS.		
Discount 60 per cent.		
S. & D. lawn rakes, Dunn's, 40 off.		
sidewalk and stable scrapers, 40 off.		

HAY KNIVES.		
Net list		

HEAD HALTERS.		
Jute Rope, ½-inch, " " "	9 00	
" " " " " " "	10 00	
" " " " " " "	12 00	
Leather, 1-inch, " " "	5 20	
Leather, 1½ " " " "	2 45	
Web, " " "	2 45	

HOES.		
Garden, Mortar, etc., discount 60 per cent.		
Planter, " " "	4 00	4 50

LAWN MOWERS.		
Low wheel, 12, 14 and 16-inch, " " "	\$2 37	
9-inch wheel, 12-inch, " " "	2 85	
" " " " " " "	3 10	
" " " " " " "	3 12½	
High wheel, 12 " " "	4 05	
" " " " " " "	4 25	
" " " " " " "	4 50	

SCYTHES.		
Per doz. net, " " "	6 25	9 25

SCYTHES SNATHS.		
Canadian, discount 40 per cent.		

SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews, " " "	4 50	11 00

STABLE FITTINGS.		
Warden King, 35 per cent.		
Dennis Wire & Iron Co., 33½ p.c.		

WOOD HAY RAKES.		
Ten tooth, 40 and 10 per cent.		
Twelve tooth, 4½ per cent.		

HEAVY GOODS, NAILS, ETC.		
ANVILS.		
Wright's, 80-lb. and over, " " "	0 104	
Hay Budden, 80-lb. and over, " " "	0 093	
Brooks's, 80-lb. and over, " " "	0 111	
Taylor-Forbes, handy, " " "	0 05	
Columbia Hardware Co., per lb., " " "	0 093	

VISES.		
Wright's, " " "	0 134	
Berg's, per lb., " " "	0 123	

Brook's, " " "	0 123	
Pipe Vise, Hinge, No. 1, " " "	3 50	
" " " " " " "	5 50	
Saw Vise, " " "	4 50	5 00
Blacksmith's (discount) 60 per cent.		
parallel (discount) 45 per cent.		

BOLTS AND NUTS.		
Carriage Bolts, common (\$1 list) Per cent.		
" " " " " " "	60, 10 and 10	
" " " " " " "	56 and 5	
" " " " " " "	53	
Machine Bolts, ½ and less, " " "	60 and 10	
Machine Bolts, 7-16 and up, " " "	55 and 5	
Plough Bolts, " " "	55 and 10	
Black Bolts, " " "	55	
Bolt Ends, " " "	55	
Sleigh Shoe Bolts, ½ and less, " " "	60 and 10	
" " " " " " "	50 and 5	
Coach Screws, cone point, " " "	70 and 5	
Nuts, square, all sizes, 40 per cent. off		
Nuts, hexagon, all sizes, 4½ per cent. off		
Stove Rods, per lb., ½ to 60.		
Stove Bolts, 75 per cent.		

CHAIN.		
Proof coil, per 100 lb. ½ in., \$6.00; 5-16 in., \$4.85; ¾ in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 1/8 in., \$3.65; 1 1/4 in., \$3.60; 1 1/2 in., \$3.45; 1 in., \$3.40.		

HORSE NAILS.		
M.R.M. cold forged process, list May 15, 1907, 50 and 5 per cent.		
" " brand, 57½ per cent. off list.		
Capewell brand, quotations on application.		

HORSE SHOES.		
M.R.M. brand: iron, light and medium No. 1 and smaller, \$3.90; No. 2 and larger, \$3.65; snow pattern No. 1 and smaller \$4.15; No. 2 and larger, \$3.90; "X L" new light steel, No. 1 and smaller, \$4.75; No. 2 and larger, \$4.45; "X L" featherweight steel, No. 0 to 4, \$5.60; toe-weight, all sizes, \$5.85.		
F.o.b. Montreal. Extras for packing.		
Belleville brand: No. 0 and 1, light and medium iron, \$3.90; snow, \$4.15; light steel, \$4.25; No. 2 and larger, light and medium iron, \$3.65; snow, \$3.90; light steel, \$4.00 to 4, \$5.60; toe-weight, all sizes, \$5.85.		
F.o.b. Belleville. Two per cent., 30 days.		

HORSE WEIGHTS.		
Taylor-Forbes, 3½c. per lb.		

NAILS.		
2d, " " "	4 00	3 50
3d, " " "	3 15	2 80
4d and 5d, " " "	2 90	2 60
6d and 7d, " " "	2 80	2 50
8d and 9d, " " "	2 65	2 35
10d and 12d, " " "	2 60	2 30
16d and 20d, " " "	2 55	2 25
30, 40, 50 and 60d (base), " " "	2 50	2 20
F.o.b. Montreal. Cut nails, Toronto 20c. higher.		
Miscellaneous wire nails, discount 75 per cent		
Coopers' nails, discount 40 per cent.		

PRESSED SPIKES.		
Pressed spikes, ½ diameter, per 100 lbs \$3.15		

RIVETS AND BURS.		
Iron Rivets, black and tinned, 60, 10 and 10.		
Iron Burrs, discount 60 and 10 and 10 p.c.		
Copper Rivets, usual proportion burrs, 15 p.c.		
Copper Burrs only, net list.		
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.		
Tinned Rivets, net extra, 4c. per lb.		

SCREWS.		
Wood, F. H., bright and steel, 87½ per cent.		
" " " " " " "	82½ per cent.	
" " " " " " "	80 per cent.	
" " " " " " "	75 per cent.	
" " " " " " "	75 per cent.	
" " " " " " "	70 per cent.	
Drive Screws, dis. 87½ per doz.	3 25	4 00
Bench, wood, " " "	4 25	5 00
" iron, " " "	4 25	5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

MACHINE SCREWS.		
Flat head, iron and brass, 35 per cent.		
Felister head, iron, discount 30 per cent.		
" " " " " " "	brass, discount 25 per cent.	

TACKS, BRADS, ETC.		
Carpet tacks, blued, 80 and 5; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75 and 10; ½ wei h s, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 10; dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails, 30; trunk nails, black, 45; trunk nails, tinned and blued, 65; clout nails, blued and tinned, 45; chair nails, 3½; patent brads, 4; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; addle nails, in bulk, 10; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clack and duck rivets, 4; cheese box tacks, 35 and 5; trunk tacks, 80 and 10.		

WROUGHT IRON WARE.		
Canadian make, discount 40 per cent.		

SPORTING GOODS.		
CARTRIDGES.		
"Dominion" Rim Fire Cartridges and C.B. caps, 50 and ½ per cent.; Rim Fire B.B. Round Caps 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 2½ and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 50 p.c.; Primers, 25 p.c.		

LOADED SHELLS.		
"Crown" Black Powder, 5 and 10 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Ballistite Dense Smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.		

EMPTY SHELLS.		
Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.		

WADS.		
Best thick brown or grey felt wads, in ½-lb. bags, " " "	\$0 70	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, " " "	0 29	
Best thick white card wads, in boxes of 500 each, 10 gauge, " " "	0 35	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, " " "	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge, " " "	0 25	

CHEMICALLY PREPARED BLACK EDGE GREY CLOTH WADS, IN BOXES OF 250 EACH—		
11 and smaller gauge, " " "	Per M.	
9 and 10 gauges, " " "	0 60	
11 and 10 gauges, " " "	0 70	
and 8 " " "	0 90	
5 and 6 " " "	1 10	

We make Electric Fixtures, Sockets, and Cut-Outs

Mumderloch & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

CUTLERY AND SILVER-WARE.

RAZORS.	
per doz.	
Elliot's	4 00 18 00
Bok's	7 50 11 00
" King Cutter	13 50 18 50
Wade & Butcher's	3 60 10 00
Lewis Bros. "Klean Cutter"	8 50 10 50
Henckel's	7 50 20 00
Berg's	7 50 20 00
Clause Razors and Strops, 50 and 10 per cent	

KNIVES.	
Farriers-Stacey Bros., doz	3 50
PLATED GOODS	
Hollowware, 40 per cent. discount	
Flatware, staples, 40 and 0, fancy, 40 and 5.	
Hutton's "Cross Arrow" flatware, 4 1/2.	
"Singeles" and "Alaska" Nevada silver flatware, 42 p.c.	

SHEARS.	
Clause, nickel, discount 60 per cent.	
Clause, Japan, discount 67 1/2 per cent.	
Clause, tailors, discount 40 per cent.	
Beymour's, discount 50 and 10 per cent.	
Berg's	6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.	
Woodyatt Hudson, per doz., net	4 50
BIRD CAGES.	
Brass and Japanned, 40 and 10 p.c.	

COPPER AND NICKEL WARE.	
Copper boilers, kettles, teapots, etc.	30 p.c.
Copper pites, 30 per cent.	

ENAMELED WARE.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 p.c.	
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Japanned ware, discount 45 per cent.	
Hollow ware, tinned cast, 35 per cent. off.	

KITCHEN SUNDRIES.	
Can openers, per doz.	4 40 0 75
Mincing knives per doz.	0 50 0 80
Duplex mouse traps, per doz.	0 65
Potato mashers, wire, per doz.	0 60 0 70
" wood	0 50 0 60
Vegetable slicers, per doz.	2 25
Universal meat chopper, No. 1.	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 per cent.	
Star Al chopper 5 to 32	1 35 4 10
" 100 to 103	1 35 2 00
Kitchen hooks, bright	0 62 1/2

LAMP WICKS.	
Discount, 60 per cent.	

LEMON SQUEEZERS.	
Porcelain lined, per doz.	2 20 5 60
Galvanized	1 87 3 85
King, wood	2 75 2 90
King, glass	4 00 4 50
All glass	0 50 0 90

METAL POLISH.	
Tandem metal polish paste	6 00

PICTURE NAILS.	
Porcelain head	1 35 1 50
Brass head	0 40 1 00
Tin and gilt, picture wire, 75 per cent.	

SAD IRONS.	
Mrs. Potts, No. 55, polished, per set	0 80
No. 50, nickle-plated,	0 92
Common, plain	4 50
" plated	5 50
Asbestos, per set.	1 25

TINWARE.

CONDUCTOR PIPE.	
2-in. plain or corrugated, per 100 feet,	\$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.
FAUCETS.	
Common, cork-lined, discount 35 per cent.	

FAUCETS.	
Common, plain, discount 35 per cent.	
Milk can trimmings, discount 25 per cent.	
Creamery Cans, 45 per cent	

FAUCETS.	
Common, plain, discount 35 per cent.	
Milk can trimmings, discount 25 per cent.	
Creamery Cans, 45 per cent	

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Common, plain, discount 35 per cent.	
Milk can trimmings, discount 25 per cent.	
Creamery Cans, 45 per cent	

LANTERNS.

No. 2 or 4 Plain Cold Blast, per doz.	6 50
Lift Tubular and Hing-Plain, "	4 75
No. 6, safety	4 00
Better quality at higher prices.	
Japanning, 50c. per doz. extra.	
Prism globes, per doz., \$1.20.	

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 92
Davidson oilers, discount 40 per cent.	
Zinc and tin, discount 50 per cent.	
Coppered oilers, 20 per cent. off.	
Brass oilers, 50 per cent. off.	
Malleable, discount 25 per cent	

PAIS (GALVANIZED).

Dufferin pattern pails, 45 per cent.	
Flaring pattern, discount 45 per cent.	
Galvanized washtubs 40 per cent.	

PIECED WARE.

Discount 35 per cent off list, June, 1899.	
10-qt. flaring sap buckets, discount 35 per cent.	
6, 10 and 14-qt. flaring pails dis. 35 per cent.	
Copper bottom tea kettles and boilers, 30 p.c.	
Coal hods, 40 per cent.	

STAMPED WARE.

Plain, 75 and 12 1/2 per cent. off revised list.	
Retinned, 72 1/2 per cent. revised list.	

SAP SPOUTS.

Bronzed iron with hooks	per 1,000 7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64
7 inch	8 18
Nestable, discount 40 per cent.	

STOVEPIPE ELBOWS.

5 and 6-inch, common	per doz. 1 32
7-inch	1 48
Polished, 15c. per dozen extra.	

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.	
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TINNERS' SNIPS.

Per doz.	3 00 15
Clause, discount 35 per cent.	

TINNERS' TRIMMINGS.

Discount, 45 per cent.	
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WIRE.

ANNEALED CUTHAY BAILING WIRE.

No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.	
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BRIGHT WIRE GOODS.

Discount 62 1/2 per cent.	
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CLOTHES LINE WIRE.

7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 8 wire solid line, No. 17, \$4.45; No. 18, \$2.80. No. 19, \$2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.	
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COILED SPRING WIRE.

High Carbon, No. 9, \$2.90, No. 11, \$3.45; No. 12, \$3.15.	
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COPPER AND BRASS WIRE.

Discount 37 1/2 per cent.	
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FINE STEEL WIRE.

Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5 - No. 12, \$5.50 - No. 19, \$6 - No. 20, \$6.65 - No. 21, \$7 - No. 22, \$7.30 - No. 23, \$7.65 - No. 24, \$8 - No. 25, \$8.30 - No. 26, \$8.65 - No. 27, \$9 - No. 28, \$9.30 - No. 29, \$9.65 - No. 30, \$10 - No. 31, \$10.30 - No. 32, \$10.65 - No. 33, \$11 - No. 34, \$11.30 - No. 35, \$11.65 - No. 36, \$12 - No. 37, \$12.30 - No. 38, \$12.65 - No. 39, \$13 - No. 40, \$13.30 - No. 41, \$13.65 - No. 42, \$14 - No. 43, \$14.30 - No. 44, \$14.65 - No. 45, \$15 - No. 46, \$15.30 - No. 47, \$15.65 - No. 48, \$16 - No. 49, \$16.30 - No. 50, \$16.65 - No. 51, \$17 - No. 52, \$17.30 - No. 53, \$17.65 - No. 54, \$18 - No. 55, \$18.30 - No. 56, \$18.65 - No. 57, \$19 - No. 58, \$19.30 - No. 59, \$19.65 - No. 60, \$20 - No. 61, \$20.30 - No. 62, \$20.65 - No. 63, \$21 - No. 64, \$21.30 - No. 65, \$21.65 - No. 66, \$22 - No. 67, \$22.30 - No. 68, \$22.65 - No. 69, \$23 - No. 70, \$23.30 - No. 71, \$23.65 - No. 72, \$24 - No. 73, \$24.30 - No. 74, \$24.65 - 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Babbitt Metal. Canada Metal Co., Toronto. Canadian Fairbanks Co., Montreal. Frothingham & Workman, Montreal. Robertson, Jas. Co., Montreal.	Carpet Beatas. Ontario Metal Novelty Co., Toronto.	Fencing—Woven Wire Dominion Wire Mfg. Co., Montreal. Owen Sound Wire Fence Co., Owen Sound. Banwell Hoxie Wire Fence Co., Hamilton.	Ice Cream Freezers. Dana Mfg. Co., Cincinnati, Ohio. North Bros. Mfg. Co., Philadelphia, Pa.
Bar Urns. Buffalo Mfg. Co., Buffalo, N.Y.	Cartridges. Dominion Cartridge Co., Montreal.	Files and Raspers. Barnett Co., G. & H., Philadelphia, Pa. Nicholson File Co., Port Hope	Ice Cutting Tools. Erie Specialty Co., Erie, Pa. North Bros. Mfg. Co., Philadelphia, Pa.
Bath Room Fittings. Buffalo Mfg. Co., Buffalo, N.Y. Forsyth Mfg. Co., Buffalo, N.Y. Ontario Metal Novelty Co., Toronto	Chafing Dishes. Buffalo Mfg. Co., Buffalo, N.Y.	Firearms and Ammunition. Hamilton Rifle Co., Plymouth, Mich. Harrington & Richardson Arms Co., Worcester, Mass. Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.	Injectors—Automatic. Morrison, Jas., Brass Mfg. Co., Toronto. Penberthy Injector Co., Windsor, Ont.
Belting, Hose, etc. Gutta Percha and Rubber Mfg. Toronto.	Churns. Dowdell Mfg. Co., Hamilton.	Fishing Tackle. Enterprise Mfg. Co., Akron, Ohio	Iron Pipe. Montreal Rolling Mills, Montreal.
Beadler & Hawerth Toronto.	Clippers—All Kinds. American Shearer Mfg. Co., Nashua, N.H.	Food Choppers Enterprise Mfg. Co., Philadelphia, Pa. Lamplough, F. W., & Co., Montreal. Shirreff Mfg. Co., Brockville, Ont.	Iron Pumps. Lamplough, F. W., & Co., Montreal. McDougall, R. Co., Galt, Ont.
Bicycles and Accessories. Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass	Clothes Reels and Lines. Hamilton Cotton Co., Hamilton, Ont.	Furnaces. Pease Foundry Co., Toronto.	Lanterns. Kemp Mfg. Co., Toronto. Ontario Lantern Co., Hamilton, Ont. Wright, E. T., & Co., Hamilton.
Binder Twine. Consumers' Cordage Co., Montreal.	Clutch Nails. J. N. Warrington, Montreal.	Galvanizing. Canada Metal Co., Toronto. Dominion Wire Mfg. Co., Montreal. Montreal Rolling Mills Co., Montreal. Ontario Wind Engine & Pump Co., Toronto.	Lawn Mowers. Birkett, Thos., & Son Co., Ottawa. Frothingham & Workman, Montreal. Maxwell, D., & Sons, St. Mary's, Ont. Taylor, Forbes Co., Guelph.
Bolts. Toronto & Belleville Rolling Mills, Belleville.	Congo Roofing Buchanan Foster Co., Philadelphia, Pa.	Glass Ornamental Hobbs Mfg. Co., London Consolidated Plate Glass Co., Toronto	Lawn Mower Grinders Root Bros. & Co., Plymouth, Ohio.
Box Strap. J. N. Warrington, Montreal.	Cordage. Consumers' Cordage Co., Montreal. Hamilton Cotton Co., Hamilton.	Glaziers' Diamonds. Gibson, J. B., Montreal. Pelton, Godfrey S. Sharratt & Newth, London, Eng. Shaw, A., & Son, London, Eng.	Ledgers—Loose Leaf. Business Systems Toronto. Copeland-Chatterton Co., Toronto. Crain, Rolla L. Co., Ottawa. Universal Systems, Toronto.
Brass Goods. Frothingham & Workman, Montreal. Glauber Brass Mfg. Co., Cleveland, Ohio. Kerr Engine Co., Walkerville Ont. Lewis, Rice, & Son, Toronto. Morrison, Jas., Brass Mfg. Co., Toronto. Mueller Mfg. Co., Decatur, Ill. Penberthy Injector Co., Windsor, Ont. Taylor-Forbes Co., Guelph, Ont.	Cork Screws. Erie Specialty Co., Erie, Pa.	Handles. Still, J. H., Mfg. Co.	Lithographing. London Printing & Lithographing Co., London, Ont.
Bronze Powders. Canadian Bronze Powder Works, Montreal.	Cow Ties Greening, B. Wire Co., Hamilton	Harvest Tools. Maple Leaf Harvest Tool Co., Tillsonburg, Ont.	Locks, Knobs, Escutcheons, etc. Peterborough Lock Mfg. Co., Peterborough, Ont. National Hardware Co., Orillia, Ont.
Brushes. Ramsay, A., & Son Co., Montreal. United Factories, Toronto.	Cuspidors. Buffalo Mfg. Co., Buffalo, N.Y.	Hoekey Sticks Still, J. H. Mfg. Co., St. Thomas.	Lumbermen's Supplies. Pink, Thos., & Co., Pembroke, Ont.
Cans. Acme Can Works, Montreal.	Cut Glass. Phillips, Geo., & Co., Montreal.	Hoop Iron. Frothingham & Workman, Montreal. Montreal Rolling Mills Co., Montreal. J. N. Warrington, Montreal.	Lye Gillett, E. W., & Co., Toronto
Builders' Tools and Supplies. Covert Mfg. Co., West Troy, N.Y. Frothingham & Workman Co., Montreal. Howland, H. S., Sons & Co., Toronto. Hyde, F., & Co., Montreal. Lewis Bros. & Co., Montreal. Lewis, Rice, & Son, Toronto. Lockery & McComb, Montreal. Lufkin Rule Co., Saginaw, Mich.	Cutlery—Razors, Scissors, etc. Birkett, Thos., & Son Co., Ottawa. Clausen Shear Co., Toronto. Dorken Bros. & Co., Montreal. Frothingham & Workman, Montreal. Heinisch's R. Sons Co., Newark, N.J. Howland, H. S. Sons & Co., Toronto. Hutton, Wm., & Sons, Ltd., London, Eng. Lamplough, F. W., & Co., Montreal. Phillips, Geo., & Co., Montreal. Round, John, & Son, Montreal.		

Manufacturers' Agents.

Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.

Metals.

Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Eadie, H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H., & Co., Montreal.

Metal Lath.

Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Nails Wire

Dominion Wire Mfg. Co., Montreal.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Denn's Wire & Iron Co., London, Ont.

Packing.

Gutta Percha & Rubber Co., Toronto.

Paints, Oils, Varnishes, Glass.

Blanchite Process Paint Co., Toronto.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Dois, P. D., & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. O., & Co., Montreal.
Lucas John & Co., New York.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co., Toronto.
Ottawa Paint Works, Ottawa.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson & Percy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Perforated Sheet Metals.

Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.

Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Glauber Brass Co., Cleveland, Ohio.
Jardine, A. B., & Co., Heapeier, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa.
Robertson, Jas., Co., Montreal.
Robertson, Jas., Co., Limited, Toronto.
Somerville, Limited, Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope.
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Polishes.

Majestic Polishes, Toronto

Portland Cement.

International Portland Cement Co., Ottawa, Ont.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H., & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.

Printing.

London Printing & Lithographing Co., London, Ont.

Razors.

Claude Shear Co., Toronto.

Refrigerators.

Fabien, C. P., Montreal.

Registers.

Pease Foundry Co., Toronto.

Roofing Supplies.

Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
F. W. Bird, East Walpole, Mass.
Buchanan Foster Co., Philadelphia, Pa.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Wheeler and Bain, Toronto

Saws.

Atkins, E. C., & Co., Indianapolis, Ind.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.

Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.

Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.

Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Soil Pipe

McFarlane, Walter, Glasgow

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton.
Hyde, F., & Co., Montreal.

Shelf Boxes.

Cameron & Campbell, Toronto.

Shears, Scissors.

Claude Shear Co., Toronto.

Shovels and Spades.

Eclipse Mfg. Co., Ottawa.
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.

Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Skates.

Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers

Cavers Bros., Galt

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.

Chowd, Edwin, and Son, Kingston

Stoves, Tinware, Furnaces

Canadian Heating & Ventilating Co., Owen Sound.
Copp, W. J., Son & Co., Fort William.
Davidson, Thos., Mfg. Co., Montreal.
Down Draft Furnace Co., Galt.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard, Wm., Toronto.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London.
Merrick Anderson, Winnipeg.
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co., Brockville.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.

Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tents.

Tobin Tent and Awning Co., Ottawa

Tin Plate.

American Sheet & Tin Plate Co., Pittsburg, Pa.
Baglan Bay Tin Plate Co., Briton Ferry, South Wales.
Lyaght, John, Bristol, Newport and Montreal

Turpentine

Deference Mfg. Co., Toronto.

Ventilators.

Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper

Staunton Limited, Toronto.

Wall Paper Cleaner.

Gilbert, Frank U. S., Cleveland

Washing Machines, etc

Dowdell Mfg. Co., Hamilton, Ont.
The Shultz Bros. Co., Brantford.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.

Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows

London Foundry Co., London, Ont.
Schultz Bros. Co., Ltd., The Brantford.

Wholesale Hardware.

Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.

Hobbs Mfg. Co., London, Ont.

Wire, Wire Rope, Cow Ties,

Fencing Tools, etc

Banwell-Hoxie Fences Co., Hamilton.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mfg. Co., Montreal.
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound.
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.

Wrapping Papers.

Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Wrights

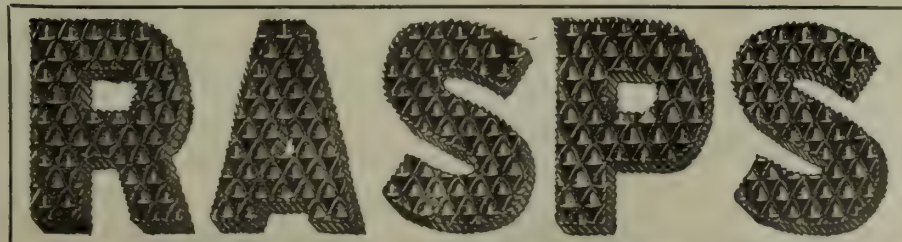
Connor, J. H. & Son, Ottawa, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Spring rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

KEARNEY & FOOT



**The
Best
Rasp
Made**

**The
Rasp
that
sells**

MADE BY
Dominion
Wks.

Nicholson File Co., Port Hope, Ont.

“Seeing is Believing”

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC



For twelve weeks we have been working on the strain

McDougall Pumps Are Standard

Many letters come to us addressed “Standard.” They find us all right. Customers find us all right, too. Do not forget: Quality first and price not out of the way. In fact, but—Well, could we not do a lot of explaining in response to an enquiry?

Our Permanent Address:

The R. McDougall Co., Limited
GALT, - CANADA

WORKS ALL THE TIME

Some ventilators will work only in a wind-storm. That spoils their effectiveness

AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature, within and outside the building.

Montreal, June 1st, 1903,
St. Peter School.

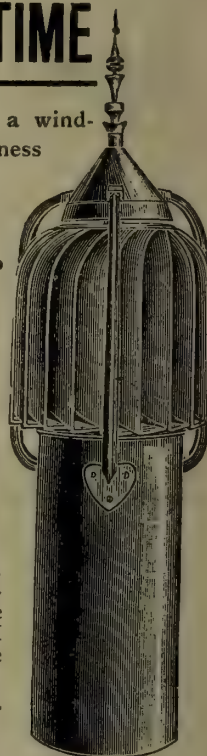
Messrs. THE J. W. HARRIS Co., Limited.
Dear Sirs,

In answer to yours of 3rd inst. in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother JORDANUS, Dir.

MANUFACTURED BY

THE J. W. HARRIS CO., LIMITED
CONTRACTORS - MONTREAL



HARDWARE BABBITTS

No. 1, No. 2, No. 3

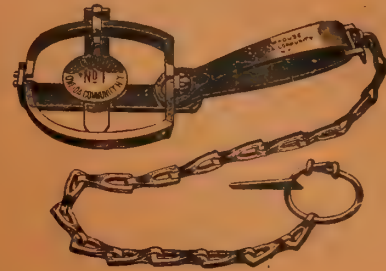
The wearing quality of our
HARDWARE BABBITTS
is the secret of the large orders the
HARDWARE MERCHANTS
are sending us. If not on our list
GET IN LINE

LIBERAL DISCOUNTS. TERMS RIGHT

The **James Robertson Co., Limited**
144 William St., MONTREAL, QUE.

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. A GENUINE NEWHOUSE trap will hold the game and earn its extra cost several times in a season.



Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

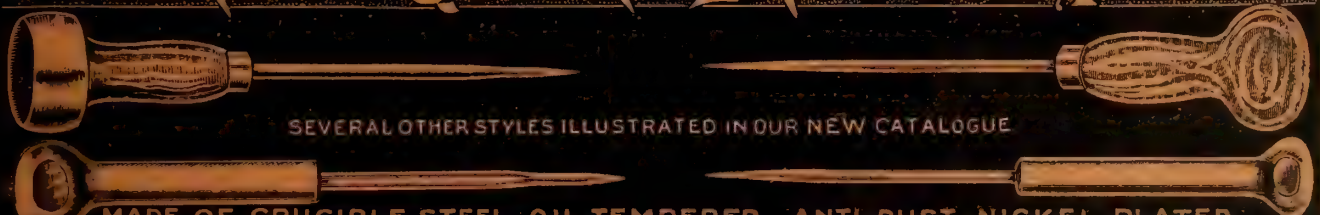
Made Since 1848 by

ONEIDA COMMUNITY, Limited

Write for Catalogue

NIAGARA FALLS, Ont.

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn.

New York City Branch—220 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

Est. 1898.

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals



Awarded

By **JURORS** at

International Expositions
Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



SHEET ZINC
ZINC SPELTER
INGOT TIN
INGOT COPPER

We can quote lowest market prices for immediate shipment from stock Montreal.

B. & S. H. THOMPSON & Co.

LIMITED

Metals, Hardware, Chemicals, etc., etc.

381 and 383 St. Paul St., Montreal

MOTORALITIES

Do you realize the importance of carrying a small stock of requisites for Motor Cars and Boats?

There is an increasing demand and the man who has the goods in stock WHEN WANTED makes the sale.

It will pay you to write us for further information.

Write for our Catalogues B & C.

JOHN MILLEN & SON,

Limited

321 St. James St.
MONTREAL

132 Bay Street
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Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, JUNE 15, 1907

NO. 24.

**"QUEEN'S HEAD" and
"SOUTHERN CROSS"**

BLACK SHEETS

Will stand any work.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd, MONTREAL
Managers, Canadian Branch.

BUTCHERS' **JOHN WILSONS** KNIVES
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS'  STEELS

Canadian Agents: DORKEN BROS. & CO, MONTREAL

**Something New
Adjustable
Display
Bracket.**



Projects 13 inches

**CAN BE USED
AT ANY ANGLE**

Can be closed up when not wanted
for display purposes.

ARMS—Malleable Iron.
BRACES—Steel.
PLATES—Grey Iron.
FINISH—Japanned.

Manufactured By

TAYLOR-FORBES Co., Ltd.
GUELPH, CANADA

See Classified List of Advertisements on Page 70.

HARDWARE AND METAL

WHEELBARROWS

QUALITY and PROFIT

are the things most essential to

THE RETAILER

Both are represented in

JEWEL BRAND GOODS

The users ever recommend them.
They never become dead stock.
They are always in demand.
They are superior. The finish is
unsurpassed. The quality cannot
be equalled.

Do not fail to specify

THE JEWEL BRAND

CANADIAN SELLING AGENTS

RICE LEWIS & SON

LIMITED

TORONTO.

SAWS

RAZORS

RAZOR HONES

SPADES

SHOVELS

AXES

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sargent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sargent's Front, Store Door and Inside Locks

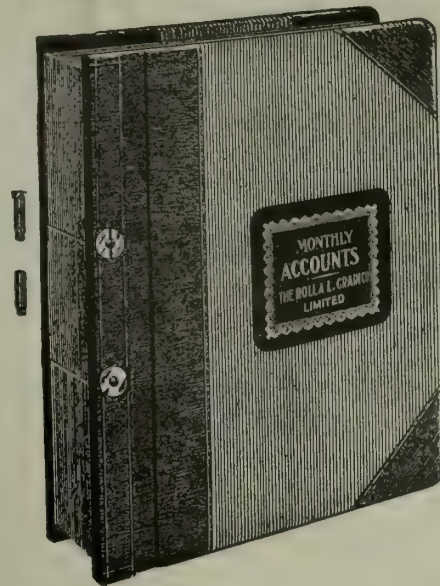
Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,
Wholesale Hardware LIMITED
OTTAWA, ONT.

As a Means of Success



Are you still using that old antiquated system of bookkeeping—bound ledgers, day book, etc., which are awkward to handle and never posted to date?

If you are it is surely not because they supply what you want but because you have not troubled yourself to look for something better. You soon would change your mind if you could see the many advantages and conveniences arising from the use of

THE CRAIN CONTINUOUS SYSTEMS

The use of this system tends very greatly towards the success of any business. Why? Because it saves time, labor and worry. It is always handy, is compact and is the best system in use to-day.

You had better investigate this, for you will profit thereby. Drop us a card and ask for Catalogue "E" which will give you all details.

THE ROLL A. L. CRAIN CO., Limited
OTTAWA, CANADA

Branches—TORONTO, 18 Toronto Street; MONTREAL, Alliance Bldg., St. James Street; WINNIPEG, Nanton Block, 430 1-2 Main Street.



American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

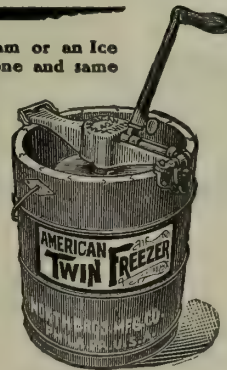
SOMETHING ENTIRELY NEW — NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the

other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the Automatic Twin Scrapers by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS



ICE CREAM FREEZERS THAT SELL



THEY ARE

Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

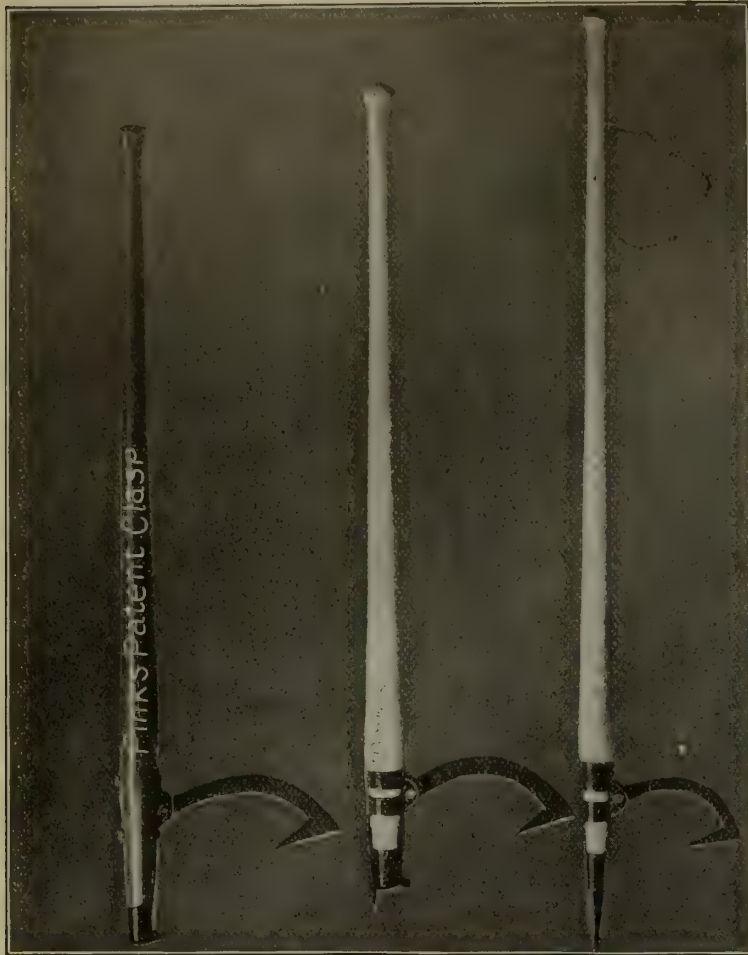
THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results



Send for Catalog.

North Bros. Mfg. Co.
Philadelphia, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

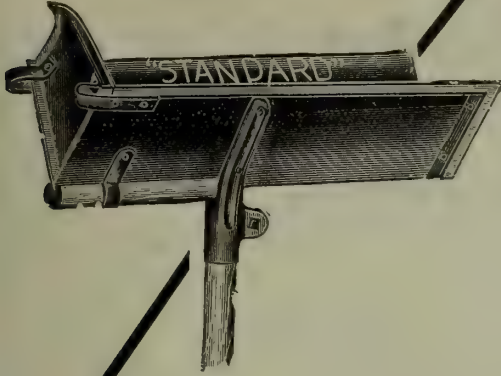
PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO

NO. 162 BRICK HOD

Length 22 in., sides 7 in. wide, back 9½ in. high, weight, 7 lbs.

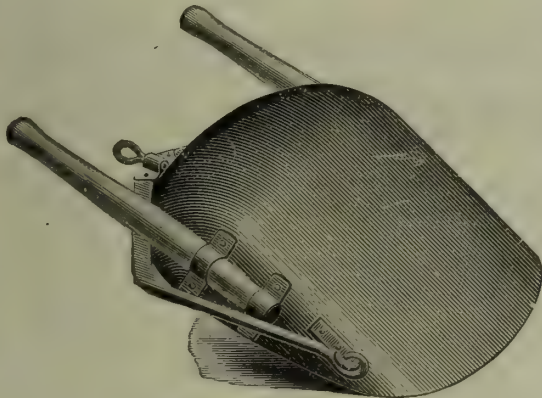


Every hardwareman can recall instances when he could have sold road scrapers, brick and mortar hods, at a handsome profit, if he had had them.

WHY TURN DOWN THIS BUSINESS?

A stock of these lines requires but a small outlay, and the investment pays high dividends.

If they are goods you never stocked, or if your stock is low, you could not do better than to send us your order, at once, as they are better paying lines than nails and felt, and just about as staple an article, especially at this season.

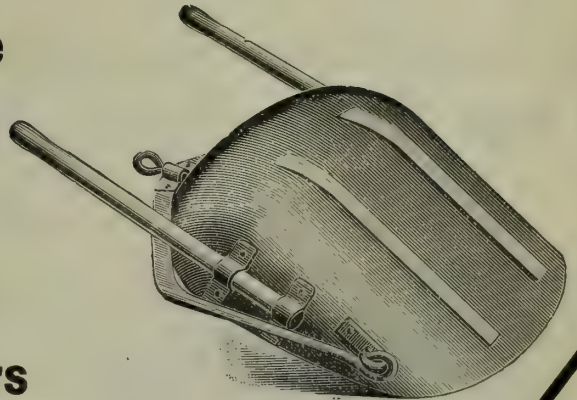


(WITHOUT RUNNERS)

No. 1, with or without runners, capacity, 7 cubic feet.

No. 2, " " " 5 "

Buckeye Pattern Drag Road Scrapers



(WITH RUNNERS)

LEWIS BROS., Limited

TORONTO MONTREAL CALGARY
OTTAWA WINNIPEG VANCOUVER



NO. 158, MORTAR HOD

Length 24 in., side 12 in. wide, back 12 in. high, weight, 10½ lbs

Consumers Cordage Co.,

LIMITED

CORDAGE

Manufacture every variety of

PACKING

BINDER TWINE

LATHYARN

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

SMALL TWINES

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The Standard Wickless Blue Flame Oil and Gasoline Stoves



Absolutely the cleanest, safest and most easily operated Stoves on the market to-day.

Lights like gas—simply turn on the **oil and apply the match.**

Catalogue shows full line of these stoves. Mailed on application.

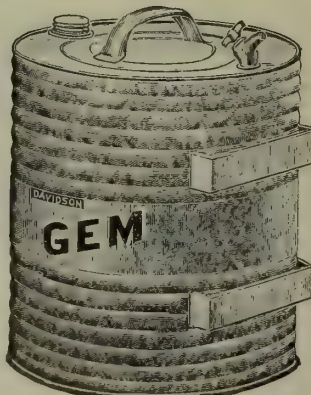
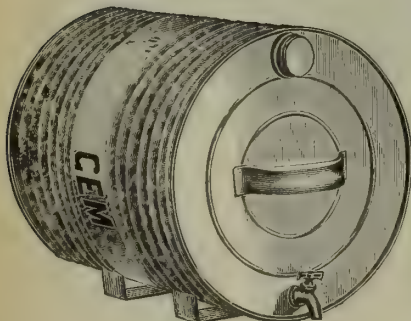
THE GEM OIL TANK

(IMPROVED STYLE)

HOLDS 5 GALLONS

The advantage of this Tank is that it can be carried upright in a waggon, and the tap being then on the top is not in the way. There is therefore no risk of the tap being accidentally opened or knocked off and the oil spilt.

Placed on its Side (as illustrated), on table or shelf at convenient height, it is always ready for use and makes the filling of lamps an easy task.



(Body galvanized after being made up.)
Fitted with Special Dripless Kerosene Tap.

The THOMAS DAVIDSON MFG. CO., Ltd.
MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

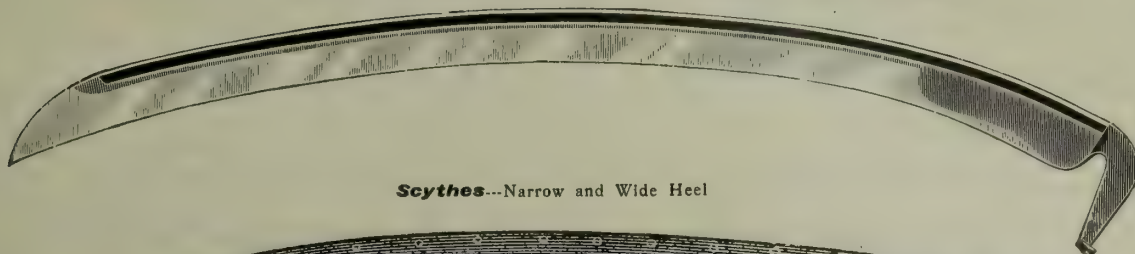
HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO.

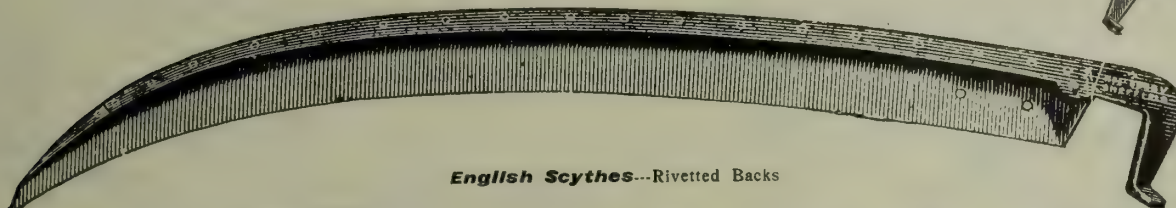
Wholesale
Only

Only
Wholesale

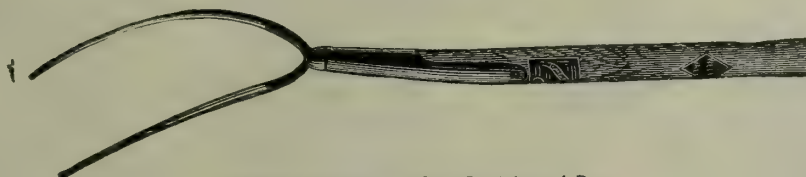
HARVEST TOOLS



Scythes...Narrow and Wide Heel



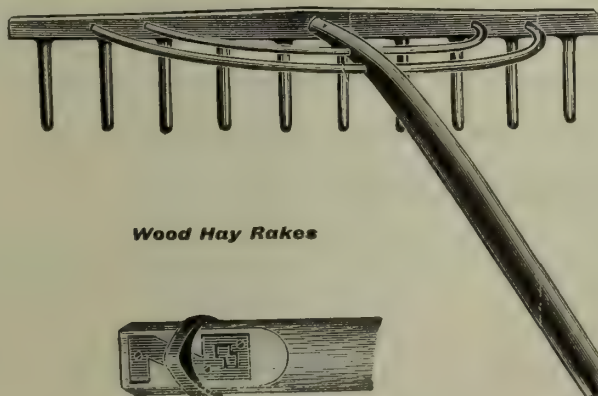
English Scythes...Rivetted Backs



Two-Tine Hay Forks...Straight and Bent



Three Tine Hay Forks...Straight and Bent



Wood Hay Rakes



Straw Forks

Three and Four-Tine



No. 3 Drive Ring



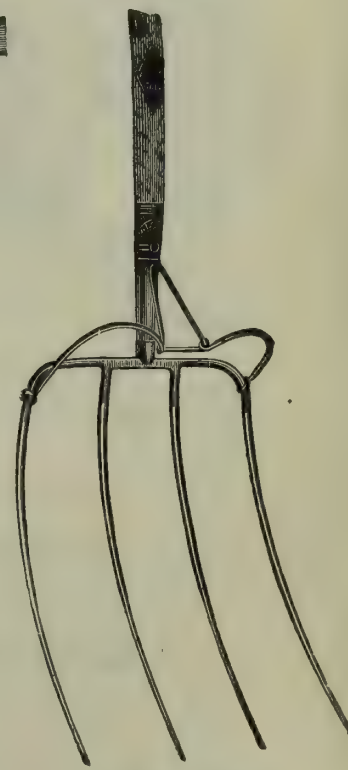
No. 2 Drive Ring



No. 1 Drive Ring



No. 3 Loop and Solid Plate



Barley Forks

With and without Guard



*No. 00 Loop and Patent
Swing Socket*



Double Ring Bush

For fuller description of Scythes and Forks see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Factory : Dufferin Street, Toronto, Ont.

We Ship Promptly

Our Prices are Right

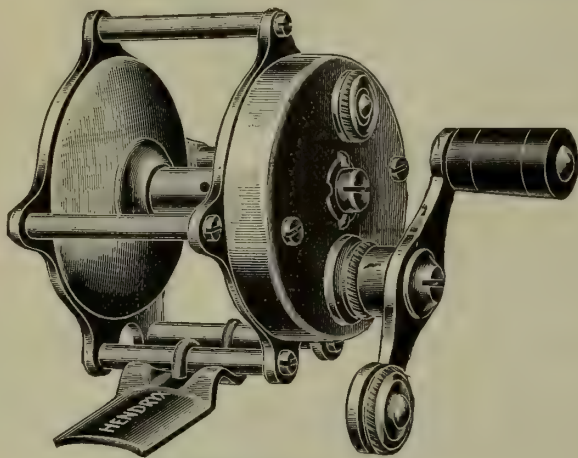
DO YOU REALIZE

that fishing tackle is a line that sells readily, yields a good margin, and is very easily handled? A small outlay will enable you to make a good display, and your stock is easily replenished.



Fly Rod No. 1223

Greenheart, single brazed, ringed, reel seat below handle, 3 joints and extra tip, length 10½ ft., weight, 15 oz.



Fishing Reel No. 2906

Double Multiplying, adjustable slide, drag, and click, nickel-plated, capacity 60 yds.

SELECTED SILK LINES, WATERPROOF.

Quality

10

No.

No.

25

Yds.

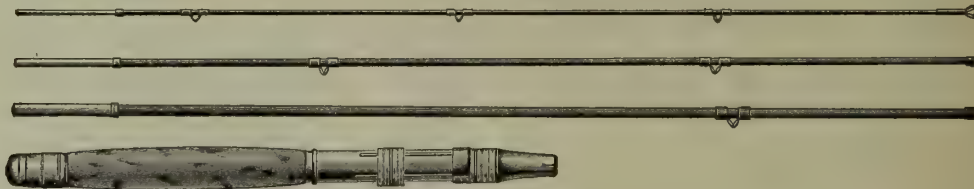


Breaking Strength

Manufactured by
R. TURNER & SONS,
Redditch, England.

Waterproof

Silk enamel lines, braided, mottled, white or green, 25 yds. on card, 4 connected,



Steel Bass Rod No. 211

Enamelled Green. German silver, two-ringed guides, and German silver three-ring tip, reel seat above the handle, 3 joints 32 in. long, length 8½ ft., weight 9½ oz.

The lines illustrated herewith, as well as a great many others, are fully described in our general loose-leaf catalogue. Let us quote you some figures.

F. & W. Hardware

Montreal



F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA

"GRECIAN" AND "KENWOOD"

are two designs of builders' hardware which can be had in the complete line of articles necessary to trim a house.

We can supply either design in :

Front door lock sets with cylinder or bitted key locks.

Vestibule door lock sets.

Inside door lock sets.

Sliding door lock sets.

Sliding door latch sets.

Store door lock sets.

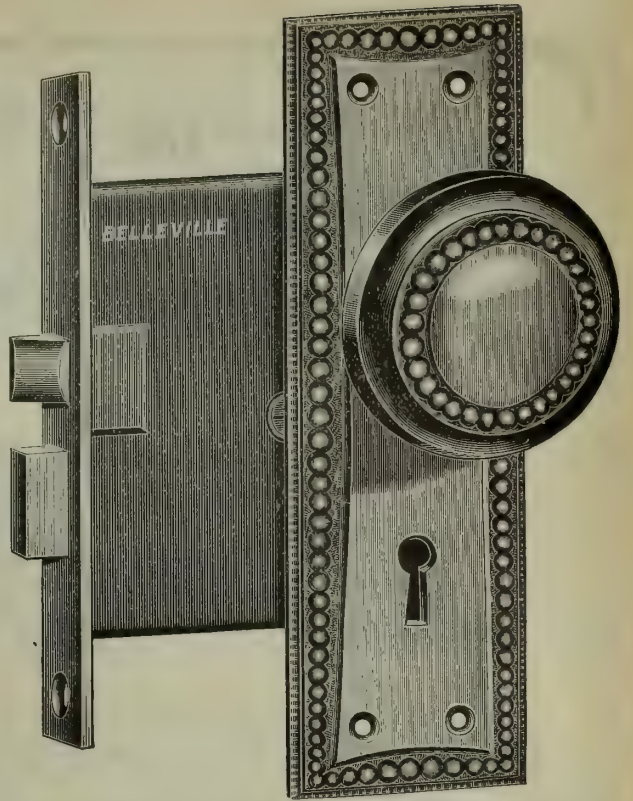
Door pulls.

Push plates.

Letter box plates.

Sash lifts

Push buttons.



"Kenwood" Design Inside Door Lock Set. Easy Spring Lock Steel Key.



"Grecian" Design Flush Cup Escutcheon for Sliding Door Lock.



"Grecian" Design Store Door Lock Set. Plate
15 x 3-in.

The designs are neat and such as harmonize well with many styles of interior finish. They are executed in cast bronze, brass or iron in appropriate finishes.

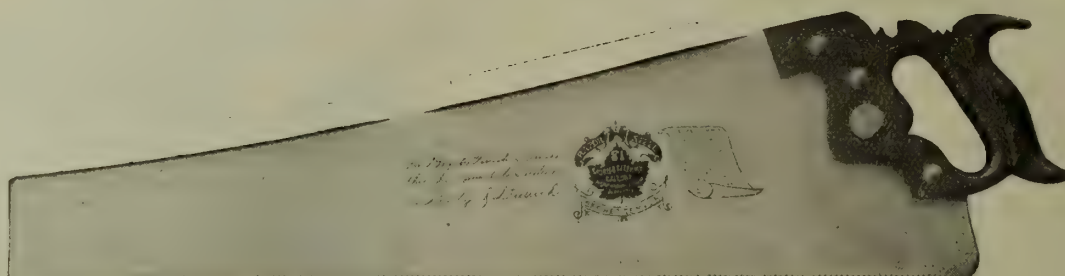
The price makes them ready sellers.

Caverhill Searmont & Co

MONTREAL

WINNIPEG, OTTAWA, QUEBEC, FRASERVILLE

Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

GALT, Ontario

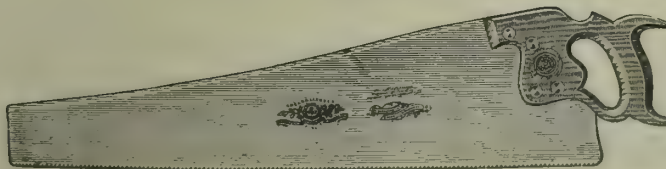


Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. **Made of Simonds Steel.** It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada.

Simonds Canada Saw Co., Limited
TORONTO, ONT. MONTREAL, QUE. ST. JOHN, N.B.

**FOOLS SELL THE CHEAPEST,
WISE MEN THE BEST**



THE BEST

*Being supported by good and liberal advertising among the
actual users of saws*

SPEAR & JACKSON, LIMITED

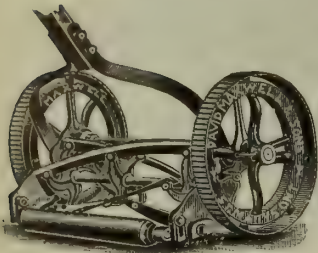
ÆTNA WORKS

SHEFFIELD, ENG.

A TRINITY OF TRADE BUILDERS

Maxwell Lawn Mower

Two Household Favorites



The name means clean-cutting, durability and finish.



Stock them. They come near selling themselves.



David Maxwell & Sons, St. Mary's, Ont.

SIMPLE

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

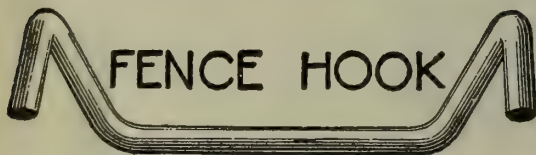
DURABLE



RELIABLE

STYLE F.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



FENCE HOOK

THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

LONDON, ONT.

PRIEST'S CLIPPERS

Largest Variety.
Tollit, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Weibusch & Hilger, Limited special New York
representatives, 9-15 Murray Street.

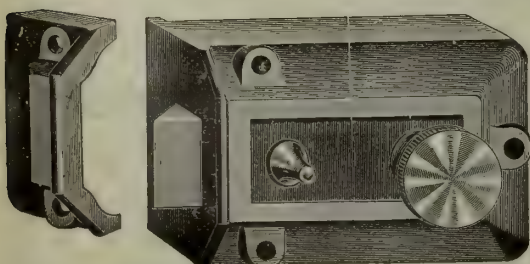
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

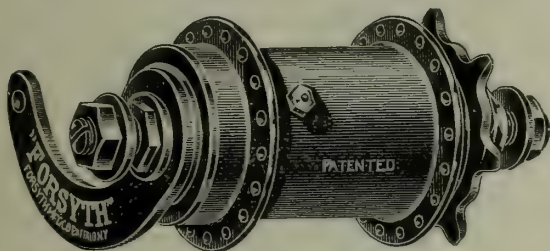
Sold by all Leading Jobbers in the Dominion.



Cylinder Night Latch, No. 103.



A Perfect Coaster Brake



The simplicity of construction makes it so.
The ordinary rider can readily take it apart.
Its excellent appearance is apparent, even in the cut.
And because it is included in the famous Wise Buyers' Line, there are exclusive features worthy of Forsyth ingenuity.

It can be adjusted without removing wheel from frame.

Let's mail you facts showing
just where you get your money

Forsyth Manufacturing Co.

Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



THE ORIGINAL

"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

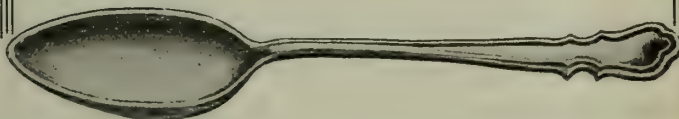
We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

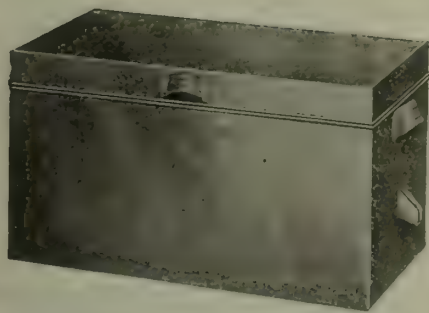
W. J. GRANT, Lindsay Bldg., MONTREAL



ICE BOXES

and

REFRIGERATOR PANS



Apply

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.

ATKINS SILVER STEEL SAWS



are profitable Saws. Full of Quality, you can safely recommend them to your trade. Every Atkins Saw you sell, sells others—There's money in them for YOU. Shall we call?

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St., E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB

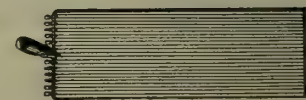
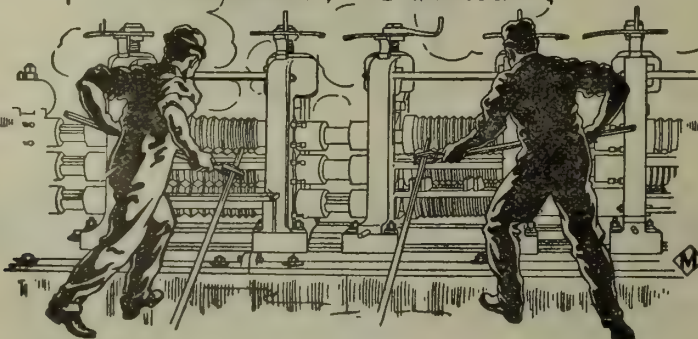
65 SHANNON STREET
MONTREAL

Working Iron in Common or Refined Bars

London Bars are made in the following sizes:

Flats,	7/16 inch to 4 inch x 3/16 inch to 1 1/4 inch
Round Edge Tire, 1 inch to 3 inch	Rounds, 3/16 inch to 2 1/4 inch
Squares, . . . 1/4 " to 2 1/4 "	Ovals, 1/2 " to 1 1/2 "
Half Ovals, . . 1/2 " to 2 1/2 "	Half Rounds, 1/2 " to 2 1/4 "

London Rolling Mills
London, Canada.



When in the market for GANG CHEESE PRESSES and up-to-date CORD CUTTERS just sit down and write to **JAMES & REID, Perth, Ont.** For FARMER'S FEED COOKERS write **JAMES BROS. FOUNDRY CO., Perth, Ont.**

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"
OF PORTLAND CEMENT

Prices on application.

Prompt shipment

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

**WORK AND
PRICES
RIGHT**
GALVANIZING ONT
WIND
ENGINE & PUMP CO.
TORONTO, ONT. LIMITED

Don't Forget the Name...
**NEWMAN'S INVINCIBLE
FLOOR SPRINGS**

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.



Manufacturers of

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL

TORONTO

**BARBED, PLAIN TWIST and COILED SPRING FENCING,
GALVANIZED WIRE,—FENCE STAPLES**

WIRE NAILS

Flat Head
Round and Oval Head

SCREWS

Bright, Brass,
Nickel-Plated, Bronze

BRIGHT, ANNEALED and OILED and ANNEALED WIRE

Tinned Wire for Mattress, Broom and Bottling

COPPER and BRASS WIRE

Bright Wire Goods

Steel Wire Barrel Hoops

STRAND GUY WIRE

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,**

Wellsville Polish, Range Steel,

Wood's "A" Planished Iron,

Black Steel specialties for all purposes,

Tinplates, Coke and Charcoal, all grades,

**Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

The Best on the Market

This is the opinion of all Hardware Men who have had the Empire Imperial and Champion Axe Handles. WHY? BECAUSE the quality and finish of them cannot be surpassed.

If you have not already had them you should not delay in ordering them as they are in great demand. We also make all kinds of Hammer, Sledge and Pick Handles.

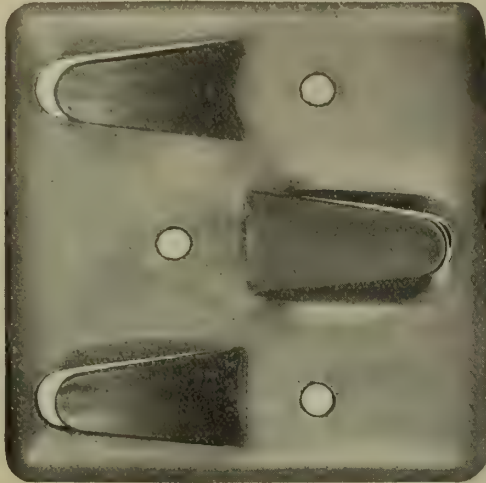
Write for free lists and discounts.

J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

Limited

ANCHOR CLOTHES LINE HOLDER



Either for outdoor, or inside house. Don't have to leave your lines out to the weather. Can put them up in a few seconds; no knots, no trouble, galvanized steel, no rust. The only article of its kind that has all the requirements—cheap, durable. Every house in Canada should have them.

Cleanliness is Next to Godliness

Wash your clothes, put out your line and use the Anchor Clothes Line Holder.

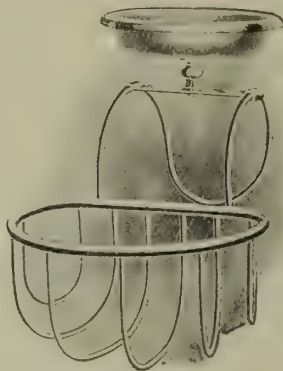
Ontario Metal Novelty Mfg. Co.,

111 King Street East, :: :: TORONTO

The **Buffalo Manufacturing Co.**

Buffalo, N.Y.

When you get our goods you know you get THE BEST.



We manufacture
Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors

Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures

Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High Grade and exceedingly presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

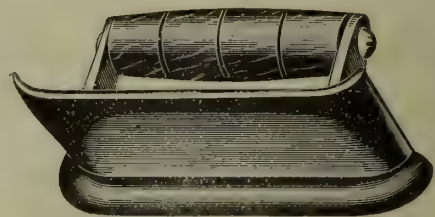
34 Yonge Street,

TORONTO, ONT.

Write for
Catalogue

The Contractors

are busy. Get your
supplies of



**Edgers, Jointers,
Pounders, Dot Rollers,
Curb and Gutter Tools,
Wheelbarrows, etc.**

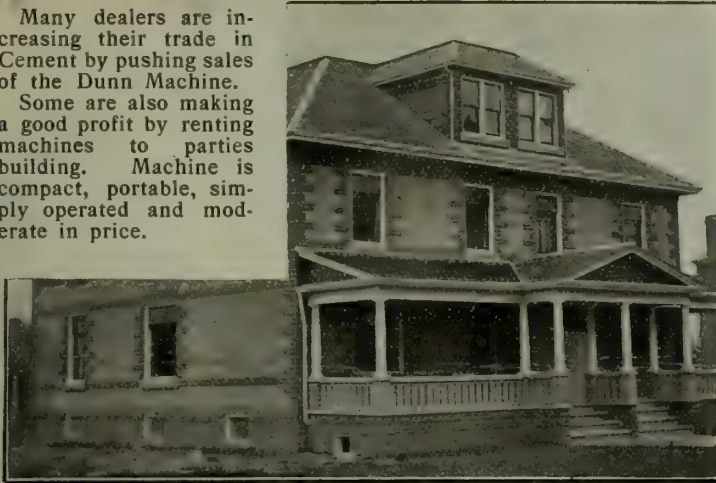
FROM

The London Foundry Co.
London, - Canada

The Dunn Hollow Concrete Block Machine

Many dealers are increasing their trade in Cement by pushing sales of the Dunn Machine.

Some are also making a good profit by renting machines to parties building. Machine is compact, portable, simply operated and moderate in price.



WRITE US FOR CATALOGUE H.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE CUELPH SPRING & AXLE CO.
LIMITED

CUELPH, ONT.

MITCHELL'S SELF-TESTING SAFETY CODE REVISED EDITION

A New and Scientific System for the Transmission of Messages by Telegraph or Cable, so arranged that one word may convey several meanings, such as Article, Quality, Price Quantity, Terms, etc.

By other codes three and four words are required to express what this system will convey in one word, thus costing three and four times as much as the same message if sent by this system.

EXAMPLES

Code Words

LUDELPHEL MEBDIKOLAF WOCUMZEXGI—Ship by Cunard Steamer from your port 28th June, 150 pieces Bevelled Plate Glass, 1½" bevel, 18½ x 24".
WULYRSABNI—Steel sheets 27 g. 24 x 101", 10,000 packages.
WUPUBABHE—Wire Nails 5d. Buy 500 kegs.
WUWUKARDE—Rosin, "I" quality quote cost and freight shipment 1st half of next month, 200 barrels
XASYJABBA—Delivery Waggon Platform Springs 2 to 3,000 lbs., increase our order to ten.

Try these with your codes. An 8-page prospectus with full particulars sent free on request.

The Mitchell Self-Testing Safety Code Co.

8 COLBORNE ST.

TORONTO, CANADA

BARGAINS IN CHEAP POWER

We have the following New Gasoline Engines for sale at a very low price—

4—1½-H. P. Gasoline Engines
(Bates & Edmunds, Lansing, Mich.)

12—8-H. P. Gasoline Engines
(Labatt Mfg. Co., London, Ont.)

5—12-H. P. Gasoline Engines
(Labatt Mfg. Co., London, Ont.)

Also a number of second hand Engines in good order

THE CANADIAN FAIRBANKS CO., Ltd.

26-28 Front Street West,
TORONTO

BANNER COLD BLAST LANTERNS



Made from

Heavy Welsh
Tin Plates

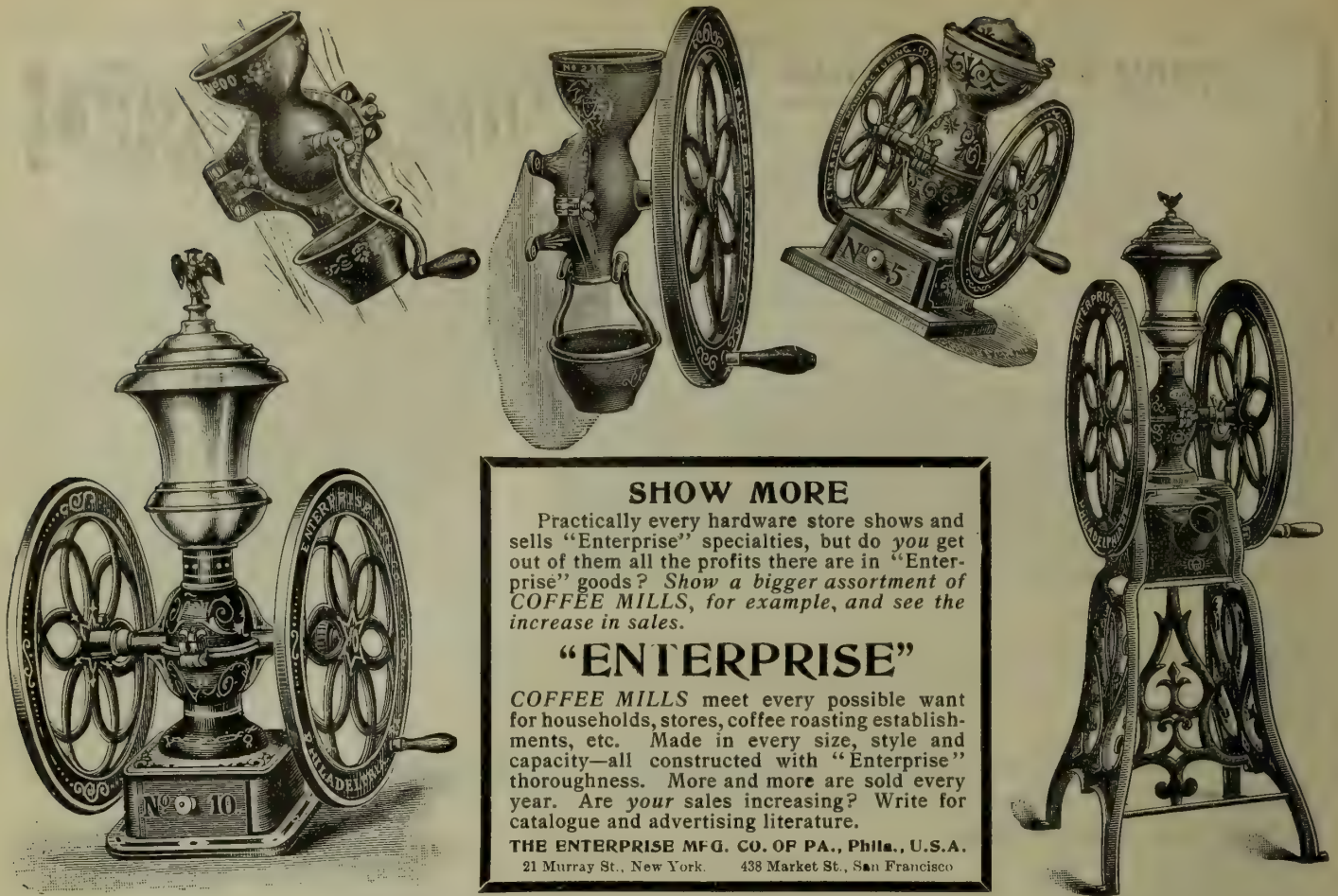
Fitted with

Side Crank
Lift and
Countersunk
Oil Feed

—Attractive—
—Windproof—

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED



SHOW MORE

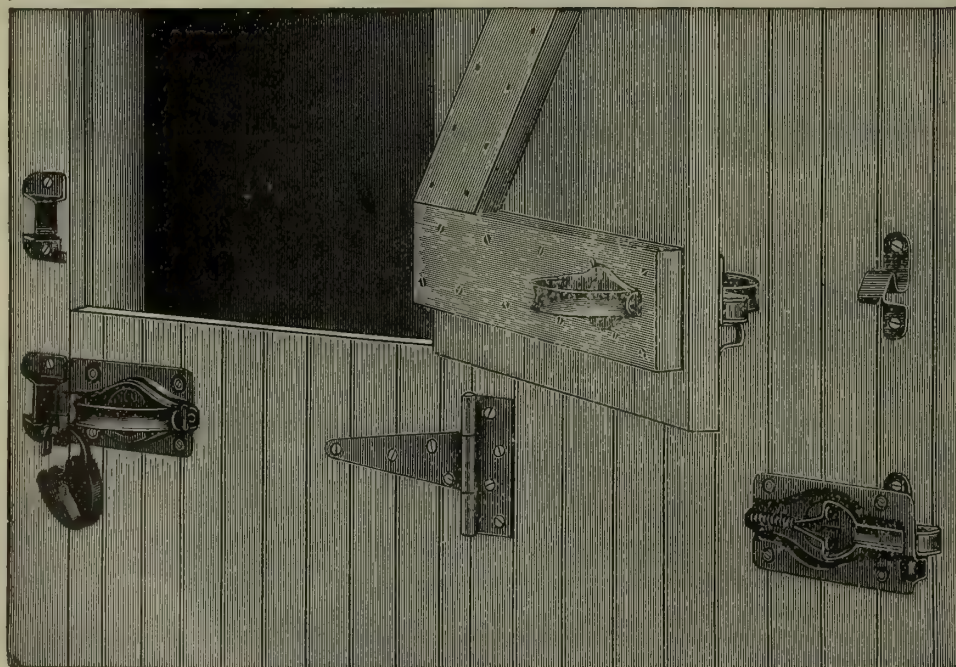
Practically every hardware store shows and sells "Enterprise" specialties, but do you get out of them all the profits there are in "Enterprise" goods? Show a bigger assortment of **COFFEE MILLS**, for example, and see the increase in sales.

"ENTERPRISE"

COFFEE MILLS meet every possible want for households, stores, coffee roasting establishments, etc. Made in every size, style and capacity—all constructed with "Enterprise" thoroughness. More and more are sold every year. Are your sales increasing? Write for catalogue and advertising literature.

THE ENTERPRISE MFG. CO. OF PA., Phila., U.S.A.
 21 Murray St., New York. 438 Market St., San Francisco

IT'S A LATCH THAT EVERY BARN NEEDS



WHITCOMB

**STEEL
BARN
DOOR
LATCH**

It is convenient; it is strong: it is durable; it is adapted to any thickness of door; and harness, etc., will not catch on it. Fully guaranteed.

Get a sample and see what an excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of **PATENTED SPECIALTIES BY CONTRACT**
ALBANY, WISCONSIN, U.S.A.

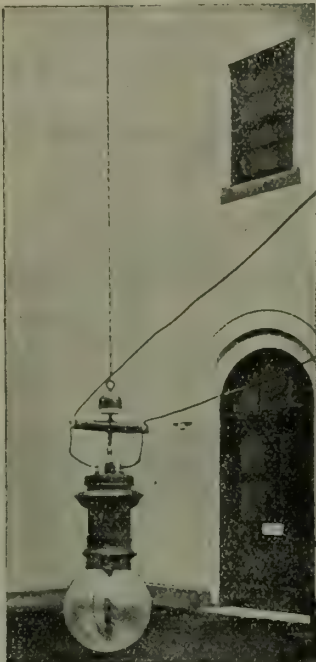
ONEIDA GALVANIZED CHAIN
FOR ARC AND INCANDESCENT LAMP SUSPENSION

Uniform in
Strength.

Always
Flexible.

Runs
Smoothly
over any
Standard
Pulley.

Write for
circulars
and prices.



Heavily
Galvanized

Rust proof.

The most
durable and
economical
material on
the market
for the pur-
pose.

Send for free sample to hang one lamp, stating length required.

Oneida Community, Ltd.
Niagara Falls, Ont.

KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.

TESTED &
PACKED



**THE
KERR**

ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

A WORK INDISPENSABLE TO EVERY OFFICE.

EXPORT MERCHANT SHIPPERS

Contents Vol. 1., London Itineraries
of City and Suburbs.

Consuls of Foreign States in
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Chambers of Commerce in United
Kingdom.
Customs Tariff of the United
Kingdom.

Export Section of LONDON giving
names of exporters arranged in Street
order, places of shipment and class of
goods shipped.

Index to Class of Goods Shipped
with names and addresses of Shippers.

Price
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41st Year

of

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of Great Britain and Ireland

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HIGH HOLBORN, W.C.

Published in TWO Volumes:
London and Country.

Contents Vol. 2, Provinces.

Shipping and Forwarding
Agents, Export Packers, Steam-
ship Lines.

Export Sections of pro-
vinces (separate towns), giving
names of exporters, places of
shipment and classes of goods
shipped.

Index to Class of Goods
Shipped with names and ad-
dresses of Shippers.

Trade Mark Section.
Manufacturers' Trade
Directory (Buyers' Guide).

**BELIABLE, COMPACT, EASY
OF REFERENCE.**

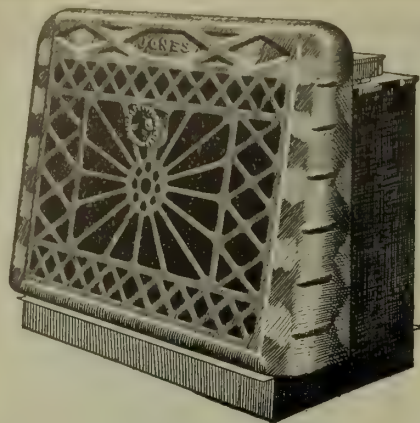
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MANUFACTURERS OF

Silverware, Cutlery and Cut Glass

Special designs made for special customers. Will also carry an exquisite
line of English China and Pottery. Do not give your orders before you
communicate with us. Catalogue on application.

New Premises, Factory and Showrooms: Corner St. Catherine & St. Urbain Sts.
Montreal. Head Office for Canada.



The Practical Man

readily admits the superiority of our registers to all others on the market.

The

JONES SIDE-WALL REGISTERS

are **fireproof**. They are **noiseless**. They reduce the initial cost of a heating system by reducing piping 50 per cent. We want to forward you the proofs of our claims.

WRITE TO-DAY

The Jones Register Co.

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Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.



H. & C. No. 100.

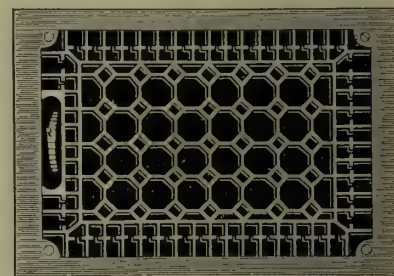
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The only house in the world manufacturing

CAST IRON FLOOR
SEMI STEEL FLOOR
WROUGHT STEEL FLOOR
CAST IRON SPECIAL SIDE WALL
WROUGHT STEEL SPECIAL SIDE WALL
FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS
DEFLECTORS, PANCAKES, WAFERS

In all Designs and Finishes.
Mechanism Perfect.
Capacity Greatest.
Finish Unsurpassed.

No reputable line can undersell us.



MOORISH DESIGN

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"Brantford" "Roofing"

Manufactured from pure Asphalt, properly blended, producing the highest waterproofing test (which we can produce), and the nearest fireproof of any ready roofing on the market. Equally durable in hot and cold climates. Not affected by acids or alkalis. Put up in rolls containing 108 sq. feet, 40 1/2 feet long and 32 inches wide, sufficient to cover 100 sq. feet of roof.

Nails and liquid cement for laying packed inside each roll. Write for samples and prices, and our **SPECIAL OFFER**.

Brantford Roofing Co., Limited, Brantford, Can.



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PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

TRADE
PENBERTHY
MARK.

GENUINE



AUTOMATIC INJECTOR

**If You Are In Doubt
A
Comparison
Of
Quality and Prices
Will Convince
You**

ASK YOUR JOBBER



"SILEX" "SILEX" "SILEX"

AUTOMATIC GREASE CUPS

Once regulated will feed themselves.
Will feed the heaviest grease.
Say you want Penberthy Grease Cups.

**It Satisfies the Engineer
Every Day
in the Year.**

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PAROID ROOFING

"The Test of Time is the Test that Tells."



Plant Steamship Co.'s Wharves, Halifax, N.S., roofed with Paroid.

other lines as well.

A delay at this season is expensive, means good business lost.

Write to-day for the proposition.

F. W. BIRD & SON, Makers

Established in U.S.A. 1817

Factory at HAMILTON, ONT.

Offices at Winnipeg, Man., and Hamilton, Ont.

Why not handle a ready roofing that you can **really endorse** — one you would sell your best friend — one you would put on your own buildings?

Ask for our Paroid proposition.

No expense until we have proved, to your satisfaction, that you can handle Paroid profitably.

Our selling plans bring customers to your store and your

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Every Canadian who wishes to trade successfully with the Old Country should read

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Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for **"F. F. CO" Brand**

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Manufacturers of Armstrong Patent Lathe and Plane Tools and other machine shop specialties.

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THE BOYS will talk about you if you stock one or more of our famous model Rifles. Quality of material and perfect workmanship have made

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famous all over the continent. Only **specially selected** and **tested rolled steel** can find its way into our construction room, and our workmen are the best that highest wages can procure. It will pay you to stock all our famous models.

No. 15 sells at \$2.00

No. 19 sells at \$2.50

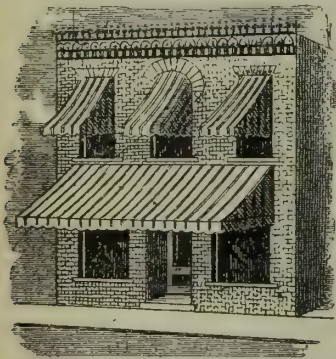
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Do you know the **"Profit Story?"**

THE HAMILTON RIFLE CO.

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If You want an Awning, why not try

The Tobin Tent & Awning Co. Ottawa?

It's worth considering.

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Congo costs little and lasts long, it keeps out the dampness and never leaks. The man who notices how his different roofs wear and how they protect the roof boards — the man who remembers or keeps records of costs and service, buys Congo. Congo is easy to lay. Nails and cement free. Every roll perfect.

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All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
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We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

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The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

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JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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Agent:

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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PARTICULARS AND PRICES

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To EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

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Best in the World

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Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

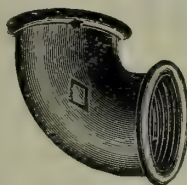
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High-grade Bathroom Fixtures



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto



"Diamond" brand Fittings

hold the market because of proven superiority. The finish is smooth, the threads perfect, the material is first-class.

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OSHAWA, CANADA



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Tackle Block. Saves the labor of two or three men. 600 to 5,000 pounds capacity.

to ask your neighbor, lift the load yourself with **The Burr Self-Locking**

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BEAVER POST-HOLE DIGGER

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break

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District Offices: Montreal, Halifax, Ottawa, Winnipeg
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Made of High Carbon Wire.—we'll prove it to you. COILED not crimped. This makes it still stronger in service. It stays taut. Painted WHITE over heavy

THE PAGE WIRE FENCE COMPANY, LIMITED,

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Have you anything for sale which any Hardware Merchant, Plumber, Stove and Tinware dealer would be interested in? Advertise in our "want ad." column. It will bring results. **Hardware and Metal, Montreal, Toronto, Winnipeg.**

HOW MANY DOLLARS WOULD YOU SAVE ?

Mr. Dealer! If you could diffuse the light of day throughout your store, while daylight lasted, how much would you save in hard cash annually? Figure it out for your profit's sake, as well as for your customers', and tell us the result.

MAXIMUM LIGHT GLASS

will flood the darkest corner of your store with Natural Light while there's light in the sky. It can be effectively used when placed directly in the window sash, where ordinary prismatic glass would be useless.

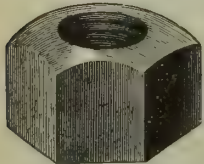
Shouldn't you know more about this dollar-saving window glass, just as a matter of good business sense? Our big illustrated catalogue will interest you. Send for it!

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The John Morrow Screw, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs
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HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 185 Chambers St
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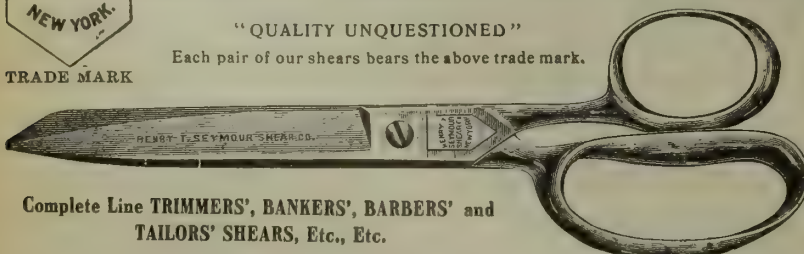
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SEYMOUR SHEARS

have been the Standard for over half a century

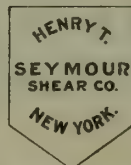
"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.



Complete Line TRIMMERS', BANKERS', BARBERS' and
TAILORS' SHEARS, Etc., Etc.

HENRY T. SEYMOUR SHEAR COMPANY



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HERCULES

1 Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

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STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO. OF ONTARIO, Limited.

Water Proof Floors for
Malt Houses, Brew-
eries, Slaughter Houses,
Cheese Factories, Cel-
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Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for
Septic Tanks.

SAFEGUARD YOUR PROFITS--MR. DEALER

Every hardware dealer should make room for an effective display of gas ranges, and he should do it now. **THE OXFORD GAS RANGE** should occupy a prominent place on your floor because it gives complete satisfaction and assures the paying trade—the trade most Dealers strive hard to gain and hold.



The Oxford Gas Range

"B" Series

has many devices and exclusive features which make for range perfection. These captured the trade while the superiority of The Oxford Oven construction won the women of Canada. **THE OXFORD GAS RANGE** means the maximum of pleasure obtainable in cooking through the hot days of summer and the wise Dealer will not ignore this source of profit.

Our literature tells an interesting Profit Story. A Post Card brings it.

The Gurney Foundry Company, Limited

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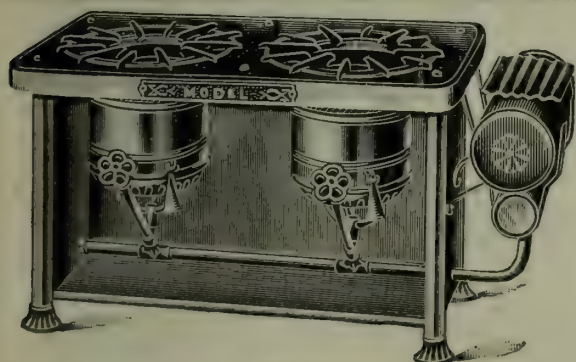
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London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.

THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta.

Warm Weather Goods



MODEL
Wickless Blue Flame Oil Stove

The sale of Gas, Gasoline and Oil Stoves, Gas Hot Plates, Refrigerators, Ice Cream Freezers, and other specialties for summer use will open up with a rush one of these days. Have you a sample of our different lines in stock? If not, you should lose no time in getting them, as many sales will go to the other fellow if your stock is not freshened up.

We have heavy stocks in all lines at all our warehouses, and can supply on short notice. Telephone, telegraph or write your orders at once, and they will be filled the same day.

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"Everything for the Tinshop"

ESTABLISHED 1795

JOHN SHAW & SONS

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SASH WEIGHTS

ROUND AND SQUARE

Sizes 1½" x 3-lbs. to 2½" x 40-lbs.

Samples and Prices to Jobbers on application.

JAMES BARBER, Era Works,
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HIGHEST GRADES OF

TABLE and POCKET CUTLERY, RAZORS,
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CANADIAN REPRESENTATIVE

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There are solid reasons for the farmer's faith in

Dillon Hinge-Stay Field Fence

It stays put. It is economical. And it goes without saying that the "Dillon" is the

Most Saleable Fence

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THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
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The Abercrombie Hardware Co., Vancouver

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Of Interest to Canadian Manufacturers

On July 3rd, 1907, Mr. B. Olney Hough, editor of the AMERICAN EXPORTER, will sail from New York on an extended tour—embracing 16 countries of Europe and consuming over 4 months of time—for the purpose

of bringing about a closer commercial acquaintance between the foreign buyer and the manufacturers of the United States and Canada represented by us on this tour. Is there any one in Europe that you would like us to call on in your interests? Do you want to establish foreign agencies? Do you want names of buyers of your line of goods in Europe? Full particulars showing how we can serve you on this tour will be sent on request. No commission is charged either the manufacturer or the foreign buyer for these services.

AMERICAN EXPORTER THE WORLD'S LEADING EXPORT PUBLICATION **135 William St., New York**



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Everything in **Steam and Water Goods**

For the Engineer, Steamfitter and Hardware Dealer



Our No. 6½
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disc,
Low down
Com-
pression
Basin Cock.

We make a full line of

PLUMBING GOODS in Brass and Iron

We handle Enameled Baths, Lavatories, Sinks, Laundry Tubs, &c.
Iron and Brass Pipe and Fittings
Pipe Cutting to Sketch

The **Jas. Morrison Brass Mfg. Co., Limited**
93-97 Adelaide St. West
TORONTO



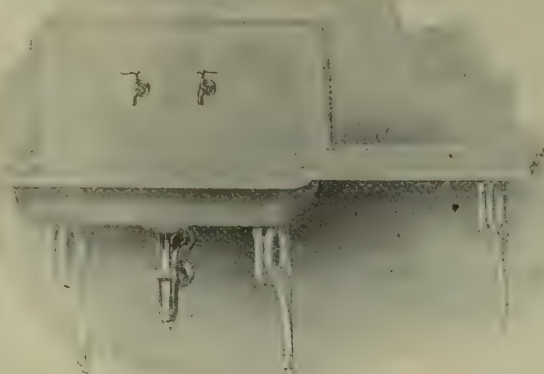
Our No. 7
Self-closing
Basin Cock.
Suitable
for small
lavatories.



**Babbitt,
Solder,
Lead Pipe,
Etc.**

The
Canada Metal Co.
Limited
TORONTO

Standard Ideal Porcelain Enameled Ware



is made in Canada; it is superior in quality; it ensures the dealer bigger profits; it gives the customer greater satisfaction. All things being equal a distinctly Canadian product should receive the preference. **Standard Ideal Porcelain Enamelware** is manufactured at Port Hope, Ont., in the largest exclusive cast iron enameling works under the British flag. **Standard Ideal Ware** possesses the durability of cast iron and a smooth, snowy white porcelain enamel finish.

STANDARD IDEAL LINES:

Bath Tubs, Sitz Baths, Shower Baths, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Sinks, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances.

The Standard Ideal Co., Limited

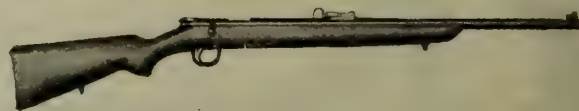
Head Offices and Factories, - PORT HOPE, Ont.

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DO YOU WANT A GOOD SIDE LINE?

If so, write for full particulars of the new "War Office" Miniature Rifle



.22 Caliber

Made in England by the same machinery and in the same factory as the
BRITISH SERVICE RIFLE

The rifle for target practice or small game shooting.

Get Traders' Terms

Made under War Office License by the
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Victoria Park Works
LONDON, - - ENGLAND



The Finest Family
Polish on the market.

BLACK JACK

AT YOUR JOBBERS'

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.



Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St.
LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.
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Jardine Hand Drills New Designs

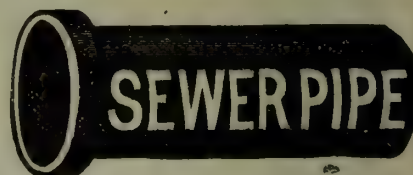
Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

... FULL STOCK ...

Salt Glazed Vitrified

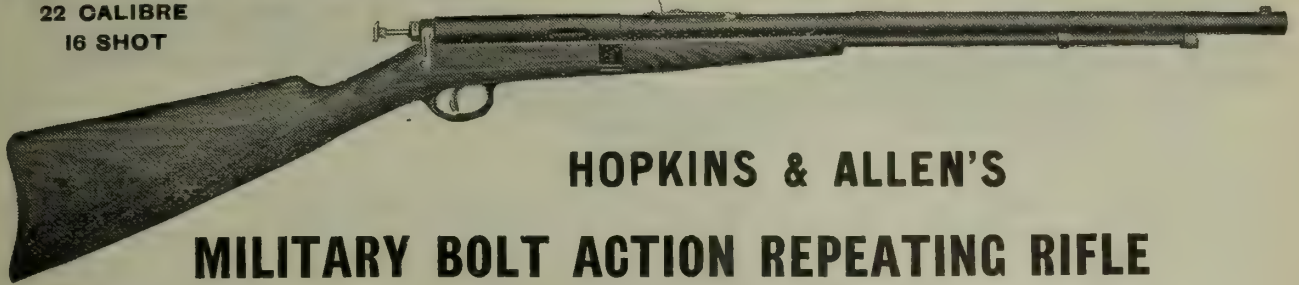


Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

\$10⁷⁵
LIST

There has long been a demand for a good rifle at this price—and the HOPKINS & ALLEN Junior Repeater fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
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Dept. 67, NORWICH, CONN., U.S.A.



Shows Bolt Drawn Back—Position for Ejecting Shells.



THE POSTED DEALER KNOWS

that H & R gives greatest revolver value for the money. The new



Model
1906

H & R DOUBLE ACTION REVOLVER MODEL 1906

is no exception to the rule. It is surprisingly good for the price. Surprisingly cheap for so good a revolver. Is a thoroughly well made, durable and serviceable arm. Light in weight, only ten ounces, and small in size, it is particularly adapted for those who desire a safe and efficient revolver at a moderate price.

Specifications 22 Calibre, Seven Shot. Rim Fire, Double Action; 2½ in. Barrel, Finest Nickel Finish. Also made with 4½ in. and 6 in. barrel.

The Celebrated H & R Hammerless is always a good seller. Write for Catalog of Revolvers and Single Barrel Shot Guns.

H & R
Greatest
Revolver
Value for
the
Money

HARRINGTON & RICHARDSON ARMS CO.

314 Park Ave.,

- Worcester, Mass.

Imitation the Sincerest Flattery



H. Boker & Co. were the **first** to produce Razors with galvanic-gold etching in the hollow. The "King Cutter" was the first of this kind ever offered and the brand and **Design** of etching were duly registered at Ottawa. The Quality being **Unsurpassed**, almost every maker doing business in Canada has copied the galvanic-gold etching, as well as the design, as near as the laws will allow, but the "King Cutter" leads and no maker can come near the same quality and workmanship.

Imitators of **design** or **name** will be prosecuted.

For Sale by all Leading Wholesale Houses

Telegraphic Address :
"MADDERETTE, LONDON"

W. J. COWAN AND SONS

Fine Colour Manufacturers

Works :
Hague St., Bethnal Green, London, E.

SPECIALTIES :

Blues, all shades and qualities
Chromes, " "
Greens, " "
Imitation Vermilion and Carmine
Lakes

Also all colours made from

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Lithol, Paranitriline, Etc.

REPRESENTATIVE

WM. O. GREENWAY

13 ST. JOHN ST., - MONTREAL



"Quality Unsurpassed"



NUTS

SQUARE AND HEXAGON

U.S. STANDARD

5/8" Diameter and Larger

PROMPT SHIPMENTS

Toronto and Belleville Rolling Mills

BELLEVILLE, ONT.

LIMITED



The Mark of Quality



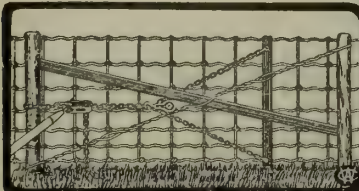
Steel Troughs and Tanks

We Manufacture

Steel Tanks, Stock Tanks, Steel
Cheese Vats, Thresher's Tanks,
Hoq Troughs, Water Troughs, Feed
Cookers, Grain Boxes, Coal Chutes,
Smoke Stacks.

Agents Wanted.

The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on Erecting Fences. It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.



The Call for First Quality Goods was never more apparently emphasized than in the insistent demand for

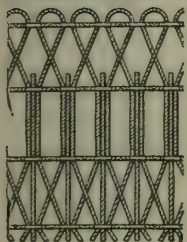


Cutlery, Electro Plate and Solid Nickel Silverware

bearing our impress.

That trade mark is a trade-builder because it is a surety of quality.

The **McGLASHAN, CLARKE CO., Limited**
NIAGARA FALLS, CAN.



ORNAMENTAL WIRE LAWN
FENCE. Sold in Rolls
With or without posts
and rails.

You can sell our
**Wire and Iron Fences, Gates, Lawn
Seats, Vases, Trellises**
and other specialties for **Lawns and
Cemeteries** from Catalogues.
Send for Booklets and Price Lists of these
seasonable lines.

Dennis Wire and Iron Works Co.
Limited
LONDON, ONT.



WIRE AND IRON
GATES

Extra Quality
Special Prices to
the Trade



HOTTEST ON EARTH
Our Bonanza Furnaces are known to
produce more
heat with less fuel than any other make. Jobbers sell at
factory prices. Satisfaction guaranteed or money refunded.

No. 38—Price, each, **\$7.80** net
No. 39—One size smaller, **\$5.85** net

THE TURNER BRASS WORKS
53 MICHIGAN STREET, CHICAGO, U.S.A.

REGISTERED TRADE MARK



GRANTED 1882

at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

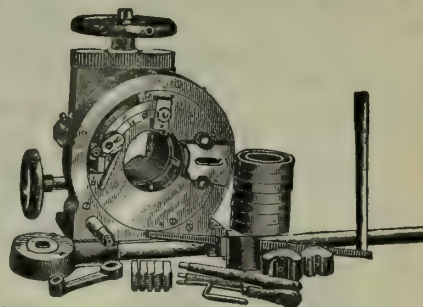
World's Best Cutlery

You make no mistake in specifying goods made by
JOSEPH RODGERS & SONS, Limited
when ordering cutlery. A reputation of over 200 years

A TOOL THAT'S STAMPED
STANLEY
IS THE BEST OF ITS KIND

IMPROVED CARPENTER'S TOOLS Sold by all Hardware Dealers
STANLEY RULE & LEVEL CO.
NEW BRITAIN, Conn., U.S.A.

A Certain Sense of Satisfaction



goes with every **MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE.** We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the **MERRELL.**

Whether it be stationary or portable—hand or power driven—**30 DAYS FREE TRIAL** must prove conclusively that your choice should be the **MERRELL.**

This Portable Hand Machine has encased gears, **MERRELL** standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

**Catalogue for the asking.
Quick shipments.**

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

Persons addressing advertisers will kindly mention having seen their advertisement in **Hardware and Metal.**



FACTS

about the best

CONE ROTARY VENTILATOR

Can. Pat. Feb. 27, 1889

on the market

Known everywhere as **PEARSON'S**

This ventilator is set in motion by the least current of air and will give a perfect draught at all times.

Substantial in make, Ornamental in appearance.

For balky chimneys and ventilating Churches, Schools, Halls, Factories, Steamers, Public and Private Buildings, Stables, Water-Closets, &c.

This Ventilator is in use throughout the Dominion, and has proved a great success.

Remember, every Ventilator is guaranteed to work satisfactorily.

They are made in sizes from 2½ to 48 inches.

All orders by mail promptly attended to.

Testimonials on application.

Write to-day for particulars to the owners:

Geo. D. Pearson & Co.

Office and Works:

17 Pontiac Street, MONTREAL

Bell Telephone East 2196

SCIENTIFIC
DRAIN AND SOUL-PIPER



**RECOMMENDED
AND SPECIFIED
BY SANITARY
AUTHORITIES.**

ANITATION
WALTER MACFARLANE & CO.
SANITARY ENGINEERS • SARACEN FOUNDRY.
GLASGOW.

CASTINGS SUPPLIED CUT & FITTED TO MEASUREMENTS
DRAIN PLANS WORKED OUT FOR ARCHITECTS
CATALOGUES AND PRICES ON APPLICATION

AGENTS :

W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.
BAXTER, PATERSON & CO., 102 St. Antoine St., Montreal.

The Best Food Chopper



MR. DEALER! If you want to handle the best Food Chopper on the Canadian market, the Food Chopper particular housewives demand, you will stock the

**SHIRREFF
FOOD
CHOPPER**

because of merit and merit alone.

The Shirreff is a guaranteed machine, made in Canada. All parts tinned to prevent rusting. It works easily and quickly. Write for particulars,

SHIRREFF MFG. CO., Limited
BROCKVILLE, ONT.

**GREENING'S
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**PATENT
COW
TIES**

These Cow Ties have stood the test for years.

Undoubtedly the best and strongest on the market.

It will pay to handle only the best.

A complete line of all sizes ready for shipment.

*For Sale
By All Jobbers*

THE B. GREENING WIRE CO.,

LIMITED

Hamilton, Ont.

Montreal, Que.

When You Want Real Cans

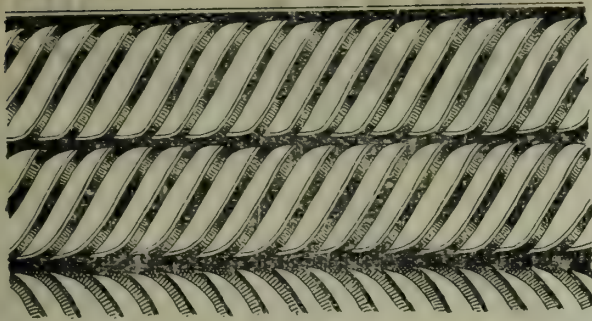
no matter what kind — for any purpose whatsoever — if you insist upon having the best made do not hesitate a moment, but

ORDER ACME CANS

Then you will secure the kind of can that makes not only an attractive package, but a package that is sanitary and of merit.

OUR ADDRESS IS

ACME CAN WORKS
MONTREAL



"HERRINGBONE" LATH

is the kind for you to handle, for profit and satisfaction.

IT IS THE STIFFEST EXPANDED METAL LATH MADE. That makes it easy to apply and plaster.

ITS EDGES ARE ABSOLUTELY UNIFORM. That's why there is no waste in applying.

IT HAS A PERFECT "KEY"—one which not only locks the mortar, but permits it to envelope the entire metallic surface, WITHOUT WASTE OF PLASTER. That makes for economy in plastering.

In every way "HERRINGBONE" is the most satisfactory lath for CEILINGS, PARTITIONS, COLUMNWORK, STUCCO, CEMENT SIDING and for SKELETON FRAMEWORK OF SLUICES, VIADUCTS, ETC.

Let us send you a sample of "Herringbone."

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Ltd.

PRESTON AND MONTREAL

SALES AGENTS:

ST. JOHN, N.B.
Emerson & Fisher

QUEBEC
J. A. Bernard

WINNIPEG
Clare & Brockest

CALGARY
Ellis & Grogan

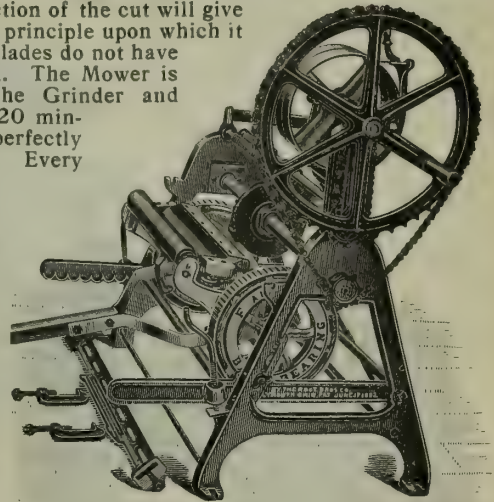
GREAT WEATHER FOR LAWN

The whole area of the United States and Canada has been thoroughly soaked and lawns are growing at a great rate. Thus there is more use for Lawn Mowers and these must be put in condition for the season. In this connection we beg to call the attention of the readers of this journal to

The Ideal Lawn-Mower Grinder

An inspection of the cut will give an idea of the principle upon which it works. The blades do not have to be removed. The Mower is inserted in the Grinder and within 15 or 20 minutes it can be perfectly sharpened. Every blade will

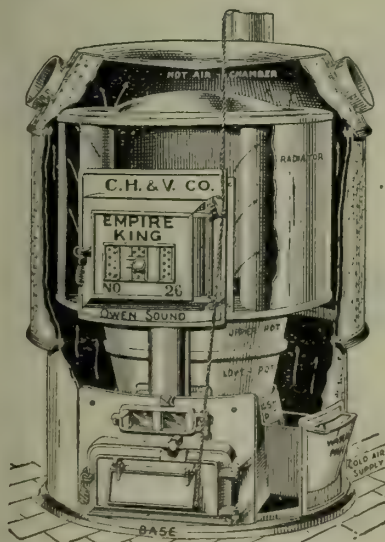
bear an exact bevel and a keen cutting edge. As a money-maker it has no superior, and we desire to tell you what has been accomplished in this direction. Send for a circular and we think we can demonstrate the value of the Ideal Grinder. You can't afford NOT to have one in your store or shop AND WE CAN PROVE IT.



Ideal Lawn Mower Grinder.

THE ROOT BROS. CO., PLYMOUTH, O.

A PERMANENT INVESTMENT



That's what your customer wants when he installs a new heating system. He's willing to pay for goodness and lasting quality. A no-trouble furnace appeals strongly to most men. That explains the big demand for

The Empire King Furnace

and most dealers have **pecuniary reasons** for knowing it.

The Empire King is the least complicated of all hot air generators—being just about as simple and durable as scientific skill and good material can make a furnace.

The Empire King will burn anything called fuel. It's certainly the furnace the man who is out for a permanent investment wants. Let's tell you how it pays the dealer to recommend the Empire King!

The Canadian Heating and Ventilating Co.,

OWEN SOUND, ONT.

LIMITED

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg Man., Western Agents.
The Abercrombie Hardware Co., Vancouver, B.C.

Kemp Manufacturing Company

New Improved Cereal Cooker

104—4 pints inside dish

106—6 " " "

108—8 " " "



104—\$13.50 per dozen

106—\$17.50 "

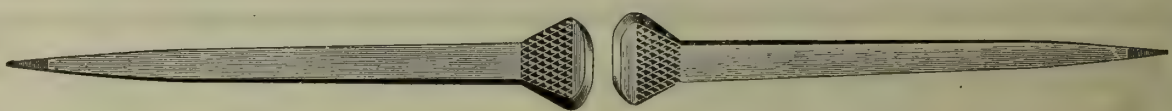
108—\$22.00 "

DIAMOND AND PEARL WARES

Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL



REFLECTION ON YOUR PART

will convince you that it is worth a great deal to know that, when you offer

CAPEWELL HORSE NAILS

for sale, you are offering the Best Horse Nails in the World—nails which will stand the strain of any service for which they may be required—nails which will render your customers absolute satisfaction and spread your reputation as a merchant who keeps "the best."

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branches: WINNIPEG AND VANCOUVER.



Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

TWO STRONG ENDORSATIONS.

Although the "Collection Department" of the Ontario Association has been in existence only about one month it has developed into one of the most valuable features of the association work.

While still an experiment, which can easily be added to and improved, it seems likely that from this branch of the work alone members will be able to secure returns many times greater than the cost of membership in the association and of attending its annual conventions.

In addition to the "Collections Department" the association offers advantages by opposing unfavorable legislation, in securing amendments to existing laws, in adjusting differences with manufacturers and jobbers, in stopping the sales of goods to consumers by concerns which supply the retail trade, in securing more favorable freight and express regulations, and in stopping price cutting by means of organizing district associations in which members can get better acquainted and overcome the petty differences which are so costly to all concerned.

Two of the firms which invested one dollar in a supply of the collection forms issued by the association were the W. W. Chown Co., Belleville, and F. A. Hoar, Barrie, both widely known hardware firms. What they have to say, therefore, should carry weight with other dealers. Both members of the association and those who are withhold in their membership until others have succeeded in putting the association on such a sound position that a \$3 investment will bring a \$30 dividend. The letters follow.

Belleville, June 7, 1907.

Weston Wrigley, Toronto:

Sir,—Replying to yours of yesterday, we are pleased to state that we are receiving fairly good returns from the first circular.

Yours truly,

The W. W. CHOWN CO, Ltd.
W. A. A. Chown, sec.-treas.

Barrie, June 10, 1907.

W. Wrigley, Toronto:

Sir,—In reply to your letter I might say that I am having the best results that I have ever had in using the collecting forms supplied by the O.R.H. & S. D. Association, as I have used several other kinds but with very little results.

The reason why I think the creditors pay so promptly is

in the wording of the forms, which places the creditors in such a position, so to speak, that they must pay up to keep their credit good at other stores.

Thanking you for sending me the letter you received from my customer, I remain

Yours very truly,

F. A. HOAR.

In a letter from ex-President Humphries a week ago, he said: "We cannot collect bills in country places during June, July or August."

Evidently Messrs. Chown and Hoar can do so by using the association collection forms, and what the form letters can do in Belleville or Barrie can likely be duplicated in other places throughout the province. A trial set of 100 form letters only costs \$1 to members of the association.

KEEP FULLY INSURED.

H. S. Howland, Sons & Co., Toronto, in a recent letter to A. W. Humphries, Parkhill, past president of the Ontario Association, said:

We are taking the liberty of writing you regarding a matter which we feel is of great importance to the retail merchant. From the record of the fires that have taken place recently we notice that the fire insurance carried is very small, in fact in some cases would not cover the retailer's liabilities, while had he been fully protected business could have been resumed without much delay. We thought we would bring this matter before you to see if something could not be done by the Retail Hardware Association body whereby this matter could be remedied.

The matter has already received considerable attention from the association, the members showing their desire to secure better protection from fire by the establishment of a Mutual Fire Insurance Company. This effort failed owing to the unfavorable laws against mutual companies, but it is proposed to make arrangements with an old line company as soon as the association membership reaches the 500 mark.

The jobbing houses, by helping in the building up of the Retail Hardware Association, can help themselves in many ways, such as educating the retailers to protect their businesses by keeping stock and building fully insured. In the meantime the matter should receive the individual attention of each retailer. As Mr. Humphries says:

I consider the matter of fire insurance of great importance, both to the retailer and the jobber. Too many merchants carry a large part of the risk themselves, of course not thinking that a fire may occur in their premises. I notice that some of the wholesale houses that I deal with have printed across the top of their invoices in red letters, 'Please keep fully insured.' This is a very good reminder for the retailer.

NEW EASTERN ONTARIO MEMBERS

Although circumstances have prevented the Ontario executive from doing much active organization work east of Toronto, new members are constantly joining the association, recognizing the good work of the association in so far as its activities have enabled it to progress. Two of the latest easterners to swing into line were John S. Wiloughby, Cookstown; and I. W. Bennett & Son, Gananoque, the latter being brought in by Mr. Fielding, Eastern Ontario representative of Wood, Vallance & Company, Hamilton.

PAY CARTAGE THREE TIMES.

A prominent firm belonging to the Ontario Association have issued the circular letter reproduced below, saying they intend to vigorously enforce their decision, which was taken after a serious consideration of the question. Their circular reads:

June 3, 1907.

Gentlemen,—For years we have been paying cartage on all goods shipped to us, as well as our own cartage here, and when we ship, yet another cartage—or three cartage charges in all.

In future let it be clearly understood that we buy your goods f.o.b., and should they be shipped otherwise we will charge the amount back to you. We only want what is fair.

We are, yours very truly,

MAKING PROGRESS IN B.C.

"The B. C. Hardware Association is doing good work, and I think prices are maintained very well," writes C. K. Snell, of J. A. Flett, Ltd., Vancouver, vice-president of the association. "Several of the merchants in towns through the province have already joined the association and a number of others have signified their intention to become members. I think it would be a splendid idea for all the associations in Canada to join forces, as it would put the dealers in position in matters of legislation, such as parcel post regulations, etc."

Business Management

By HOWARD R. WELLINGTON.

Systems for Retailers.

A great deal is said in this advanced age about "applying system to business." There is a danger of over-doing this, but there is no doubt that far more may be accomplished, both by the head of the house, and also by the employe through the introduction of systematic records and methods into any business. Of course, it must be remembered always that results depend largely on the employer and the employe, for an office or a business house may be filled with systematic devices and labor-savers and still there are no beneficial results, because those operating the systems are not working them to the best advantage. In a simple matter, such as filing correspondence and invoices, the greatest care should be exercised, as the time of the merchant is valuable, far too valuable to waste looking through heaps of letters and invoices in order to find the address of a certain concern he desires to write to. There are a number of simple devices for filing correspondence in a small office, although probably the box alphabetical file is the most convenient where a regular filing cabinet is not employed. A letter is received—and, by the way, letters should perhaps, be classified into "purchase" and "sales"—and as soon as a reply is prepared a carbon copy should be written at the time and attached to the original letter; in this way the whole history of the transaction is easily secured for future reference. These letters and replies are filed loose in the box file mentioned above, and any subsequent letter is treated in exactly the same way and filed on top of the previous one according to date. In a large business a great deal of time may be saved and some mistakes in names and addresses avoided by handing the stenographer the letter which is being answered, after placing the figure 1, 2, or 3, as the case may be, the stenographer using the same number in her note book, in place of writing out in full the name and address of the customer. For instance, the letters requiring answers may be accumulated and the dictation given at one time. Should the letter be from Messrs. Brown & Jones, Teeswater, instead of calling this to the stenographer, simply place the figure 1 opposite the name, the stenographer marking her notes in the same way. There will be absolutely no mistakes in names or addresses, and the time saved is worth while. Give it a trial.

* * *

System may be employed in so simple a matter as opening and handling the mail. It is the man who studies his business, and plans his time, who succeeds. If a system does not deal with a business you are in, it can easily be adapted to it; in fact, every business has its peculiarities, but there are few which cannot be improved by system. Some men will putter around shop or office all day and accomplish about as much as a systematic man may accomplish in one hour, and the latter's work seems to move so smoothly and without friction.

A word might be said here as to allowances for the return of goods, or for defects or overcharges. This occurs with both the wholesaler and the retailer. Where

the customer makes a claim or returns some goods, and the allowance is to be made, it is safer to have a small book for the purpose, called "allowance book" or "credit book," into which is entered the amount of the allowance or returns, when the transaction takes place, and thus avoid the annoyance of having the customer return his account for correction on the first of the month. Similarly, if the retailer is making a claim on the wholesaler, this method is preferable, as almost invariably, if the claim is to be allowed, a credit not confirming the allowance will be sent by the wholesale house.

* * *

We should strive to do not only better work, but more work in less time. Now, in reference to purchase invoices, the first step is naturally to check over the receipt of goods correctly; and then the order, to ascertain if the goods have been delivered and charged as ordered. Should any difference arise, it should be reported immediately. After the invoice is found correct in every way, the prices of the various lines of goods should be recorded in some convenient way, so as to be easily accessible at a moment's notice. Probably a small price book, alphabetically arranged, will answer the purpose, giving the following particulars, for instance:

Stock	Date	From	Cost	S.P.
Lawn Mowers	April 8	S. B. Co.	\$4.50 ea.	\$6

This book may be arranged alphabetically in accordance with the concern from whom the goods were purchased, or in accordance with the particular stock, the latter probably being the preferable method. This price book becomes simply invaluable around an office, both in buying and selling goods.

* * *

There are a number of methods for entering or recording purchase invoices, which will be outlined in a later issue. This is one of the most important branches in the work of an office.

ADVERTISING.

The average merchant usually gives advertising too much or too little credit. If the store management and service are bad—if the stock is poor and the sales force inefficient and discourteous—he is likely to have a poor opinion of the efficacy of advertising, for advertising can do very little for a store of that sort.

On the other hand, the merchant who has a fine store with a good stock of merchandise and excellent service is apt to think that it is not necessary to advertise. He thinks he can get along without it on the presumption that the store will advertise itself. That's where he is wrong. The better the store is the more this fact should be advertised.

Progressive Retail Merchandising

A prize of one dollar will be given any traveler, merchant or clerk describing a novel business-getting plan adopted by a Canadian hardware dealer with satisfactory results.

A BUSY MARKET DAY.

A very successful market day is an object lesson to other towns that do not have these monthly get-together days. When the merchants of a town agree to get together it is an excellent sign, and where they can not come to an understanding for co-operation instead of fierce competition it is not a good symptom.

Glenwood, Wisconsin, according to The Hardware Trade, is one of the good towns where the merchants can get together to their mutual interest. They pull so well harnessed to the Glenwood band wagon that they bring business to the town and each individual booster secures his share.

April 12 was their first market day for 1907. Prompted by the seasonable idea the merchants made it a "Seed Day." The merchants organization, known as the Glenwood Advancement Association, give cash prizes, aggregating something like \$20, for the best bushel of wheat, rye, oats, buckwheat, ear corn, timothy seed, beans and peas. Also butter, eggs, cheese, and for household cooking, etc. All exhibits were in place in the gymnasium before ten o'clock on the day agreed upon. A fee of ten cents was charged for entries in the seed contest, but no charges were made in the baking or pastry section, and the townspeople were barred from competition.

At 10.30 a.m., an auction sale was held in the stock shed and city hall and farmers disposed of a large amount of property at good prices. In the afternoon a farm institute speaker delivered an address on Practical Dairying, and after the lecture the exhibits were auctioned or not at the desire of the exhibitor, who received the proceeds.

Prizes Given by Various Dealers.

Here are some of the prizes that were offered by the Glenwood merchants, each dealer selecting his own prize and naming the conditions of the competition outlined:

Beautiful decorated parlor lamp to the man or woman bringing in the largest load of married ladies to the Brick Store from the country (not city ladies) between the hours of 8 a.m. and 12 noon, either a two or four-horse load. Each lady in the load will receive a nice souvenir.

Waterproof lap robe to the man and wife coming the longest distance to the Glenwood market day.

Rocking chair, valued at \$2.50, to the farmer making the largest purchase of anything at the Golden Rule, between the hours of 10 a.m. and 2 p.m.

Free weighing to all farmers during market day.

Lap robe to the farmer making the largest purchase in town market day,

regardless of where the purchase is made. Save your slips and bring them to Hannegan's machine house and get prize.

Handsome corner bracket and parlor pedestal, valued at \$2.25, to the parents bringing in the largest family of children to our store before 3 p.m.

Royal American wood frame guaranteed wringer, regular price \$2.65, to the farmer making the largest cash purchase at our store before 5 p.m. market day.

\$2 in trade to the farmer making the largest cash purchase before 5 p.m.

\$2 in trade to the farmer bringing in the most watch or clock repair work between the hours of 8 a.m. and 5 p.m.

Handsome 25-piece tea set to the farmer bringing in the heaviest dozen strictly fresh hen's eggs.

In the evening there was a grand ball and supper was served. A get-together day is a grand thing for any town. Try this plan.

A "GIFT" WINDOW.

A store in Pittsburg filled a big window with all sorts of low-priced household utensils and had an explanatory card which read as follows: Free—We will give free any single article in this window to everyone who makes a purchase amounting to \$1 or more in our china and kitchenware departments. This offer will remain in force one week.

WINDOW THAT WILL DRAW.

A store in Spokane, Wash., had an umbrella sale, and one of the windows was filled with umbrellas. A card announced that \$10 would be given to the first person who made a correct count of the umbrellas in the window. A hardware dealer could adopt the idea, using pocket knives as the feature. Care should be taken to have the local papers advertise it well.

A DRAWING CONTEST.

Snear's housefurnishing store in Cincinnati is conducting a drawing contest for children that is to last ten weeks. Each week a rough sketch is published in a newspaper and children under 15 years of age are invited to make copies of the complete series. A writing desk is offered as a prize, and in addition all competitors are to receive a handsome drawing book.

ADVERTISING REFRIGERATORS.

The Broyles Furniture Company, of Birmingham, Ala., advertised their refrigerators by means of a guessing contest. One of the refrigerators was put in a show window and in it was placed a 100-lb. cake of ice. A valuable prize

was offered to the person who should guess closest to the exact number of hours and minutes that would elapse before the ice was completely melted. Much interest was taken in the contest and more than 2,000 persons registered guesses. One hundred and five hours and eighteen minutes were required to melt the ice.

TAKE YOUR TIME.

Don't leave your advertisement writing until the last minute. An ad. that is dashed off without thought is almost invariably a pretty poor ad. Take your time to it and write something that means something.

ENCLOSE SLIPS IN PARCELS.

An Illinois hardware dealer runs a small ad. in two local daily papers, changing his copy every day. From each ad. he has one of the papers reprint a lot of slips on good paper. These are placed on counters in the store and wrapped up in every package that leaves the store. This is a very cheap and effective way of advertising. The slips cost only for the paper and presswork, as the composition is already paid for in the ad.

AD-WRITING CONTEST.

Haskell & Co., of Lewiston, Me., conducted an ad-writing contest, in which several prizes were offered to the boy writing the best advertisement for their boys' department. Only boys who wore knee pants were eligible to enter the competition, and the ads. were limited to 100 words.

A NOVEL SCHEME.

The Rhodes-Burford Co., of Cairo, Ill., gave a demonstration of their various lines of ranges by means of a novel plan. The churches and benevolent societies of the city were invited to serve a luncheon and supper at the store during an afternoon and evening. The Rhodes-Burford Co. furnished all of the viands and had them prepared. The churches and societies attended to the serving. The meals were charged for and the churches received the proceeds therefrom.

MARK IN PLAIN FIGURES.

Where women are concerned prices should always be marked in plain figures. For example, when there is a sale in which goods are marked down, instead of giving the former price and stating the goods are reduced 25 per cent., give the new price in figures. Few women are of a mathematical turn of mind and many find it difficult to make the simplest computations.

Sporting Goods

EVOLUTION OF THE FISH HOOK.

The art of fishing has undoubtedly existed since very remote times, for man evidently was driven by hunger to catch fish as well as to hunt animals. The weapons and implements used in other ages to hunt mammals show considerable variety in manufacture, and in the evolution of such weapons there have been noted some wonderful changes. But the implements used by fishermen to-day, and especially the fish hooks, are not radically different from those used by the ancient angler.

Implements of stone and a combination of stone and wood used in catching fish have been preserved from ancient times. The invention of fishing paraphernalia did not require the exercise of any great ingenuity or mechanical skill. By watching the fish snatch at pieces of meat, etc., in the water, the early man evolved the idea of tying a piece of bait on the end of a line, and later the fisherman tied a sliver of wood on the end of a string and stuck the wood through the bait.

This led to the use of pieces of bone or wood sharpened at each end and stuck through the bait. After swallowing the bait the ends of the wood caught in the gills of the fish as the angler pulled taut the line. This method is still used by the Esquimos for catching sea gulls.

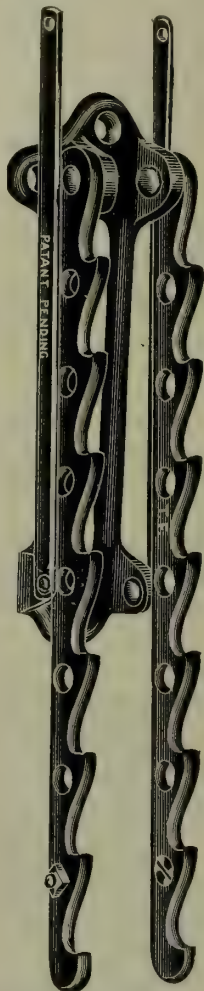
Practically the only advance in fish hooks of this day over the rude original inventions is in the better material used. Fishermen along the lakes of Switzerland in prehistoric days used hooks of bronze fashioned very similar to the steel hooks used in this day. Fish hooks fashioned out of the tusks of wild boars were also used by the fishermen who plied their vocation along the Swiss lakes.

Bronze hooks, almost identical in style to those used now, were used by the ancients who angled in Lake Morat, and clipped flint hooks of ancient manufacture have been found in Sweden. The aborigines of Wisconsin used native copper in the manufacture of fish hooks, and many of these implements have been found in the mounds along the lakes in that state. The ancients used much larger hooks, however, than those employed by modern anglers, which would indicate that they fished for larger game than do the fishermen of this age. The addition of the barb on the sharp end of the hook is a comparatively modern invention.

MODERN CAMP LIFE.

To-day one may consistently dwell upon the amenities of camp life as compared with the hardships and deprivations of an urban existence. There are quite a few things missed by the novice during his first days and nights in the woods, but, on the other hand, he finds himself the gainer in many ways, dis-

covering new pleasures and comforts, though denied accustomed luxuries. Formerly it was different, but within the past two decades ways and means have been found to ameliorate camping conditions, and whereas we once endured we now enjoy. Tents now have wooden floors in sections, or floor cloths, which serve a like purpose, doing away with dampness and mud and dust, and are readily swept if the tent's occupant is inclined to be fastidious. Pneumatic beds have taken the place of spruce boughs or chaffy, mouldy leaves; there



New Tool Display Bracket.

are folding camp stools, chairs and rockers, folding cots and folding tables that will support the weight of a big deer and can be doubled up in a ridiculously small space—lots and lots of things that we used to hew out of stubborn timber with a dull axe and, regardless of exact measurements, join in a hit or miss manner, and be heartily ashamed of and dissatisfied with our workmanship when it was completed. Then there are cooking and table equipment for parties of any size, every implement and utensil made for a special purpose and with an eye to lightness and close packing; patented shelving for groceries and ammunition, patented hooks and hangers

for clothing, and an endless list of conveniences beyond the off-hand enumeration of any man without a sporting goods catalogue at his elbow. Such handy equipment was never dreamed of by the old-time camper, and he still makes a pretense of disdaining it, but it is only a pretense. "What will some fool be thinkin' of next?" he will say when shown some new labor-saver or comfort-maker; but deep down in his heart he is thinking of past experiences when such a device would have proven of inestimable value. As a matter of cold fact, all these modern camping "wrinkles" are practical, come very near selling themselves on sight, and invariably give the purchaser satisfaction. No more desirable stock can be handled, as dealers are rapidly discovering.

NEW TOOL DISPLAY BRACKET.

Taylor-Forbes Company, of Guelph, Ont., are placing upon the market a new tool display bracket embodying features which will appeal to every live hardwareman. As will be seen by the accompanying illustrations, it can be used at any angle, according to the shape of the articles to be shown, and by simply moving two bolts can be altered in a few seconds into any other position desired, and if at any time it is not required for use it can be closed up and occupies very little space upon the wall, instead of being an unsightly projection like the old solid styles. The arms are made of malleable iron, braces of steel, and back plates of grey iron, being stronger in construction than the old style of display brackets and adapting itself to so many more uses, while costing about the same, it is bound to have a very large sale. This article, which was designed by their hardware sales agent, Harry F. Moulden, is being protected by patents both in Canada and other countries.

-ALKALI DEATH TO FISH LINES.

Complaints are often heard by fishermen in some parts of the country that the fish lines they have been using, however excellent their brand and quality, rot after two or three hours' fishing. Sportsmen lose sight of the fact that some of the water in which they exercise their sporting proclivities contain more or less alkali or mineral substances which, in most instances, attack dyed silk lines and ruin them after two or three hours' fishing. The only remedy for this trouble is to use a soft, undressed silk line, or a line containing as little dyed silk as possible.

ORGANIZER GOING WEST.

M. W. Howell, Goderich, who has won the thanks of the Ontario Association by his work as organizer during April and May, leaves for Manitoba, next week to look after some business interests in the west. He hopes, however, to be able to do some more association work after his return east.

HARDWARE TRADE GOSSIP

Quebec.

G. E. Reed, of Portage du Fort, was in Montreal last week.

Wm. Clelland, Hemingford, has sold to Clelland & Roberts.

The death occurred recently of A. Leroux, hardware dealer, Montreal.

Boris Caren, Montreal, has been registered to carry on a hardware business.

John Walter Quipp, Montreal, has been registered to carry on a hardware and plumbing business.

Richard Grigg, of His Majesty's Board of Trade, London, Eng., is calling on the trade in Montreal this week.

Philip, Carey Roofing Co., have removed their Montreal headquarters from Victoria Square to Youville Square.

William Paterson, of Baxter, Paterson & Co., Montreal, arrived home last Saturday after spending a week in Toronto.

The Foreign Trading Co., Montreal, of which W. M. Engel is manager, have removed from 17 St. John St. to 6 St. Sacrement St.

Ernest Millen, of John Millen & Son, Montreal, leaves next week for Atlantic City, where he will attend the sessions of the Master Car Builders' Convention.

J. H. Clelland, of the Meaford Wheelbarrow Co., Meaford, Ontario, was in Montreal this week. He reports their industry to be flourishing and expanding.

W. R. B. Leslie, Montreal, Canadian representative of Smith & Hemenway, New York City, has moved from the Coristine building to 6 St. Sacrement street.

The M. Mackenzie Co., Montreal, have recently been reorganized. A. A. Lunan is now president; A. Dunn, vice-president and general manager, and Leon Lahaye, secretary-treasurer.

Amongst those expected on the Empress of Ireland, due in Montreal this week, are Sir Charles Ross, Quebec, manufacturer of the celebrated Ross rifles, and G. F. Stephens, Winnipeg.

Michael Walsh, of the firm of Michael Walsh & Co., 33-35 Vitre St., Montreal, and one of the oldest master plumbers in the city, is dead. One of the sons is J. E. Walsh, the present secretary of the Master Plumbers' Association.

T. H. Newman, of Caverhill, Learmont & Co., Montreal, sails to-day on the Empress of Ireland, from Quebec for England, in company with Mrs. Newman and Miss Jessie. Mr. Newman will be away about two months, taking a much-needed rest.

The following were callers in Montreal this week: J. A. Lambert, formerly in business at St. Lin, Que.; J. B. Nimmo, New Carlisle; Paul R. Hansom, sales manager of the Canadian Rubber Co., St. John, N.B., with Mr. Tilton, sales manager of the W. H. Thorne Co., of the same city.

David Madore, hardware merchant, of Montreal, has received a despatch from Prince Albert, Sask., announcing the sudden death of his brother, Dr. G. Madore, who has been living there for some years, acting as physician to the Northwest Mounted Police.

A. Ernest Jenks, of Jenks & Cattell, Wolverhampton, Eng., manufacturers of cast iron washers, and steel shafting of all classes, is in Montreal on an extended business trip in the United States and Canada. He came from Toronto here, accompanied by William Paterson, of Baxter, Paterson & Co., of Montreal. He sails for England to-day on the Empress of Ireland.

Ontario.

D. M. McKay, tinsmith, Martintown, Ont., has assigned to Geo. I. Gago.

S. A. Wabb, hardware merchant, French River, Ont., was in Toronto last week.

R. F. McKenzie, western representative of Rice Lewis & Son, Toronto, is on a trip east.

Adam Taylor, secretary of the Taylor-Forbes Company, Guelph, has returned from a business trip to Halifax.

Mr. Cunningham, manager of the Western Foundry Company, Wingham, was a visitor in Toronto this week.

Mr. A. Boeckh, manager of the United Factories Montreal branch, was in Toronto for a few days on business with the company.

Capt. Ernest Humphries, of A. W. Humphries & Son, Parkhill, has been camping with the 26th Regiment on Carlings Heights, London, during the past ten days.

The following hardwaremen were in Toronto on Thursday: Geo. McLaren, Port Elgin; John Douglas, Gorrie, and S. Wilton, of the firm of Wilton & Gillespie, Brussels, Ont.

W. M. Langton, of Nanaimo, B.C., was a visitor to Toronto wholesalers during the past week. Mr. Langton sees a wonderful change in Toronto since his last visit of 10 years ago.

G. C. Holah, representing F. U. S. Gilbert, manufacturer of the Cleveland Wall Paper Cleaner, 6716 Woodland Ave., Cleveland, Ohio, has been calling on the trade in Toronto this week.

T. B. Lee, one of the executive of the Canadian Wholesale Hardware Association, Toronto, left last week on a business and pleasure trip to the Old Country. During the past year Mr. Lee has developed a large business in hardware specialties.

Western Canada.

Thos. Lenz, Engelfield, has sold his hardware business to Nordick Bros.

W. W. Cooper, Raymond, Alta., has disposed of his hardware business.

The premises of the Airdrie Hardware Co., Airdrie, Man., were recently damaged by fire.

Heyden, Max & Co., Lanigan, are commencing a hardware, implement and lumber business.

Sutherland & Campbell, tinsmiths, High River, Alta., have sold their establishment of Trenholm Bros.

Geo. Ritz, Humboldt, Man., who has been conducting a hardware, implement and lumber business, has disposed of the lumber part of his business to the Golvins, Walston Lumber Company.

Mr. Sanders, Winnipeg, one of the western representatives of the James Stewart Manufacturing Company, Woodstock, recently underwent an operation for appendicitis and had to lay off work for a few weeks.

The Capewell Horse Nail Co., of Toronto, have established a branch office and warehouse at Vancouver, B.C., for promptly supplying their customers west of the Rockies. C. A. Fleming, Toronto, the Canadian manager, has returned home from a trip to the Pacific coast.

It cost Edmonton about \$220,000 to keep warm last winter. This has been revealed as the result of an investigation into the size of her coal bill. The sum is about double that of the winter of 1905-1906. The increase comes from a rise of \$1 on the ton of coal, and the more severe weather. Of course, the growth of the city is also a factor.

Building is active at Strathecona. Over a million dollars worth will be undertaken this season. Some of the new buildings are: a hospital, \$60,000; collegiate, \$65,000; St. Louis Hotel, \$25,000; Bank of Commerce, \$20,000; brewery, \$70,000; three churches, \$80,000; Sheppard business block, \$15,000; A. G. Baalim, ditto, \$18,000. Work is commencing on the new C.P.R. station. It is to cost \$30,000. McDermot & Son, of Winnipeg, are the contractors. The C.P.R. expect to spend about \$150,000 this summer in terminal improvements.

Lacombe, on the Calgary and Edmonton line of the C.P.R., has a building boom on its hands. Over \$200,000 worth will be undertaken this year. A number of business blocks are going up. Among those who will build are the following: the Adelphi Hotel, cement, \$50,000; H. Urquhart, store, \$15,000; H. A. Days, stores, \$15,000; Morris & Taylor, warehouse, \$2,500; A. D. Watson, blacksmith shop, 700; W. F. Brett, addition to store, \$2,000; C. R. Dunke, store, \$2,000.

NEW INDUSTRY FOR MONTREAL.

If satisfactory concessions are made by the civic authorities, a large structural steel and steel rail works will locate in Montreal. Baron de Cariolis, a prominent civil engineer of Montreal, is the promoter, and has just returned from England and Paris, where he has been completing negotiations. He asks from the city 100 acres of land with river frontage and convenience to the railways, with other minor concessions. If the city sees fit to grant these and the industry locates, it will give a great impetus to the industrial growth of Montreal and to Canada.

HARDWARE AND METAL

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NEW ADVERTISERS.

Simonds Canada Saw Co.,
Fitchburg, Mass.

BUSINESS HONESTY.

In conversation with a successful Canadian manufacturers' agent the other day, Hardware and Metal was given an instance of the high standard of business honesty practiced by the wholesale hardware trade in Canada.

The traveler called on several jobbing houses and secured orders from quite a number of them for fair quantities of an article on which he quoted a price of about \$1.50 each. Before the orders were filled, however, it was discovered that an error had been made in quoting the price given, and the traveler promptly notified his customers of the error, stating that the firm he represented would stand by the quotation so far as the first order was concerned, but that in future business it would, of course, be impossible to supply the goods at the price originally quoted. In reply to this every one of the jobbing houses which had placed orders, immediately wrote cancelling the order on account of the mistake and stating that they were willing to pay the regular price of about \$2.25 which the manufacturers' agent found it necessary to charge for the goods.

The incident is noteworthy, showing the good feeling existing between the buyers and the seller, a good feeling

which has undoubtedly been developed by long years of honest business dealings. Had the manufacturers' agent a reputation for sharp practice, the jobbing houses would undoubtedly have fought fire with fire. Build up a reputation for square dealing and it will pay in the long run.

SCARCITY OF WIRE RODS.

There are no new developments in the price of wire or any of its by-products, but there is a feeling of uncertainty as to future developments. In the face of the present advances which the manufacturers are paying for their raw material in the shape of wire rods, they are up against altogether different conditions from what have prevailed in the past, owing to the present source of supply, the Dominion Iron and Steel Company, being unable to take on future business for the last half of the year, their entire manufacturing capacity being taken up. This will necessitate the wire manufacturers going outside the Dominion to buy their supplies for the last half of the year.

As this state of affairs exists in the United States and England in so far as the rod mills are concerned, it can readily be seen that any wire rods imported into Canada to meet the demands of the trade will have to be bought at a much higher price than has prevailed for the first half of the year. This is a remarkable state of affairs, but it appears to be very close to the actual situation.

From present prices on all wire products it looks as though the manufacturers have been very conservative in regard to prices.

CANADIAN MANUFACTURES.

The growth of manufacturing industry in Canada in the last five years is as remarkable as the growth in trade. The total is now \$712,665,000, an increase of \$231,611,000 over the total of 1901, or nearly fifty per cent. In the ten years from 1891 to 1901 the increase was thirty per cent. The increase in the former period was eleven millions a year; the increase in the latter period was nearly forty-eight millions a year.

Another noteworthy fact is that the increase is general all over Canada. British Columbia and Manitoba have more than doubled their product in the five years. Ontario leads with about half the total product, and Quebec comes next with nearly a third. Mon-

treal is still the leading manufacturing city, with nearly a hundred millions. Toronto is a good second with \$84,689,000, and is advancing relatively faster than its big rival. Many other Ontario cities and towns make a good showing. Hamilton is the third manufacturing town in the Dominion; London is fifth, and Peterboro sixth, and in many other places the product runs into millions. The general distribution of manufacturing over Ontario is shown by the fact that even with Toronto and Hamilton omitted the province would remain in the first place. But almost every part of the Dominion seems to be adapted for manufacturing, and especially may we expect a great development of industry in British Columbia.

The increase in manufacturing industry has been accompanied by a very great increase in imports under a moderate tariff. The country has been enjoying remarkable prosperity, and the people have been buying freely both imported and domestic products. While this condition exists, radical changes in the tariff are not to be expected.

ENCLOSURES IN LETTERS.

When writing letters or sending out circular letters, retailers should not forget that a two-cent stamp will carry one ounce through the mails. A neatly-arranged little booklet or folder, snappily written and, whenever possible, snappily illustrated, should invariably be enclosed in all business correspondence. The better looking the booklet, the more readers it has.

It must not be forgotten that money spent in this way is an investment sure of results, if it is properly conducted. You don't buy your general stock in a hap-hazard way—you consider well before placing an order for goods—and the same amount of business discretion should be used in buying advertising.

Booklet advertising is only useful among a certain tasteful class of people, who like to be approached in an artistic manner. The bargain sale dodger rarely appeals to this class. What they like to read in the shape of advertising literature is something which pleases their artistic sensibility. Goods dealt in by the hardwareman lend themselves readily to practical circulars to housewives. This should be continually taken advantage of and should form a part of his business plans for every month.

See your local printer and get his advice and aid in getting up some circulars in connection with your newspaper advertising.

BUILDING UP A CITY.

A great deal has been printed of late about enterprising cities whose merchants have raised funds for advertising to promote the growth of population and industries, but comparatively little has been said as to results. This is because the co-operative municipal advertising plan is a comparatively recent development, and in many cases has not had time for a fair trial. An interesting report, however, comes from Dallas, Texas. In seventeen months advertising has located in that city fifteen new industrial enterprises; the bank deposits have increased from eighteen to twenty-two millions, and postoffice receipts twenty-three per cent. The Dallas experiment is a marked success, and the publicity bureau is to be made a permanent institution. There is no constructive undertaking too difficult for intelligently directed advertising.

ADOPT THE CASH SYSTEM.

The adoption of new policies means a great deal to the business man and to the commercial world. It means a great deal because it always involves the interests of an individual, of a corporation, of a community, or of all combined.

Of all men, perhaps, the merchant is the last to commit his fortunes to any innovation or change. That which makes him so conservative is some imaginary element of uncertainty which looms up large and terrible before his eyes and blinds them to seeing any good results which may possibly emanate from the change of policy. In a number of cases, especially in rural districts where the conservative spirit is most in evidence, the merchant would rather put up with commercial conditions as they are, however unsatisfactory they may be, than risk the consequences of the adoption of some new principle calculated to do him a great benefit.

How long will it take the merchant to see the folly of such unreasonable conservatism, and the wonderful possibilities in that which is new? What can we expect from a worn-out axle but collapse? or what can we expect from a worn-out and obsolete system of credit but failure to make profits?

All sorts of flimsy excuses are given by merchants for not adopting a strictly cash system in their business, but none of these excuses have any weight because they are not founded on solid facts and absolute truth. True, it is hard, for instance in a town of five thousand inhabitants where are five or six hardware dealers, for one to start asking for cash and refusing credit when

all the other merchants are giving credit for periods of one month, or three months, or six months. But that difficulty is only apparent and not real. That merchant who is trying to establish his business on a legitimate and the only profitable basis is the one who will win out, and the others who are giving credit will eventually lose foothold and slip back. At first the people may go from merchant number one to those who will give them credit, but not for long. Customers are sensible to reason and they will soon show their respect and confidence in number one's integrity by coming back to him and bringing others with them. This is not unusual, but many instances are extant. To merchants numbers two, three, four, five and six we would say, "Be reasonable and fair and copy your brother number one. Do not be superior to emulation."

TO PLANT THE FOREST.

Alarmed over the failure of the steel manufacturers to produce a suitable steel cross tie and the rapid decline in the number of wooden ties produced annually the Pennsylvania Railroad announces that it will go into the tie-producing business on the largest scale ever attempted in the world. The plans include the planting of 20,000 acres of land in the Allegheny Mountains with timber.

Assistant United States Forester E. A. Sterling has been placed in charge of the new forestry bureau of the railroad. Within a short time more than 1,039,081 trees will be planted in the 20,000-acre tract which lies between Altoona and Holidaysburg on the eastern slope of the Allegheny Mountains. It will be 40 years before the trees now to be planted will be available for the first crop of ties, but the railroad has decided that it must look that far ahead. The Pennsylvania annually uses more than 5,500,000 wooden ties. At the present time the ties command an average price of 95 cents each. After the first 40 years it is expected the forest will produce 4,328,000 ties annually.

NEW HARDWARE SHELVING.

R. J. Joyee, Mount Airy, N.C., is the inventor of an improvement in shelving, used more especially in hardware stores. The shelving is arranged in the form of compartments suitable for holding the various articles of hardware, and the inventor aims to provide an attachment for displaying samples of the enclosed article as well as to indicate the quantity of the stock on hand.

CHEAPER TELEPHONE RATES.

Following up our editorial of last week advocating reduced rates for travelers using the long distance telephone lines, a representative of Hardware and Metal interviewed K. J. Dunstan, Toronto manager of the Bell Telephone Company of Canada. After reading last week's article, Mr. Dunstan explained that the matter had already been discussed by a committee representing the Travelers' Association in conjunction with leading officials of the Bell Company and that the conference had only resulted in demonstrating that there were practical and insoluble difficulties which prevented the company from granting the salesmen the reduced rate.

One of the chief difficulties, according to Mr. Dunstan, is the fact that the company would have no means whereby they could absolutely confine the reduced rates to bona fide commercial travelers. With the railway companies this difficulty is overcome on presentation of the traveler's certificate to the ticket agent, but the Bell Company claims that travelers, as a rule, wish to telephone from hotels or from business establishments, wherever they happen to be working, and that, therefore, there would be no means of ascertaining whether it was a genuine traveler speaking or merely an imposter trying to take advantage of the former's cheap rate.

While this argument on the part of the company sounds very plausible, yet the fact remains that difficulties of much greater magnitude than this have been overcome before to-day. Let the company show its willingness to accommodate the twenty-five thousand travelers in Canada by granting reduced rates to as many of them as will take the trouble to go to one of the company's own offices and present their certificates precisely as they do at the railway depots. That will, at least, be a step toward the desired reform. It is an old yet trite saying, that half of the work is in the beginning. With this little inducement, perhaps, the company will find that more travelers than they will now admit would make it convenient to produce their certificates and do a large part of their long distance telephoning from the company's own offices. Let the company at least concede this right to travelers and most likely they will find before long that some system will be discovered whereby the large body of Canada's traveling salesmen will be able to take advantage of these reduced rates at all times and places.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Advanced 1 cent.
Turpentine—A decline of 4c. a gallon.
Casting Copper—Advanced \$1.
"Alloway's Best" Tinplates—Advanced 15 cents.
Bright Coke Tinplates—Advanced 10c.
Soil Pipe—New discount on small sizes, 60 and 10 per cent.

Toronto.

Antimony—Another cent decline.
Tin Plates—Market advancing.
Copper—Situation very interesting.
Turpentine—Declined to 85 cents.

TORONTO HARDWARE MARKETS.

Toronto, June 14.—Builders' tools and building supplies are in strong demand this week and business generally throughout the entire hardware market continues very brisk. In an ordinary year the volume of trade begins to decrease about this time in June and the usual temporary lull between the seasons begins. This year marks an exception to the rule, however, for the unseasonable weather which has prevailed practically all through this spring has served to run the spring and summer trade together without the customary respite. While the advent of warmer weather would give a tremendous impetus to trade in many lines which hitherto have moved but slowly, the cool spring has been so detrimental to the sale of seasonable goods that much trade has been lost which cannot now be regained until next year.

Poultry Netting—The supply of this commodity has slightly increased during the week and the Hamilton factory is working to its utmost capacity in an effort to catch up with the trade. Quite recently a large Montreal house succeeded in importing a considerable quantity of netting from England, and this, together with the increased efforts put forth by the Canadian manufacturers, has resulted in easing the market to a slight degree. The amount of wire netting imported from Great Britain has steadily decreased during the last two years, one reason being, aside from its increased cost and slower delivery, that the English article is put up in one hundred yard rolls while the Canadian product is marketed in fifty yard rolls, which are less cumbersome to the trade and are considered more convenient by Canadian consumers.

Green Wire Cloth.—This article continues to be as scarce as ever and all efforts of the manufacturers to get abreast of the trade have so far been futile; the existing cool weather, however, has greatly lessened the inconvenience to consumers that would naturally result from this scarcity were the weather excessively hot.

Wire—Jobbers are still experiencing

more or less difficulty in getting satisfactory deliveries of all kinds of wire. The late spring will, no doubt, account for the continued strong demand for wire used for fencing purposes. At the same time, the existing weather conditions are also responsible for the unusual lateness in the demand for annealed wire for hay baling. The call for this wire, which usually comes about the beginning of May, is just commencing to make itself felt at the present time.

Nails, Screws, etc.—While the factories are doing their utmost to keep their customers supplied with wire nails, bolts, nuts, rivets and wood screws, there is, nevertheless, a scarcity of the staple sizes in all the above lines which is causing serious inconvenience to many in the trade.

Rubber Hose—This and kindred lines have been in poor demand owing to the absence of warm weather; leading jobbers report that many orders from retailers have been split in half and in some cases cancelled altogether.

Rope—The demand is slack at present, the usual demand for hay-fork rope not having yet commenced. Sisal, British manila and pure manila respectively, are quoted at 10½c., 12c. and 15c. base, per lb.

Sporting Goods—The approach of the holiday season is causing an increased demand for all lines of sporting goods required for vacation outings. Fishing tackle and canoes hold the lead, with supplies of the latter still very scarce on account of the abnormal demand from the mining centres of New Ontario.

MONTREAL HARDWARE MARKETS.

Montreal, June 14.—The great improvement in the weather conditions has done much for the hardware trade during the last few days. A look through the big jobbing houses, a glance even at the streets, at the wharves, at the railway sheds, or any other centres of distribution will show almost unparalleled activity. The factories are working at their utmost capacity to fill new inquiries as well as back orders, and many employed by the wholesalers are working overtime getting orders ready for shipment.

Jobbers are experiencing a good deal of delay in receiving supplies, especially from the United States, it being not an unusual thing for shipments from New York, or Boston, or Philadelphia, to be three and four weeks late, with no advice even as to their whereabouts. On the other hand, on account of the great scarcity of cars, retailers are continually sending in enquiries as to the whereabouts of shipments destined for them. It is probable that there are a great many more tracers on the road at present than solicitors for orders.

Seasonable Lines.—Orders for all lines of hardware are coming in freely, espe-

cially for builders' hardware, mechanics' tools and campers' supplies. A few orders are arriving for fall goods, such as axes and blankets, but the large bulk of business in such lines will be done later on. Enquiries up to the present for garden hose have not been very plentiful, but are increasing now with the coming of warm weather.

Green Wire Cloth.—The situation in green wire cloth remains unchanged with brisk demand and low supplies. Scarcity of raw material and operators is given as the cause for this condition.

Building Supplies.—A good demand prevails for building paper, and it should become even stronger now that an enormous amount of building is under way. The advanced price quoted last week is well maintained, with no further advance. Supplies of raw material are still difficult to procure. No changes have been made in the prices of cement or fire brick, the former experiencing a strong demand. Fire brick is quiet at present.

Screws, etc.—There is still a shortage of screws, bolts, nuts, some lines of builders' hardware, wire, and its various by-products.

MONTREAL METAL MARKETS.

Montreal, June 14.—Despite the interference and, in some cases, the suspicion prevailing in the United States market, and also the unsatisfactory condition of transportation facilities here, the trade is very brisk, with orders coming in freely and a steady tonnage moving. Although the shortage of cars is not as acute as it has been it is far from being in a satisfactory condition. Prices on all lines, with the exception of old material, have remained firm and all present conditions point to a strengthening in the future. There seem to be no prospects of prices going any lower. If they vary, they will probably have an upward tendency.

Although the teamsters' strike is now pretty well settled, the railroads and forwarding companies are causing a good deal of delay in through shipments. In fact, they make no pretensions at promptness, and one of the railroads sent word to one of the metal firms that they will have to do their own carting.

Lead.—Prices have advanced in Great Britain 5s per ton, and have in Canada become much firmer.

Iron.—Warrant prices in pig iron have eased somewhat in Great Britain, but it is impossible here to buy at any cheaper prices. There is nothing to warrant a change here as a steady tonnage is moving. Stocks are not abundant and although some large shipments have arrived they are well used up.

Tin Plates.—The market for tin plates is very strong with prospects of higher prices. There is a heavy demand and the mills are all busy. Some of them having more than they can handle. One of the largest has advised the trade that they will not commit themselves for any more deliveries before the

close of navigation. This does not refer to sizes from 14 to 20, but only to the large sizes.

TORONTO METAL MARKETS.

Toronto, June 14.—Business in metals continues exceedingly satisfactory with a demand for nearly all lines a shade greater than the supply, deliveries consequently being slow. Freight conditions have improved and delays are not as frequent, with jobbers able to pay greater attention to regular business.

Iron.—Tonnage continues hard to get on ocean boats and deliveries are consequently received in only sufficient quantities to fill small orders for present consumption. Speculative iron is easier in the Old Country but so long as stocks are scarce on this market there will not be any easing off in prices.

Tin.—Ingots are held firm at 46 cents with a fair business reported. Demand for tin plates is very brisk from can makers and similar users and prices are on the advance. On "Allaway's Best" as high as \$5 is being quoted by some firms on "I. C." while bright cokes are also quoted ten cents higher on single boxes.

Antimony.—Still another cent decline is reported this week, the descent of this metal being of the toboggan slide variety. For the past six weeks prices have declined and the end is not in sight.

Lead.—A firming up in imported pig is noted, prices being held very firmly but with no change in our quotation of \$5.50 per hundred pounds.

Copper.—A firmer market is reported than existed a week ago, but news from outside markets is not at all reassuring. Conditions seem favorable for a slump similar to that of a few years ago, when prices dropped from 17 to 11 cents in a very short period. One thing which seems likely to keep the market firm is the steady demand for copper from the electrical companies. This keeps up to a high point and exports from the States have declined so great has been the home demand. Reports of Amalgamated investors getting out from under are heard, they having cleaned up a hundred million odd since Tom Lawson began his campaign against them. On the other hand, the enormous demand, the low stocks in jobbers' hands, and the fact that producers seem far from anxious to sell either in the foreign or home market, would seem to indicate that the time for the slump is not yet.

One market authority says: "The copper situation has reached a point where the outcome is something that even the experts admit themselves unable to forecast. Throughout the country, and in fact throughout the world, the market is practically at a standstill with prices still remaining high and very little spot metal in sight. Low prices are quoted in some quarters, but when traced up it is usually found that the rumors, for that is about all there is to them, come from abroad. The prices in America are entirely nominal and represent what good-sized lots could be bought for if there were any buyers. Possibly if the consumers of the metal would have the courage to come into the market it would have the effect of bringing about a drop in the quoted fig-

ures. The next two months should materially clear the situation, for if business is as good as is reported by the large copper consumers to their customers, and as is reported throughout the iron trade, with which the copper business has always run hand in hand, then the producers stand to get their prices. If, on the other hand, the consumers are only making a bluff as it were, and orders are in reality falling off, the prices will of necessity have to be changed to suit the situation."

LONDON METAL MARKETS.

—Cleveland warrants are quoted at 58s 9d and Glasgow standards at 58s 6d, making prices as compared with last week on Cleveland warrants 1s 3d lower and on Glasgow standards, 1s 3d lower.

Tin.—Spot tin opened firm at £185 5s, futures at £181 10s, and after sales of 420 tons of spot and 480 tons of futures, closed easy at £185 for spot, £181 5s for futures, making price as compared with last week 15s lower on spot and £1 5s lower on futures.

Copper.—Spot copper opened steady at £97 10s, futures at £94 5s, and after sales of 900 tons spot and 600 tons of futures, closed easy at £97 5s for spot and £94 2s 6d for futures, making price as compared with last week £1 10s lower on spot and 7s 6d lower on futures.

Lead.—The market closed at £50 5s making price as compared with last week 5s higher.

Spelter.—The market closed at £24 7s 6d, making price as compared with last week 5s lower.

U. S. IRON AND METAL TRADES.

New York, June 13.—The Iron Age to-day says:—The only feature which may be said to be of more widespread significance, as applied to rolling mills proper, is the fact that prices for raw material, and notably of basic pig iron, in the east have been out of line during the past six months with the prices realized for finished products. Since the receivers are to operate the plant there will be no shifting of the work in hand. The company has made large purchases of pig iron for delivery during the balance of the year, estimated at 100,000 tons, at prices ranging from a shade below \$24 to close to \$26, delivered. A part of this will be needed to carry out the contracts for fabricated work.

During May the blast furnaces did not do quite as well as expected. The production of that month of the coke and anthracite furnaces footed up to 2,294,005 tons, as compared with 2,219,422 tons in April. The daily rate was, therefore, nearly identical, 73,975 tons in April and 74,001 tons in May, although the capacity at work on May 1 was considerably larger than it was on April 1. During May, too, a number of additional stacks have started, so that June output should show some increase. The steel companies made in April 1,446,788 tons, or at the rate of 48,226 tons per day, and in May produced 1,-

470,080 tons, or only 47,422 tons per day. The merchant furnaces, therefore, turned out 830 tons per day more in May than in April.

The pig iron markets throughout the country are quiet, but are steady, and it looks as though we are about to settle down to a protracted period of dullness, since sellers have contracted their output far ahead, and buyers generally are well taken care of.

The Grand Trunk Company has ordered from the Lackawanna Steel Company 30,000 tons of rails for delivery to its Canadian system during the current year. The Steel Corporation has lately taken a contract for 14,000 tons of rails for delivery to Peru.

There has been quite a run of business for the structural mills, the contracts including 2,600 tons for a building in Philadelphia, 2,000 tons for shops for the Steel Corporation, 3,000 tons for the Pittsburgh Steel Company, 3,100 tons for a viaduct at Cincinnati, and 2,000 tons for Chicago & Northwestern track elevation at Chicago. In this city bids are going in for subway work, which will call for 4,500 to 5,000 tons of structural material and some rods for reinforced concrete. Complaints are cropping up, however, in different parts of the country, of some very close figuring on erected work, the shop capacity being very large.

Some time since the Steel Corporation called for bids for 6,000 steel cars for its roads. These have now been awarded, the material required footing up to about 100,000 tons. This is the first large car order which has come up for some time. Similarly there is again a movement in lake shipbuilding. One ore boat has just been contracted for and five or six more are under negotiation.

U. S. METAL MARKETS.

Cleveland, O., June 13.—The Iron Trade Review to-day says:—The Lackawanna Steel Co. announces the sale of 30,000 tons of rails for this year's delivery to the Grand Trunk. The leading interest has taken 4,000 tons for the Cincinnati, Hamilton & Dayton, 3,000 tons for miscellaneous trolley roads; 6,000 tons for the Wisconsin Central; 4,600 tons for the Arkansas, Louisiana & Gulf, and 40,000 tons for the Chicago & Northwestern. Other interests have taken 10,000 tons for the Central, of Georgia, and 4,000 tons for a Pittsburgh trolley. The most important purchase of railway equipment was 6,000 cars for the Steel Corporation; 2,000 for the C. B. & Q., and 1,000 for the Chicago and Great Western. Fully 90,000 tons of steel material will be required for the corporation cars.

The demand for structural material is not strong at present and orders are usually for tonnages not exceeding 500. Orders for rails are slow in developing. In spite of the general dullness of the finished material market, the large number of contracts recently made at full prices show that there is no weakness, the decrease in business is attributed to unwillingness of buyers to make contracts for delivery beyond the time at which deliveries can be guaranteed.



Travelers, hardware merchants and clerks are requested to forward correspondence regarding the doings of the trade and the industrial gossip of their town and district. Addressed envelopes, stationery, etc., will be supplied to regular correspondents on request. Write the Editor for information.

HALIFAX HAPPENINGS.

Halifax, N.S., June 10.—The wire situation has not improved very much of late, and the jobbers fear that unless their orders are filled soon that the season will be too far advanced for them. Some barbed wire has come to hand, but there is no sign of the plain or the wire netting for screens, and the manufacturers have not sent any explanation for the delay in shipment.

A big advance is reported in the price of nets. They are quoted at 5 per cent. off the list. Sheet nets are selling at \$5.80 and barbed and mounted at \$7.90. Nets which the fishermen purchased for \$6.50 last year are worth about \$8.30 this year. The advance in nets comes at a time when it is most hurtful to the fishermen. All along the coast ice has wrought great destruction to the nets and lobster traps, in some sections on the Cape Breton coast the loss running into the thousands. They have to have fishing outfits, so they must pay the advanced price for the goods.

There is little or no improvement in the iron pipe situation. Jobbers still report a scarcity of $\frac{3}{4}$ -inch and $1\frac{1}{4}$ -inch pipe. There is a good demand for both of the above sizes. A scarcity of cement is also reported. There is a lot of building operations in various parts of the province, and there is a pressing demand for cement. Some of the contractors will use as much as 7,000 barrels in completing the work now on hand. As the steamers only carry about 500 barrels on a trip it will be noted that the supply is not equal to the demand. White's cement is now quoted at \$2.35.

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Among the cargo recently taken by steamer St. Pierre Miquelon, from North Sydney to St. Pierre, was a large diamond drill and other valuable prospecting equipment. It is reported that a rare mineral has been discovered in the French colony, the name of which is secretly guarded. The enterprise is being financed by Paris capitalists, and a mining engineer has been brought out to look after the development work.

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The schooner Charlotte C, which sailed from Sydney eastward, took 800 barrels of cement.

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David Blackwood, for the past thirty years customers appraiser at Halifax, died in his home in this city last week. Prior to his appointment he was a member of the hardware firm of Blackwood

& Sutherland, of this city. Mr. Sutherland, his former partner, is now engaged with the Nova Scotia steel works at Sydney Mines. Mr. Blackwood served his apprenticeship at the trade with E. Albro & Co., hardware merchants. He is one of those who went to Australia years ago when a number of Nova Scotians left their native province, but he soon returned.

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The S. M. Brookfield Company has been awarded the contract for the new Arena Rink in Halifax, which will cost \$35,000.

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The firm of McNeill Bros., of New Glasgow, manufacturers of structural steel, who intended to locate at Halifax, have decided to locate their plant at Trenton, N.S., and they are having plans prepared for a brick building there.

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At the annual meeting of the Cape Breton Mining and Development Company the following directors were elected: Hiram Donkin, M.E.; W. F. Jennison, M.E.; A. N. McLellan, Dr. C. E. McMillan, Hon. Daniel McNeil, F. W. Morley and H. L. Borden. The company is well satisfied with the progress it is making in developing the copper ore areas near Scottsville, Inverness Co. A resolution was passed requesting the Board of Trade to memorialize the Government, asking for lower freight rates on native ore.

SCENIC ST. JOHN.

St. John, N.B., June 11.—Hardware men here continue to wear a pleased expression over the continuance of a good brisk spring trade, despite the drawbacks of cold and dull weather. Retailers report that they are exceptionally busy just now, the movement in builders' hardware and general smallwares being unusually good. There has been a good demand for paints, oils, brushes and glass and farming implements are meeting with a ready sale.

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A particularly attractive window decorated with garden tools and accessories is that of Emerson & Fisher. The window is arranged to represent a stretch of lawn, a floor of green cloth giving the natural color effect. A life-like wax figure of a man (full size) is shown in the act of pushing a lawn mower, while around him are tastefully arrayed coils of garden hose, rakes, hoes, trowels, sprinklers, etc., and in fact everything needed for the proper care of a lawn or garden. The background is occupied by a fence of wire netting. The large window offers a good chance for an attractive display and many favorable comments have been made about its neat and tasty appearance.

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In conversation with W. S. Fisher, of Emerson & Fisher, he remarked that business had been very good both in the general hardware and stove lines. Values

he said, have been wonderfully well maintained. Just now they are sorting up and are bringing their travelers in about the middle of the month for the annual midsummer conference. The rush in wholesale orders so far as spring and summer goods are concerned, is about over, but the retail business continues brisk.

In metals the pig iron market is very firm, but there have been but slight changes.

Plumbing supplies of all kinds continue high, with the exception of lead pipe, which is a little easier. J. H. Doody has just finished an extensive plumbing contract for the Dufferin hotel. Eighteen baths have been installed and the heating apparatus extended. G. & E. Blake have the contract for heating and plumbing for the new Royal Bank building, which is nearing completion.

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A disastrous fire occurred at Hampton on Friday, when all the buildings, save a small one occupied as an office, belonging to the Canada Woodenware Company, together with their extensive manufacturing plant, finished stock and lumber in the dryhouse, were destroyed. The company manufactured pails, tubs and other forms of woodenware. The new manufacturing industry was just entering on its second year's enterprise and orders were coming in which bid fair to keep a large staff busy in working up a successful business. The loss is estimated at about \$30,000, with insurance of \$18,000.

INDUSTRIOUS INGERSOLL.

Ingersoll, June 11.—Jas. Sinclair, who has been continuously engaged in the tinsmithing and plumbing business in Ingersoll since 1874, is erecting a fine brick store and workshop which he expects will be ready for occupancy very shortly. In 1904 Mr. Sinclair erected a fine red brick store, with dwelling above, which adjoins the building now in course of construction. When the new building has been completed Mr. Sinclair will have a block that will be a decided ornament to the town and his enterprise is of the kind that stamps him as being a loyal and aggressive citizen. In addition to an extensive tinsmithing and plumbing trade, Mr. Sinclair has a large patronage for cheese vats, and it has been said that ninety per cent. of the cheese of the Ingersoll district is manufactured in vats made by him. He has always taken a great interest in dairying and the general welfare of the town. He has been chairman of the Board of Health for a long period and has rendered very efficient service in this capacity. In connection with the dairying pursuit, Mr. Sinclair enjoys the distinction of having worked on the first cheese vat manufactured in Canada.

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Generally speaking, the backward weather has affected to no small extent the hardware and plumbing business, but this trade has been given a decided impetus by the warm weather of the past few days, and a busy period is now

anticipated by all the local dealers. Building activity has added a swing to the plumbing and tinsmithing business. A number of new modern houses are in course of erection in the town and in connection with these there is much plumbing and tinsmithing work to be done. The wet weather has retarded much work on the farms and in the gardens and consequently there has not been the demand of former springs for the various tools.

Your correspondent was informed by one dealer that paint materials were not selling as freely as formerly. By way of explanation, he stated that the prices of lead, oils and turpentine were much higher than during previous years, and as a result only the necessary work in many instances was being done.

* * *

It is expected that in the near future the ratepayers will vote on the question of the town acquiring the waterworks plant. Municipal ownership has been receiving the attention of the council for some time and a special committee which was appointed to make investigations submitted a report containing the prices at which the three utilities, the water works, the gas works and the electric light plant, could be purchased. The water works was mentioned in clause one of the report, the price being \$95,000, and this is the only part of the report with which definite action has been taken. The council at a session which lasted for over five hours, by a vote of six to three, accepted the offer of the water works company, and public meetings for the purpose of discussing the proposition and acquainting the ratepayers with the principles of municipal ownership will be held. The suggestion was made that out-of-town speakers, from places in which municipal ownership has proven a success, be invited to address the meetings and it is probable that this course will eventually be followed.

Ingersoll's tax rate for the present year will be 23 mills on the dollar.

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The lawn mower was probably never so much in demand as this season and all the dealers report large sales. The grass has thrived as never before as a consequence of the plentiful showers and the average citizen has already put in much faithful work on his lawn. It has been a long time since lawn grass has shown so much advancement at this season of the year and there has been almost daily work for the mower. Many people, who under ordinary conditions, would have deferred buying a new mower, have realized the importance of doing so without any delay and in this way the dealers have reaped the benefit.

LEAFY LONDON.

London, Ont., June 12.—The new side-wall hot-air register just turned out by the McClary Manufacturing Company is the best appliance of the kind yet produced. It is intended for use in connection with furnace hot-air pipes, and does

away with the cutting of floors or carpets, and the mangling of bricks and plaster incident to putting in ordinary registers. Even if the hole is made irregular the round edges of broken plaster are covered by a wide ornamental border. It is so constructed that the shutter can be opened at any point and remain there. A cold-air face of the same design makes uniform the fittings in a room. The registers are finished in black, copper, nickel-plate or oxidized, and present a most attractive appearance.

The McClary Manufacturing Company who, by the way, report business particularly good in all lines, with promise of an exceptionally heavy fall trade, have just issued to the trade a very handsome circular in book form, in which, in addition to a well-written talk on furnaces, are given reduced-size reproductions of the cuts which have appeared in their Sunshine furnace advertisements, together with a large number of testimonials.

J. E. McConnell, manager of the McClary Manufacturing Company's advertising department, is in Ottawa this week on business.

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The McMurtry Hardware Company is the name of a firm which has just started in business in London, having taken the premises until recently occupied by Geo. Taylor & Son. The firm is composed of two brothers of W. J. McMurtry, the well-known hardwareman of Galt and St. Thomas, and are opening out an entirely new stock. The stock of Messrs. Taylor has been removed to New Liskeard, where Mr. Taylor, Sr., is engaged in the trade.

* * *

Jobbers report business good, while as regards collections they have no complaint to make.

The "cheap" hardware and tinware carried by firms who handle miscellaneous lines of goods tells on the legitimate trade. For it too often happens that it is the price, rather than the goods that sells. Many people seem to think that so long as they can supply immediate needs with small expenditure the matter of wear is of small importance. It is poor economy, however, and is poor encouragement to the dealer who makes a point of keeping nothing but the best goods in his store.

* * *

"Talk about business methods," said a well-posted hardwareman to your correspondent to-day, "there is a dealer in this town who has the slickest way I know of. When trade generally is slow this chap makes a good cut in prices, but only in dull times; for when business is brisk he doesn't need to. He thus gets a reputation for low prices which seems to stick to him and somehow or other he appears to be busy all the time."

Why is it that, as a rule, clerks in hardware stores appear rougher and louder-voiced than those in any other line of business? You go into a grocery store and you are met with the extreme politeness, while in a dry goods establishment the clerks are even more ladylike. But in the hardware store you invariably find men behind the counter with loud voices that are used to the full extent. Now a man

who happens to be of a timid nature—and there are quite a number of us—do not like to be greeted with a "What'll you have?" in tones that leave you in doubt whether the speaker is talking to you or to someone across the street; nor is it at all pleasant to have everyone in the store know the details of your wants as a result of this vociferousness. We are not a nation of deaf people, and a man is apt to feel badly when taken for one hard of hearing. An observant individual tries to explain the matter by saying that hardwaremen are accustomed to deal almost entirely with men, while in the other lines mentioned women are the principal customers. That may be all right; but who likes to be "hollered" at?

One of the striking peculiarities of trade is the tendency of retailers to patronize jobbers from other cities in preference to those at home. This habit is not confined to London or to the hardware trade, but prevails in every city and in all lines of business. For example, a London traveler will sell more goods in Hamilton than a Hamilton man can, while the Hamilton drummer will find business better in London than the Londoner does. Of course, it amounts to the same thing in the end, but it is a peculiarity, nevertheless.

CHAT FROM CHATHAM.

Chatham, June 12.—Chairman Westman, of the Civic Industrial Committee, who played such a large part in connection with the carrying of the Wolverine by-law last week, states that three or four other industries are now on the way. We expect to land a few before the end of the year," he said. The committee has been negotiating with Capt. Davidson for the location of a sugar factory in the city. Capt. Davidson was the man behind the sugar factory at Dresden, which, a few years ago, was removed to Janesville, Wis., on account of assessment disputes. The captain states that he has the farmers of Kent on probation and that if their beets come up to a certain standard of quality and quantity this year, he will build here next year.

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If all goes well, the country surrounding Blenheim will soon have a good system of telephones. A company of reliable local men are organizing to establish a system, which they state will be second to none. The purposes of the company will be to run lines in all directions out of town. The first will likely be along the Ridge and to Mull and Guilds, though as fast as possible other territory will be covered. Farmers along all the routes will be asked to take telephones at the very moderate rate of \$12 per annum. The Bell Telephone Company will give a switching service at Blenheim.

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Ald. W. H. Westman has recently, in his private capacity, removed a long standing source of dispute between the city and the G.T.R. There is a little gore of land north of the railway tracks near Queen and William Streets, on which stands—or rather, stood—the house of Station Agent Pritchard. The house was a source of some danger to

wayfarers owing to the fact that it obscured a clear view of the tracks, and, owing to its peculiar position, was regarded by many citizens as an eyesore. The crossing at this point is an important one, and promises to be the more so owing to the fact that the C. W. & L. E. electric railway tracks will here cross the G.T.R. Recently a resolution was passed by the Board of Trade requesting the removal of the house. Ald. Westman has solved the vexed problem by the simple method of purchasing the building. He is now having it removed to another site. The gore of land at this point will be laid out by the G.T.R. as a garden plot.

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A meeting of the Blenheim Business Men's Association was held last week. Among the important items discussed was that of improving portions of the main street by having cement gutters laid along the cement walks. The route of the proposed electric railway through the town also came up for discussion.

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Consequent on the use of natural gas in their plant, the Chatham Gas Co. contemplate a considerable reduction in the price of electric light, beginning with July 1st. The use of natural gas has resulted in a considerable saving to the company since they are now able to produce electric light at a much smaller cost than formerly. Accordingly, they propose giving their patrons the benefit of the reduced cost—a consummation for which the patrons, more particularly the merchants, are duly grateful.

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The two rival estimates of the cost of running the civic lighting plant are now in the hands of the Ontario Municipal and Railway Board, who are to adjudicate on their correctness. The statement prepared by Auditor Falls placed the cost of municipal lighting at \$69.55 per light per year, while the city auditor, Wilson Taylor, put it at \$57.44.

Incidentally, the proposal to establish a joint waterworks and electric light gas engine plant is likely to fall through. Commissioners Sheldon and Cornell, who form a majority of the waterworks board, at a recent meeting expressed themselves as opposed to throwing away the present plant, which is a paying one, in order to make the change. The electric light department may, however, put in a gas engine plant for their purposes alone.

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J. C. Wanless last week had a handsome and timely hammock window, which attracted considerable attention. The display was coincident with the commencement of actually warm weather, which this year is about one month overdue. The window showed one hammock swung, ready for occupation, while a display of others in the background gave a good choice of colors. The whole made a good display, with a sense of cosy comfort that was rather appealing to the casual eye.

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As briefly announced in last week's issue, the Wolverine Brass Co.'s by-law granting a \$20,000 loan, 10 years' ex-

emption and other concessions to the Wolverine Brass Co., came romping home with a surprisingly big majority on Wednesday last, the 5th.

The day was a most unfavorable one, being wet and muddy, but the splendid organization perfected by the Board of Trade and the City Industrial Committee made good. All day long rigs and autos were ploughing through the mud, bringing voters to the polls. The vote stood 1,271 to 91 in favor of the by-law; the vote required to carry the by-law being 1,025. The smallness of the contra vote is gratifying evidence of the civic patriotism which pervades the Maple City.

Chairman Westman, of the Industrial Committee, at once telegraphed the result to Cornelius Bros. at Grand Rapids. President Cornelius was in California at the time the voting took place but word has been received that he will be here during the present week to secure a suitable site. Building operations will be commenced at once.

* * *

A meeting of the local Retail Merchants' Association was held Tuesday evening, at which quite a few subjects of interest were discussed.

The proposed Thursday half holiday during the summer months came up for informal discussion, but the general sentiment was against it. One retailer declared that during the warm weather the afternoon was the best part of the day, adding that, with a half holiday, the rest of the day was spoilt. The objection was also made that farmers, coming to town and finding all the stores closed, didn't take kindly to the innovation, the consensus of opinion being that by closing earlier in the evenings, better results would be obtained.

Chairman Austin of the Civic Finance Committee stated that the matter of the retailers' business assessment—30 vs. 35 per cent.—would be taken up by that committee with the city solicitor on Thursday.

The Board of Trade are acting conjointly with the R. M. A. in endeavoring to secure excursion rates to Chatham from outside points on Wednesdays and Saturdays. The various railways have been communicated with. A committee of the R. M. A. have in hand the matter of establishing a Wednesday market day, to which they hope to divert some of the present Saturday trade.

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At a meeting of the Wallaceburg Board of Trade last week, T. C. Burgess was chosen treasurer, and the following were appointed to the executive. Dr. Mitchell, Wm. McNairnie, S. D. Crothers, A. J. Hawken, A. E. O'Flynn, Capt. Scott. The board intend to make a grant in aid of the firemen's demonstration in August. The matter of canvassing for new industries was also discussed, and energetic efforts will be made to boom the town along this line.

A company has been organized under the name of the "Industrial Development Company of Canada," with a capital of \$750,000. Its headquarters are at Hull, Quebec. The new company proposes to do a general lumbering business.

SASKATOON SAYINGS.

Saskatoon, June 5.—Saskatoon's population is now in the vicinity of six thousand. It boasts of five hardware stores, besides nine general stores. Last year half a million dollars were spent in buildings. Plans and specifications for buildings for 1907 will treble that sum. At time of writing only the lack of material, which has to be imported from a distance, retards the extensive building programme of the city.

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The Hoeschen-Wentzler Brewing Co. are erecting a brewery on the east side of the river at a cost of \$100,000. The foundation for this is now well under way.

The Canadian Bank of Commerce building will cost \$50,000.

The National Trust Co. will erect a block of offices to cost \$35,000. Work has already commenced on the site of this block.

Christ Church Cathedral is being erected and will cost from \$70,000 to \$75,000 when completed.

A new municipal hospital will be built for which the citizens have voted \$30,000. The order of the Grey Nuns are also planning for a \$40,000 hospital.

The congregations of Knox Presbyterian and the Methodist churches have secured sites for new buildings, and the cost in each case will be from \$40,000 to \$50,000.

Plans have been completed for a new post office, costing \$100,000.

The Provincial Government will put up a new court house, at a cost of \$75,000.

Among the business blocks contemplated are the Mansell-Weston block, \$20,000; Oliver & Kempthorne block, \$25,000; Blain-Stephenson-McRae block, \$40,000; W. C. Sutherland block, \$35,000, and the I.O.O.F. hall, \$30,000.

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The contract has been sub-let to M. Isbister & Son for the heating and plumbing of the National Trust Co. block.

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A new, up-to-date plumbing business will be opened in the near future by Russell & Barrett, on Twenty-first St.

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Messrs. Watson & Cross, two pushing young hardwaremen from Winnipeg, have bought the business of J. W. Cram, of Langham. This was a \$10,000 deal, and the new firm will be known as the Great West Hardware Co.

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The G.T.P. Ry. are building a steel concrete bridge at the south end of the city, to span the Saskatchewan river. The contract for the construction of the cement piers has been let to J. Gunn & Sons. The C.P.R. are also building a steel concrete bridge at the north end of the city and the contract for the cement piers has been let to J. McDiarmid & Co. The C.N.R. bridge has not yet been completed, which makes three railway bridges now under construction in Saskatoon. It is gratifying to note that contractors are patronizing the local hardware stores for bolts and other supplies.

Both the C.P.R. and the C.N.R. have

announced that new stations will be built, and many smaller residences are in course of erection.

Sixteen cars of steel have arrived to complete the Provincial Government traffic bridge, which will connect Saskatoon with its southern suburb, Nutana.

VIGOROUS VANCOUVER.

Vancouver, B.C., June 7.—A large number of the logging camps of the coast district of B. C. are likely to be closed down for an indefinite time if the loggers and millmen cannot get together on the question of price of logs. There is no question that the high prices for lumber quoted during the past 18 months have been badly knocked out by the course of events during the past winter and spring. While the investigation at Ottawa has had some effect, the coal strike, which tied up the railway and blocked freight so that cars could not be had—nor moved if loaded—was a strong factor in the situation. But, perhaps, stronger than all has been the late and backward weather in the whole country. This has had a marked effect on demand, so much so that the millmen have assumed an attitude very different from that of the past two seasons, when they simply could pick and choose among the orders which piled in. Now they are disposed to be very reasonable in their discussion of prices. But the high prices of lumber caused the price of logs to go up, and the lowering of the price has brought the price of logs down. At least the mills are not now disposed to pay the fancy prices that have prevailed for eight months or more. There is also a big stock of logs now in the water ready for market, and more to come, so, to prevent the prices falling, many of the loggers have entered into an agreement to force prices up by shutting camps down. They have so notified the mills.

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The interest in the northern terminus of the G. T. P. in this province has been renewed of late by persistent and apparently authoritatively inspired rumors that the chosen site of Prince Rupert is not to be at Kaien Island at all. The former favorite location, Kitamaat Arm, is once more spoken of as the likely site of the city-to-be. Its natural advantages have been more than once described. Now the story is given that the channels leading to the proposed harbor of Prince Rupert are not looked on with favor by the engineers who have been charting the waters. They are, it is said, pronounced unsafe as deep-water ways. The fact that the G. T. P. has expended but little in preparing the site for putting on the market and that nothing of permanent character has yet been done, lends some color to the assertion that Prince Rupert is to select a new location for its permanent site.

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The Granby smelter is to increase its basis of wages to \$3 per day for the lowest paid class of labor around the

smelter. The mines of the boundary district are all discussing demands made by the men for an increase all round in the mines as well. A proposal of a ten per cent. increase under certain conditions, which came from the mine owners has been rejected by the men. As the smelters had been out of coke, the mines were practically shut down, and now it is possible that an indefinite shut-down will follow, as so far the owners and men have failed to reach any agreement.

* * *

A saw and shingle mill is to be built on the south bank of the Fraser River, opposite New Westminster, by J. W. Davis & Son, lumbermen, from Washington State. The work of erection is to commence at once and a large and modern plant installed. The advantages of the river for mill purposes and the fact that excellent rail privileges as well as shipping are available, combine to make the location attractive. Other mill enterprises are projected for the Fraser River.

* * *

The first steamers to reach Dawson from points up the Yukon River were the LaFrance and the Bonanza King, which went from the foot of Lake Laberge and from Hootalingua respectively. The ice still holds in Lake Laberge so that direct communication from White Horse is still delayed. It is anticipated that in a very few days now the whole northern watercourse will be open, and traffic resumed on summer basis. Heavy freight consignments are accumulated at White Horse for shipment north.

* * *

In building circles there is the usual activity of this season, with better tone owing to much more settled labor conditions than earlier in the season. Lumber prices locally have also considerably reduced and contractors are able to get their orders filled. All classes of building material have become well stocked up of late, freight coming forward by rail in very satisfactory manner.

THE PRODUCTION OF EXPLOSIVES

A recent writer in Cassier's Magazine speaks of the nature of high explosives and the conditions under which they will ignite, and how explosives are manufactured.

"High explosives, properly so-called, are those which will not explode except under special conditions. Ordinary black powder gives out its explosive property if ignited by a match or a spark. An explosion results because black powder is an intimate mechanical mixture of certain combustibles which burn with great rapidity and produce enormous pressures. But to obtain full effect from high explosives a detonator must be used, and the rapidity of explosion of such explosives is very much greater than that of gunpowder. The basis of

all high explosives is a chemical combination of certain nitrogenous substances. Nitrogen is an inert element, and therefore does not maintain a firm grip on the substances with which it is united, and such substances are said to be unstable.

"In the production of high explosives the object is to produce a substance which, while reasonably stable under certain ordinary conditions, can be put into a condition of such excessive instability that it will decompose instantaneously. This instantaneous decomposition is explosion, and it is brought about with high explosives by means of a small detonator charge that is exploded in the middle of the charge of high explosives and therefore gives such a shock to the chemical molecular structure of the high explosive that the latent instability is invoked and explosion ensues. A detonator for this purpose usually consists of a shell containing a compound known as fulminate of mercury, with which is sometimes mixed a chlorate, and a detonator must be of such size and power as to be capable of bringing about this condition of molecular instability throughout the whole of the charge to be fired, otherwise a portion of the charge may not be destroyed and may remain a subsequent danger in a mine or elsewhere.

"A safe and characteristic high explosive of the propulsive order is the cordite which is used in firearms of all sizes. Cordite consists of gun-cotton, nitroglycerin and mineral jelly, suitably incorporated by aid of a solvent, acetone, which is dried out of the mixture and leaves finished cordite as a horny, tough substance, resembling celluloid in appearance. Naturally, in the production of an explosive the dangerous processes must be minimized, and cleanliness, accuracy and great care are required. The nitroglycerin used in cordite is a substance made by acting upon glycerin which has been allowed to absorb a quantity of N.G.; technically is a dangerous liquid, but it can be made safe by certain admixture of other materials.

"Thus, dynamite is merely Kieselguhr, or diatomaceous earth, calcined and clean, which has been allowed to absorb a quantity of N.G. The quantity absorbed must always be less than the capillarity of the cellular diatoms enables them easily to retain without drip or overflow. Kieselguhr fully charged with N.G., so that the liquid leaks out of the compound, is as dangerous as the unabsorbed liquid, because when fully charged there is no capacity for innocuous compression, and the full danger of an incompressible, unstable liquor may be developed by the most trivial cause. In cordite, though solidity has been attained, the dangerous instability has been so far overcome that only by ignition can it again be brought into action. We may thus follow the manufacture of this article as one of the safest and best known propellant explosives, for cordite is used only as an ammunition."

QUESTION BOX.

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Resetting Diamonds.

J. Moxon & Son, Pieton, Ont., write: "Would you kindly inform us through the columns of next issue of Hardware and Metal of any firm in Canada or the States who reset diamonds for glass cutting?"

Ans.—We are unable to locate any Canadian firm who make a business of resetting diamonds. Sharratt & Newth, London, Eng., are one of the most reliable firms for this class of work. Diamonds may be sent to them direct or through the Consolidated Plate Glass Co., of Canada, 73 Wellington St. west, Toronto.—Editor.

"Footprint" Wrenches.

The Mills Hardware Co., Hamilton, write: "Kindly inform us who are the makers of a pipe wrench bearing the trade mark 'Footprint.'"

Ans.—We understand that this wrench is manufactured by Thos. Ellin, Sheffield, Eng. They are stocked in Toronto by H. S. Howland, Sons & Co.—Editor.

Lynden Spades.

John Bailes & Son, Oshawa, write: "Kindly inform us who makes the Lynden spade, formerly made by the W. A. Lynden Co., Birmingham, Eng."

Ans.—We have made extensive enquiries and thus far have been unable to procure the desired information. Perhaps some of our readers can supply the name of the firm.—Editor.

Grates for Fireplaces.

J. W. Ferguson, New Liskeard, Ont., writes: "Would you kindly give me the names of any firms in Canada making or handling grates for open fire places?"

Ans.—The only Canadian firm manufacturing these grates that we are aware of is the James Stewart Manufacturing Co., Woodstock, Ont. The following Toronto jobbing houses, however, make a specialty of handling them: Brooks-Sanford Hardware Co., Canada Plate and Window Glass Co., Rice Lewis & Son.—Editor.

ELECTRIC LIGHT SUPPLIED BY WINDMILL.

A windmill, in this country, at least, is seldom put to any work other than pumping water, for the reason that its power is so variable. From time to time the question has been raised of storing this erratic energy, so that it may be delivered at a uniform rate for various purposes. But the problem of storing the power has proved more dif-

ficult than might at first be imagined, and few really practical apparatus of this sort have been devised. However, R. W. Wilson, of Noblesville, Ind., seems to have reached a successful solution to the question, at least as far as the requirements of his own home are concerned; for with the power furnished by his windmill, he operates a small electric light plant which illuminates his house and barn. The windmill is of the usual type adapted for pumping water. It stands on a tower 50 feet high, and operates a force pump of 12-inch stroke with cylinder 3½ inches in diameter. The water is pumped to a regulator, situated in the basement of the building. This regulator consists of a cylinder in which a heavily-weighted plunger is fitted. When the cylinder is filled with water, the rising plunger strikes a catch which opens a valve in a pipe communicating with a water motor. The water motor is direct-connected to a dynamo which, in turn, generates the electric power necessary to energize the lighting system. A storage battery is provided to store any excess of current, or to store the entire output of current when the lights are not in use. An automatic switch connects the dynamo with the storage battery, so that when the dynamo stops or runs very slowly, the current from the battery will not operate back through the generator. Owing to the weight of the plunger in the regulator, the water motor is under an almost constant pressure. When the plunger reaches the bottom of the cylinder, it strikes a trip, which closes the valve in the pipe running to the water motor. The action of the motor is thus rendered intermittent. The storage battery comprises eleven cells, which store sufficient current to supply Mr. Wilson's home with light for six or seven days, so that in case the wind should die out for several days, he would still have sufficient current for all his needs.

This arrangement differs somewhat from the system which Mr. Wilson has actually installed in his building, in that the electric apparatus is situated in a kitchen in place of the basement. The advantage of this is that sufficient head is provided to conduct the water from the motor to a trough in the yard, where it may be used for watering stock.

IMPROVED PIPE WRENCH.

A recent invention provides an improved pipe wrench of the chain type, in which a pipe of any diameter may be gripped, without any special adjustment of the chain, other than to hook it at the desired point. The wrench comprises two members, one of which is channel shaped in cross section, while the other is a bar of steel of such thickness as to fit into the channel. The two members are hinged together, and to the channel member near the hinge pin the chain is attached. The pivot pins, that connect the links of the chain, project beyond the links at each side. The channel member carries a pair of hooks, which are adapted to engage these projecting pins. The inner end of the bar member is formed with teeth adapted to engage the pipe. In use the two members are swung apart, so as to withdraw the toothed portion into the channel member. The chain is then passed around the pipe and hooked to one of the two hooks, after which the members

are drawn together, forcing the toothed portion tightly against the pipe. A jacket is provided, which may be secured to the bar over the toothed end, thus adapting the tool for use on nickel-plated or polished pipes, which might be marred by the serrated surface. A spring-pressed plunger in the bar bears against the pivot of the first link of the chain, so that when the wrench is released, the members will be spread apart. A ring on the bar may be slipped over the end of the channel member, to lock the two members together. M. Z. Viau, of 24 Durand street, Plattsburg, N.Y., has obtained a patent on this improved pipe wrench.

AMERICAN ANTIMONY.

A carload of thirty tons of antimony, the first shipments from the Antimony Queen mines, on Gold Creek, in Okanogan County, Washington, has arrived in Seattle, and will be shipped around the Horn to Swansea, Wales, for treatment. Owing to the limited amount of antimony mined in the United States, there are not adequate facilities in the country for smelting it. There is one small plant near Oakland, Cal.

The owners of the deposit are investigating a process for extracting the antimony from the rock, which, if successful, will enable them to handle the ore of lower grades, which cannot be marketed now because of the inaccessible location where it has been found. Teaming rates over the hills are prohibitive at present.

ALCOHOL FOR LIGHT.

Germany leads to-day in the manufacture and use of alcohol for light and power. In that country potatoes are the chief source from which alcohol is produced. The potato crop last year reached the astounding proportions of 1,775,579,000 bushels, or more than 53,000,000 standard tons. Of this amount nearly one-half was used in the manufacture of alcohol and starch. One-eighth of all the tillable land in Germany is planted with potatoes, which show an average production of 217 bushels an acre, which sold at an average of 27.6 cents a bushel, or about \$60 an acre. In France alcohol for manufacturing purposes is made chiefly from molasses and sugar beets.

VENTILATION OF BUILDINGS.

The larger the building in cubic contents, the less its wall and roof exposure per foot of cubic space, and consequently the less the loss of heat and the smaller the heater relatively to the cubic contents. In such buildings, used for manufacturing purposes, where the occupants are usually well scattered, an air change once in fifteen to twenty minutes represents the general practice; but in public and similar buildings, this change is of necessity reduced to one in seven to twelve minutes.

FREE TELEPHONES.

A retail grocery house in the States has given the local telephone company orders to install fifty telephones in the houses of their customers, the firm to stand the expense. This is something

new, the idea being to do away with some of the clerks and wagons at present engaged in taking house-to-house orders, and to educate housekeepers to 'phone their orders. If the experiment proves successful, further telephones will be installed.

MACHINE FOR BUNDLING SCRAP.

David B. Merwick, New Britain, Conn. has invented a machine for bundling scraps of all kinds of metals. Wire, trimmings, and similar forms of scrap are treated. The scrap is fed into a hopper-shaped receptacle by means of a revolving shaft. The shaft is controlled by a clutch. After the bundle has been made it is easily released by suitable mechanism.

HOME MADE CATALOGUE CASE.

Many dealers have too many catalogues, directories and reference books lying around loose, which makes the general appearance of their office look very unpleasant. This can all be remedied by following out the accompanying instructions: Procure two boards six inches wide and two or three feet long, or just the proper length to fill up some vacant space on the office wall. Square these boards up, commence at one end and with the square draw lines across the boards one inch apart. Then saw slots in these boards one inch apart and $\frac{1}{4}$ inch deep. These boards form the top and bottom of a bookcase which will make a valuable addition to any store.

METAL POLISH.

A good polish for fine metals usually used in the polishing of metal sporting goods is made by mixing a little vaseline with the ashes of burned out or broken gas mantles. Apply with a rag or finger and polish with a clean rag. The result is a superb lustre, the best finish being obtained by using a soft rag.

IMPROVED SAW-SET.

The object aimed at in an improved saw-set invented by J. V. Strombom, New York, N.Y., is to furnish a device in which a plurality of teeth may be set at each movement of the operating handle and which may be so adjusted as to permit of its being used with saws of any sized teeth. The device also aims to permit of the teeth being set to any desired extent, either by varying the amount of the tooth which is bent, or varying the extent to which it is bent.

NEW BRACE.

A new brace has been invented by J. Holley, West Palmbeach, Florida. The action and operation of the new brace is practically the same as that set forth in a former patent granted to the inventor, but by mounting a tool carrier and guard upon the arm of the crank rather than providing a separate shaft for it, the device is rendered less costly and much simpler. To detach the carrier, it is only necessary to withdraw the pin of the crank arm, and the tool carrier may then be readily and quickly detached.

NAIL DRIVING MACHINES WANTED.

A Pennsylvania manufacturing company producing household articles writes to the United States Bureau of Manufactures stating that it desires information as to where machines can be purchased for driving nails. Machinery concerns making these can secure the address of the inquirer upon application to the Bureau.

ANTI-JOLT SEAT SPRING.

The accompanying cut illustrates the "Anti-jolt" seat spring, manufactured by the Consolidated Supply Co., Utica, N.Y. The "Anti-jolt" seat has been designed to supply a long-existing want, viz.: An appliance entirely overcoming concussion arising in various forms of service in riding, as on farm machinery, locomotive engines, carts and waggons.

This seat is constructed as lightly as possible and with sufficient strength for any service. The action consists of a lower steel frame resting upon a pedestal, the parts being provided with slot adjustment forward and back. An upper frame, supporting seat, if connected to lower frame by a series of



spiral springs arranged, as shown in cut, and adjusted to every forward, backward and lateral lurch.

MACHINE FOR STROPPING RAZORS.

E. G. Kaufman, Yonkers, N.Y., has completed an invention whose purpose is to provide a machine more particularly designed for stropping ordinary handled razors, and arranged to permit the operator to readily rock the razor blade by alternately pulling the ends of the strop without danger of binding the working parts. The inventor also aims to insure a proper contact of the cutting edge of the razor with the runs of the moving strop.

ONE IDEA MAKES A MAN RICH.

In the town of Abilene, Kas., is a man who has made a fortune in sixteen years selling medicines of his own make to the farmers of Kansas. Sixteen years ago this man paid his way through Ann Arbor college by peddling medicines from a satchel. After he had graduated he went to Abilene and began peddling his medicines there. He has yet an old memorandum book in which he kept his accounts in those days. On the first page is a record of

that first day's work. The sales amounted to \$3.20, of which he collected 80 cents in cash. Many days thereafter he did no better, and the first year was one of only moderate success.

Last month this man gave a housewarming in his new home in Abilene, said to be the finest dwelling house between Topeka and Denver. It cost \$40,000. It is the show place of the town, and is equipped with ever modern convenience, says the Kansas City Star. It has a house system of telephones, a ballroom in the third story and a bowling alley in the basement. He owns a block of buildings, the largest brick business house in town, a large laboratory, and a theatre that cost him \$12,000. He has planned to build a large hotel.

All of this fortune was made by appealing to one little weakness in human nature. Upon every little bottle of medicine sold by the doctor is a horizontal ridge blown in the glass one-fourth of the way down from the top of the bottle. Upon the side of the bottle is a notice that the medicine may be used as far down as the ridge without pay, and the user may return the bottle. But if the medicine is used below the ridge, the whole bottle must be paid for.

When Dr. Seelye hit upon that idea he discovered the secret of his fortune. It turned out that human nature was such that one-fourth of a bottle either lasts until there is improvement, or hopes are entertained that more may be beneficial, and it is seldom that a farmer returns a bottle that has been partly used.

Dr. Seelye has fifty two-horse wagons that drive all over Middle Kansas, Oklahoma and North Texas. The agents call at every farmhouse and attempt to leave a package of the medicines. It contains several bottles of different remedies for different ailments. Each bottle has the ridge blown in it. The package is left on credit, and the agent collects for what has been used when he drives that way three months, six months, or a year after. The agent tell the farmer: "You can use down to this mark, and if it has done you no good, you may return the bottle when I come this way again and it will cost you nothing."

As a result of this plan the wagon vendors make sales that would be impossible under other circumstances. Some of these agents make \$100 each month for their own profits and, of course, return a liberal profit to the maker of the medicine. Several medicine companies have tried to imitate Dr. Seelye, but have failed.

EFFECTIVE LOCK-BOLT.

A simple and effective lock-bolt is provided by an invention of U. G. Smith, Lansford, Pa. The invention can be adapted as a locking bolt and nut for an end of a vehicle axle, for example, or for use wherever an ordinary bolt and nut is applicable and where it is desired to lock the nut and bolt to prevent turning.

Never buy what you don't want because it is cheap.

SITUATION VACANT.

WANTED—Experienced hardwareman capable of buying or managing a hardware, stove and tin business. W. J. McMurtry, Galt. [24]

MANITOBA HARDWARE AND METAL MARKETS

Market quotations corrected by telegraph up to 12 a.m. Friday, June 14. Room 511, Union Bank Bldg, Winnipeg, Man.

Ideal weather prevails throughout the west and crop prospects are now considered equally as good as last year. As a result there is a marked revival of confidence in the business situation and dealers are buying more freely than for some time past.

ROPE—Sisal, 11c. per lb., and pure manila, 15½c.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.90; 11, \$2.96; 12, \$3.04; 13, \$3.14; 14, \$3.24; 15, \$3.39; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

POULTRY NETTING—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSE NAILS—No. 10 and larger, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c. per box. Capewell brand, quotations on application.

WIRE NAILS—\$3 f.o.b. Winnipeg, and \$2.55 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS—Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS—Bolts, carriage, ¾ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS—Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—¼-in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, 4.50; 1, \$4.25; 9-16, \$4.20; 1½, \$4.25; 2, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes,

25 p.c. discount off list; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS—Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS—Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE—Rope sisal, 7-16 and larger, basis, \$11.25; Manilla, 7-16 and larger, basis, \$16.25; Lath yarn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS—Royal Canadian, \$35; B.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC.—Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

NOW

If That Stock of

Stephens'
House Paint

of yours was broken in the May rush, this is your chance, and even if it was not badly broken it soon will be, and you don't want to lose a single sale of this profitable line.

Think it over—look over your stock, and then send in your orders. We have a full and complete line and will ship same day as order is received

G. F. Stephens & Co.

Limited

PAINT MAKER²

WINNIPEG and CALGARY



- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

SAMPLE SHINGLES SENT ON APPLICATION

Winnipeg Paint and Glass Co. Limited

CALGARY WINNIPEG

CORRUGATED IRON AND ROOFING, ETC.—Corrugate iron 28 gauge painted \$3, galvanized \$4.10; 26 gauge \$3.35 and \$4.35. Pressed standing seamed roofing 28 gauge painted \$3.10, galvanized \$4.20; 26 gauge \$3.45 and \$4.45. Crimped roofing 28 gauge painted \$3.20, galvanized, \$4.30; 26 gauge \$3.55 and \$4.55.

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, $\frac{1}{4}$ -in., \$2.65; $\frac{3}{4}$, \$2.80; $1\frac{1}{4}$, \$3.50; $1\frac{1}{2}$, \$4.40; 1, \$6.35; $1\frac{1}{2}$, \$8.65; $1\frac{3}{4}$, \$10.40; 2, \$13.85; $2\frac{1}{2}$, \$19; 3, \$25. Galvanized iron pipe, $\frac{3}{4}$ -in., \$3.75; $1\frac{1}{4}$, \$4.35; $1\frac{1}{2}$, \$5.65; 1, \$8.10; $1\frac{1}{2}$, \$11; $1\frac{3}{4}$, \$13.25; 2-inch, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10 $\frac{1}{2}$ -oz., \$5.20; Queen's Head, 20 \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES — 18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE — Silver Star, in bbls., per gal., 20c.; Sunlight, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases, \$2.75.

PAINTS AND OILS — White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2 $\frac{1}{2}$ c.; in kegs, 3 $\frac{1}{2}$ c.; turpentine, barrel lots, Winnipeg, \$1; Calgary, \$1.07; Lethbridge, \$1.07; Edmonton, \$1.08. Less than barrel lots, 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled

oil, 3c. per gallon advance on these prices.

WINDOW GLASS — 16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.30.

CHANGE AT NORTH BAY.

An important business change has been made at North Bay, where the Purvis Bros.' business (run separately, but under the same name as the Sudbury and Webbwood stores) has been transferred to Mackie Bros., who are applying for a charter, with A. T. Mackie, president; B. S. Leak, vice-president and managing director, and W. L. Mackie, secretary-treasurer.

The Mackie Bros. are lumbermen, and with their connection in this line, combined with Mr. Leak's strong hold on the hardware trade in northern Ontario, the new firm should be able to develop a large jobbing trade in connection with their retail business.

Mr. Leak, who is to hold a third interest in the new company, entered the hardware business in 1895 as a clerk with the firm of Morton & Adam, Chatham, Ont., receiving from them a good schooling in the business. Three years later the firm dissolved, Mr. Morton carrying on the business, with Mr. Leak as chief clerk. In December, 1901, he left this firm and joined the traveling staff of Lewis Bros. & Co., now Lewis Bros., Limited, representing them between Ottawa and Winnipeg, including the Temiscamingue and Rainy River country. Business for the firm grew to such large proportions that his ground was reduced, until to-day Mr. Leak is covering between Ottawa and Sturgeon Falls, including the famous Cobalt country.

SELF-HEATING SOLDERING IRON.

R. W. Marvell, Philadelphia, Pa., has invented a self-heating soldering iron in which gasoline is used as fuel. The gasoline is stored in the handle of the iron and various ingenious devices are used to control the flow and the flame.

EMPIRE STOVES AND RANGES



MAJESTIC EMPIRE

This is the largest Oak Stove made in the world. You may say: "Why did you make it?" Because Canada is as cold as any country in the world. Did you ever sell a large heater where you ought to have sold a larger, but could not get it? You have! Needn't any more, we have it.

W.J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES

Fort William, Ontario.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

AND AT BRANDON, MAN.

Square your Accounts

Heating and Housefurnishings

CHIMNEY DRAFT PROBLEMS.

Poor draft, due to improperly constructed chimneys, is responsible for many poor working heating plants—as well as for the condemning of many otherwise good working ranges. It is fair to say that more ranges give trouble from this cause than any other—yes, from all other causes put together. Some persons have an idea that ranges and boilers have a good or poor draft within themselves—that is, the draft is due to the range or boiler itself. Such is absolutely not the case. The intensity of the draft is simply a question of the velocity with which the heated gases pass up the chimney, and the volume, with any determined velocity, is dependent on the area or size of the chimney. The draft depends on the difference in weight of the heated column of air inside the chimney and that of the air outside of the chimney—the higher the chimney and the hotter the gases passing through the chimney, the greater the draft.

No chimney used for heating or cooking apparatus should have any other opening than that for the particular cooking or heating apparatus for which it is intended to be used.

Chimneys passing through interior walls or partitions will be found to work better, as a rule, than those constructed as part of the outside wall, and will be less subject to down-drafts, as the walls of the flue are kept warmer.

Lining Flues With Terra Cotta.

The practice of lining flues with terra cotta or tile lining is a good one, as it provides a smooth, frictionless surface on the interior of flue, and makes surer a tight chimney. Such tile linings are to be had in all required sizes. No flue should ever be built less than 8 x 8; larger sizes being used according to requirements. The nearer round the flue the better it will work. Flat, narrow flues should be avoided in every case as they are quite likely to give trouble, especially in outside walls. Changes in sizes and shapes throughout their course should also be avoided. If a flue is started 9 inches by 12 inches let it remain of these dimensions all the way to the top of the chimney.

Offsets and horizontal runs in flues should be strictly avoided—they form good places for soot to lodge, that are sure, sooner or later, to give trouble, to say nothing of the falling mortar and other debris during the process of erection.

WORLD'S OUTPUT OF ALUMINUM.

The world's output of aluminum is estimated at about 15,000 tons, of which the industry located at Shawinigan Falls, Quebec, supplies about 20 per cent.

The metal has been availed of in so many ways in recent years as to make

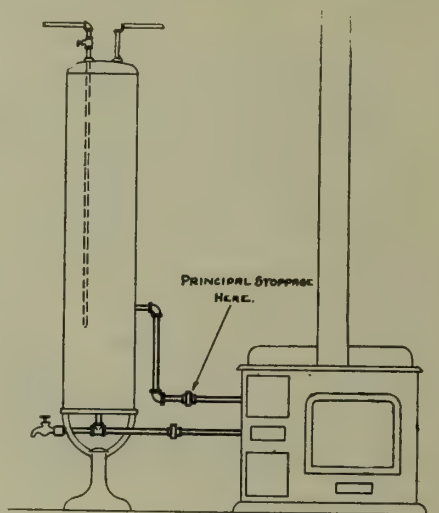
it a precious one. The only method by which aluminum has been produced in any considerable quantity is by the Hallé process of manufacture from the oxide, but an American inventor has produced a process for refining the metal by electrolysis which may bring about its wider use under more advantageous conditions.

TROUBLESOME RANGE BOILER CONNECTION.

By C. E. Oldacre, Toronto.

A range connection that gave the owner considerable trouble is shown in the sketch given herewith. There was a complaint that very little hot water could be had at any time, even when the fire was very good, and that when a hot water tap was opened there was a great deal of cracking from the boiler, which was not only noisy, but inconvenient.

It was found that the circulating pipes were hot up to the unions and only lukewarm from that point, and that the boiler was only barely warm even at



Troublesome Range Boiler Connection.

the top. This at once indicated a stoppage in these circulating pipes and most likely near the unions.

The pipes were taken apart, and though they were $\frac{3}{4}$ -inch black iron, it was found that the opening between the pipes was scarcely over three-eighths of an inch in diameter. The sediment had gathered in the pipes in a very irregular way, being greater at some points than others, and the greatest near the unions. The range and connections had been in use little over two years. It was found that the greatest accumulation of sediment or deposits of mineral matter takes place in the pipes where there are fittings that restrict the water or change the direction of its course.

To rectify the trouble new circulating pipes of galvanized iron 1-inch in diameter were used, which would not permit the accumulation to take place so quickly, and when this was done no further trouble was experienced, as the circulation was free and rapid.

The tube carrying the cold water to

bottom of range boiler was corroded on the outside about two feet from the top and was nearly eaten through, though it was of the usual $\frac{1}{2}$ -inch galvanized iron.

CORN CRIBS HARD TO HEAT.

Too many houses to-day are too flimsily constructed—it is almost fair to say they are thrown together. In most cases if the house is cold then the heating contractor and his heating system is blamed for all the shortcomings, when, in fact, it may have nothing at all at fault if the construction was reasonably normal. The work may have been done ever so well and the entire system well and properly laid out according to the best practices of the trade. You cannot heat a corn crib, but this is what seems is expected in some cases.

Again, you may often hear people remark that they burn so much more fuel to keep their house warm than someone else does, even though the other person's house is the larger, and this may be all due to the quality of the construction and yet it will be blamed on the heating apparatus nine times out of ten.

Lay System Out Carefully.

Too much care cannot be exercised in the laying out of a heating system, according to the best practices of the trade, making due allowance for all exposures and conditions that can be foreseen, but, even at that, many abnormal conditions, particularly due to careless construction, are liable to arise, against which the heating contractor cannot provide, and should not be expected to do so. One of the most economical ways to heat a house is to build it so it can be warmed.

Everyone recognizes the benefits of well-fitted double windows, and at the same time should also recognize the benefits likewise of a reasonably tight construction—particularly around doors, door frames and window frames.

The furring of outside walls should be so done that a confined air space is formed. Dead air-space is a valuable non-conductor of heat, but if the stripping or furring is done so that there is a moving column of air between the plaster and wall then a great deal of heat is wasted. Attention to many of the small details that add a very trifling amount to the cost of the construction upon the part of the builders would save considerable sums for the users of heating apparatus.

ECONOMICAL SAD IRON.

A sad iron designed to insure uniform heating with a minimum consumption of gas has been patented by J. E. Austin, Binghamton, N.Y. The iron is heated by burning gas and aims to produce a complete-combustion of the gas, and to render the iron practically odorless as well as making its use very economical.

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT.

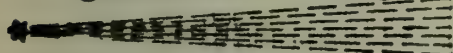
A. C. LESLIE AND CO., Limited

MONTREAL

Be Sure You're Right, then go ahead

When you're SURE, you'll order Gilbertson's, when you're NOT SURE, order Gilbertson's any way; then you can't go wrong.

GILBERTSON'S



COMET

Brand

GALVANIZED FLAT SHEETS

are well galvanized, true to gauge and especially soft for working purposes. Every sheet branded "Gilbertson".

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

Agent, Alex. Gibb, 13 St. John St., Montreal.

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE.

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Canada Iron Furnace Co.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

OVER A MILLION AND A HALF
IVER JOHNSON
SAFETY AUTOMATIC REVOLVERS

ALREADY SOLD

Three Things Have Done it :

The superiority of the goods in every regard.

The immense popularity of
"HAMMER **THE HAMMER**"
advertising.



The complete protection of the dealer. These goods cannot be used as premiums, and we never sell by mail where dealers can supply.

Send for Dealers' Catalogues, or ask your jobber—he knows

Iver Johnson's Arms and Cycle Works, 330 River Street, Fitchburg, Mass.
Makers of

Iver Johnson Truss Bridge Bicycles and Single Barrel Shotguns



TACKS

We make Tacks of all kinds and for all purposes.

Material that we make them from is the best that can be procured for the purpose.

Special care is taken to see that the heads are well made and uniform, and the points sharp and clean cut.

When next ordering Tacks, specify "M.R.M."

The Montreal Rolling Mills Co.



TAPERING BASE FOR A CHIMNEY TOP

Joseph P. Coleman in National Hardware Bulletin

The form of the base may be square, rectangular, oval, octagonal, or a polygon of any number of sides. The form of top opening may be round, oval, square, rectangular, octagonal, or any desired shape. For all practical purposes in pattern-cutting the base can only occupy three positions:

First position: The centre point of the top opening is placed directly over

On a sheet of iron make a rectangle to the size indicated by the figures, drawing the line B C four-and-a-half inches from the edge of the sheet. Draw the diagonals A C and B D. At K, the centre point of line B C, draw a straight line perpendicular to B C and on this line, measuring from K, mark twenty inches establishing point N. At point N draw two perpendiculars to line N K and on those two lines measure from N five inches on each side establishing points X and Y. Extend the line A B and on the extended line measuring from B mark twenty inches establishing point P. Draw the lines B X and C Y. At L the centre point of line A B draw a straight line perpendicular to A B cutting line C D at the centre not marked. The principle which governs the solution is to find the slant length of a right-angled triangle, the length of the sides about the right angle being given.

The Governing Principle.

This principle governs the solution of all the tapering base problems in any or all the positions named. It is only necessary to divide one quadrant of the circle of the top opening, into points. The diagonal B D intersects the circle at point 3. Divide the arc of the circle from 3 to F into two equal divisions giving point 2. From B draw radial lines to F 2, 3 and H. Those radial lines represent the length of the bases of right angled triangles. The line B P is common height of the side of each triangle. A straight line drawn from B which is a fixed point in the plan, to

point, set the other point of the dividers at F 2 3 and H in regular order. Revolve each point to intersect the line B C extended in points d-b C 9. From B space the distance H L on the extended line giving point (a), also space the distance F K on the same line giving point (e). Join points a-b-c-d-e to P by drawing straight lines. Each triangle is shown in true size.

Slant of the Base.

The line e-P shows the slant of the wide side of the base from K to F. From K space the distance e-P on the line K-N which will fall a trifle above point N. From B as a fixed point space d-P to intersect line K N. You will notice that the distance d-P and e-P both intersect line K N at the same point. From B space the distance b-P by describing an arc of a circle and from the point above N space the distance F 2 intersecting the arc of a circle previously drawn, giving point 4 in the pattern. Draw a straight line joining B to 4 giving the length of the line from B to 2 on the base. From B space the distance C P by describing an arc of a circle, and from 4 in the pattern space the distance 2-3 by intersecting the arc of the circle just drawn, giving point 5 in the pattern. Draw a straight line joining B-5 giving the true length of the hip line from B in plan to 3 in the top opening. From B space the distance 9-P by describing an arc of a circle, and from 5 in the pattern, space the distance 3-H intersecting the arc of the circle just drawn, giving point 6 in the pattern.

Join B-6 giving the true length of the line extending from B in plan to H in the top opening. From B with the distance B-L in the dividers describe an

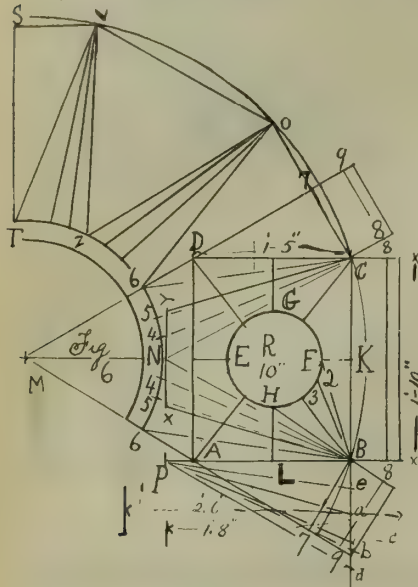


Fig. 1.

the centre point of the base, as shown in Fig. 6. R, the centre point of the top opening, is directly over the point where the diagonals, A C and B D meet. The rectangle of the base is shown by A B C D.

Second position: The centre of the top opening can be placed over a line drawn perpendicular to the side B C of the base at the point K, and removed any desired distance from a line drawn perpendicular to the centre point of the base of the rectangle.

Third position: The centre of the top opening can be placed so as not to be over a line drawn perpendicular to the side B C at any point.

To obtain the required patterns for all those varieties of shape, in any or all of the positions named, the mechanical operations employed to solve the numerous problems, are all performed in a similar manner.

How to Find the Pattern.

Referring to the illustration Fig. 6, A B C D is the plan of the rectangular base; the top opening is a circle as shown by E F G H; the centre is R. The elevation of the base is shown by B x C-Y-C-8-B-8. The drawing was made expressly to show how to lay out a base for a smoke stack on a sheet of iron thirty inches wide. The true size of the base as shown by the figures is seventeen inches by twenty-two inches, so-as to fit over a chimney two bricks wide, and two and a half bricks long, the top opening is ten inches, thus constructing a practical problem, that frequently occurs in the work shop.

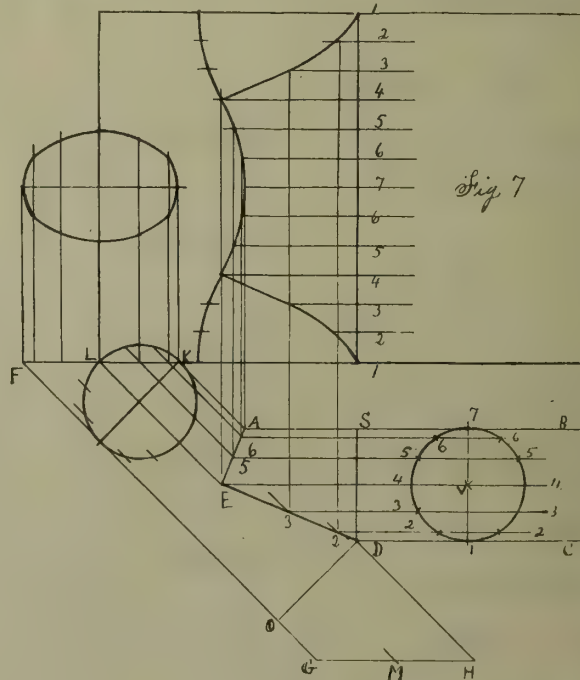


Fig. 2.

points F-2-3-H in space—will be the true length of the slant side of each triangle respectively.

To show the true size of each triangle on the iron, proceed as follows: Set one point of the dividers at B as a centre

arc of a circle, and from point 6 in pattern with the distance B-X in the dividers intersect the arc of a circle just drawn, giving point 7. Join point 7 in the base of pattern to point B and to 6 at the top of the pattern. That por-

tion of the pattern from B to 7 at the base and from 5 to 6 at top, is one-half the short side of the pattern. Extend the line K N indefinite through the top part of the pattern, and extend the line drawn from 6 to 7 to intersect the indefinite line at point M. Set one point of the dividers at point M as a centre point, set the other point of dividers at point B, describe an arc of a circle as shown. From C with the distance C D in the dividers, describe an arc of a circle intersecting the large arc just drawn at point O. From point O space the distance A D cutting the large arc of a circle at V.

Circle at Top of Pattern.

From M as a centre point, and the distance M-6 in the dividers, describe the small arc of a circle at top of pattern as shown. The distance from N to 6 in the top of the pattern is one-fourth the circumference of the circle of the top opening—therefore space the distance N-6 from N to 6 on opposite side of pattern, then to Z and T. From point T space the distance 6-7 by describing an arc of a circle, and from V with the distance B-L intersect the arc of a circle just drawn at point S. From point M as a centre describe the smaller circle at top of pattern which indicates the lap. From point N duplicate points 4 and 5 on the other side of the pattern, and join the points to point C at base. From 6 space the distance 6-7 by describing an arc of a circle, and from point C in the base space the distance B-L intersecting the arc of the circle just drawn in point 7. Join point 7 to C and 6 and continue the line to intersect point M. Parallel to B-C and four inches from B-C draw a straight line 8-8. On the ends draw the lines 8-9 parallel to 7-C and B-7.

Draw the perpendiculars 7-9, C-8, B-8, completing the pattern to be made in two pieces, which can be cut out of a sheet of iron thirty inches wide. Laps to rivet or groove must be allowed. In cutting patterns for the lines tapering bases in two pieces the lines 6-7 and 7-B must form a right angle.

RECOVERING TIN FROM OLD CANS

A simple method of recovering tin and solder from old tin cans and scrap tin plates has been patented by John H. Bills of Laramie, Wyoming, and assigned to the U.S. Tin, Solder & Iron Co., of Denver, Col.

The method of carrying out the discovery is to use a tumbling barrel which consists of sheet iron perforated and furnished with a door so that the scrap may be introduced. The barrel is rotated in the manner usually practiced with tumbling barrels. The barrel is enclosed in a sheet iron box so that the heat may be retained.

Underneath the barrel is a fire box furnished with a grate for coal or coke burning, or gas or oil may be used for the fuel. The top of the fire box is made tapering so that the solder and tin when they drop from the barrel will fall down into the groove.

The tin scrap is placed in the barrel and the fire started. The barrel is revolved. The heat of the fire melts the solder and tin from the surface of the scrap and it melts and runs down into the grooves where it may be removed. The rotation of the barrel knocks off the solder and tin from the surface.

Are Metal Ceilings An Experiment ?

Certainly not. The increased demand for this class of finish in all kinds of buildings, Old and New, is sufficient answer.

“METALLIC” CEILINGS

make satisfied customers. Some one else gets the trade if you don't.

We will supply plans and quotations. Write us.

“Our dealers are protected”

THE METALLIC ROOFING CO.
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Established 22 years

TORONTO AND WINNIPEG

Opportunity

The man who wants an opportunity or the man who has one to offer should use the Want Ad Columns of **HARDWARE AND METAL**. For a very few cents you can talk to practically all the hardwaremen from one end of Canada to the other, and talk to them in four days' time.

Our Want Ad page is a Clearing House for the hardware trade in Canada. Goods can be bought and sold to advantage by the insertion of an advertisement which will probably cost you 25 or 50 cents.

In no other way can you deliver a message to as many Hardwaremen in as short a period of time.

RATES:

2c. per word for the first insertion
1c. per word for subsequent insertions
Add 5c. for box number
Send cash with order.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

INDUSTRIAL DEVELOPMENT.

The Sylvester Bros. Mfg. Co. will erect a warehouse at Brandon, Man.

Fox Bros. & Co., Windsor, Ont., propose erecting a new factory in that city.

Large car works will be established at Bridgewater, N.S., by local and New York capitalists.

The Frontenac Gas Co., Quebec City, will install a new plant this summer at a cost of \$1,000,000.

The municipality of Summerlea, on Lake St. Louis, Que., will install an electric lighting system.

J. R. Booth is to add a \$75,000 sulphide and paper board mill to his big group of mills at the Chaudiere, Ottawa.

A by-law has just been passed in Calgary authorizing the expenditure of \$340,000 for a gravity water level system.

David Clements, Ayton, has purchased the Jackson Wagon Works, Galt, and will establish a saw mill in the latter town.

The Cape Breton Electric Co., Sydney C.B., are laying an electric transmission line between Sydney and North Sydney.

The Tobin Manufacturing Company's new premises at Montreal were damaged by fire last week to the extent of \$70,000.

A copper mine has been discovered near Woodstock, N.B., about one hundred yards from the banks of the St. John River.

The International Heating and Lighting Company will soon have plans ready for their Portage la Prairie, Man., plant.

E. E. Gauthier, Montreal, has been granted a permit to construct an eight storey warehouse. The building will be fireproof, and will cost \$50,000.

Another large consignment of iron pipe, consigned to the Yukon Consolidated Goldfields Company, of Dawson, has arrived in New Westminster, B.C.

The population of Vancouver, according to the city directory just published, has made an increase of 12,000 in the past 12 months. It is now given as 70,000.

D. G. Loomis & Sons, contractors, Montreal, will establish a large brick making plant at Cote St. Paul, Montreal, on property just purchased for \$76,168.

The Sutherland Rifle Sight Company's new factory, New Glasgow, N.S., is nearing completion and will be ready for the installation of the machinery by June 20th.

The Colonial Weaving Company are contemplating the erection of a large new factory in Peterborough, and are asking for a fixed assessment of \$3,500 on the proposed factory.

Negotiations are being carried on between Windsor, Ont., and the American Machinery and Export Co. regarding the establishment of a Canadian plant in Windsor by that company.

The Transcontinental Railway Commission is calling for tenders for the construction of eight miles of the line in New Brunswick, running easterly from Chipman. Tenders are to be in by June 25.

The Canada Wooden Ware plant, Hampton, N.B., was entirely destroyed by fire last Saturday. The loss is \$30,000 with \$18,000 insurance. The fire deprives Hampton of one of its largest industries.

The Edmonton Standard Coal Company, Edmonton, Alta., has been authorized to increase its capital stock from \$300,000 to \$500,000 and to increase the number of its directors from three to five.

Kennedy & Davis' saw mill, one of Lindsay's leading industries, was destroyed by fire early one morning last week and as a result over fifty men were thrown out of work. The loss is heavy, partly covered by insurance.

The iron and steel bounties paid by the Dominion Government for the nine months' period to the 1st of April totalled \$1,299,801, made up as follows: On pig iron \$385,231, on steel ingots \$575,259, on puddled iron bars \$313, on manufactures of steel \$338,998.

The C.N.R.'s western crop bulletin reports from all districts that the wheat acreage sown is about the same as last year, though, if anything, it is a little more. The wheat is about four inches high, and there has been plenty of rain all over, so that the wheat is in excellent condition.

Mr. Shaw, the Californian, who proposes to extract steel from sand, visited Toronto last week and in company with Commissioner of Industries Thompson, looked over the most suitable sites. Should the industry be located in Toronto, it will likely be on Fisherman's Island.

J. H. G. Russell, architect, Winnipeg, is asking tenders for an addition to the warehouse of the G. F. Stephens Co. on Market street east. The addition will be of brick with stone foundation, four storeys. The size will be 36 x 53 feet, and fireproof doors and metal frame windows with wire rolled glass will be installed.

The Erie Iron Works, St. Thomas, has been re-organized, Mrs. Ridsen having disposed of her interests to George S. Stackman, late general agent of the Massey-Harris Company, and Robert Johnston, chartered accountant. W. G. Ryan, late manager of the J. H. Still Manufacturing Co., is also connected with the new firm.

Coal has recently been discovered in the vicinity of Saskatoon, Sask., and

L. G. Colder, of that town, has just purchased the necessary machinery at Minneapolis for the purpose of properly investigating as to the value of the new find. The machinery is already on the way and the operations will be in charge of an experienced coal miner.

W. R. Cuthbert & Co. announce their intention of erecting an extensive addition to their Montreal brass foundry on the lot adjoining. The new plant will cost in the vicinity of \$100,000. The work done will be of the same kind as in the company's existing plant, brass castings of all kinds, phosphor bronze, babbit and steamfitters' supplies.

Considerable additions are being just now made to the rolling stock of the Grand Trunk, in the delivery of some five thousand freight cars of various kinds. These cars were only ordered last November, and delivery started a few days ago, which is regarded as pretty rapid work in these days of enormous orders for rolling stock, far beyond the capacity of the shops to turn them out.

The Winnipeg Board of Works are pushing matters in connection with the power plant scheme, and decided to call for tenders for the construction of power plant at Point Du Bois, the transmission lines to and throughout the city and for the building of a sub-station in the city. The estimated cost of the engineers for the whole scheme including the contract awarded the Newmans, is approximately \$3,000,000.

The Canadian Distilleries Company is being formed by the Gooderhams, the Walkers, Weiser, and other large Canadian distilleries to erect a distillery in the city of Winnipeg. This matter has been under consideration for some time, but is now in such advanced shape that their representative, J. Hargraff, is in Winnipeg arranging for the site. It is understood that the distillery will be one of the largest in Canada and will call for an initial expenditure of at least \$200,000.

The influx of immigrants to the Canadian west this season greatly exceeds that of previous years. The immigrants are for the most part English, Scotch, Irish and Scandinavians, and appear to be of a very desirable class. Most of them are going west with the idea of taking up land, but there are also many artisans. The rush is said to be so great that it is difficult to get passages booked from the Old Country, all the steamship companies doing a great business.

The Standard Chain Company, who have been negotiating for a location at Welland, Ont., are now turning their attention to Sarnia. The Tunnel City has made the company the following offer, subject to the ratification by the rate-payers: The provision of a suitable free site, the expenditure of \$10,000 thereon in the way of docks, etc., and the granting of certain tax exemptions. In return for this the company agree to establish their industry in Sarnia, to employ not less than sixty employees from the start, and to commence operations at once.

CONDENSED OR "WANT" ADVERTISEMENTS.

BUSINESS CHANCES.

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and water-marks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [tf]

FOR SALE—Established hardware, implement and undertaking business in good Manitoba town; annual turnover \$25,000 to \$30,000; stock, \$6,000; best reasons for selling. For particulars apply to Marshall & Ross, Rossburn, Man. [26]

FOR SALE—Hardware stock of \$4,000; will sell at rate on dollar; will rent or sell building. Apply to Box 623, HARDWARE AND METAL. [25]

FOR SALE.

FOR SALE—First-class set of tinsmith's tools, second-hand but almost as good as new; includes an 8-foot iron brick almost new. Apply Pease Waldon Co., Winnipeg. [tf]

SITUATIONS VACANT.

TINSMITHS WANTED—First-class tinsmiths wanted for points west of Winnipeg; must be good mechanics capable of taking charge of a metal department; thorough knowledge of furnace work necessary. Pease Waldon Co., Winnipeg, Man. [tf]

WANTED—Manager for stove and furnace department of large manufacturing concern doing business in all parts of the Dominion; knowledge of both manufacturing and selling necessary. Apply stating experience and salary wanted. Box 624, HARDWARE AND METAL, Toronto. [24]

WANTED for North Bay—First class bookkeeper, capable of taking charge of office and acquainted with the hardware business; state qualifications and salary expected. Reply to Box 377, Pembroke. [26]

SITUATIONS WANTED.

WANTED—Young man representing five large American manufactures desires to make connection with a Canadian machine supply house or hardware firm wishing to open a mill supply department. Box 628, HARDWARE AND METAL. [25]

SITUATION WANTED—In Alberta, as bookkeeper or manager of retail hardware business; 12 years at bookkeeping, 8 years in hardware in Ontario; testimonials from capable business men, strictly temperate, 33 years of age and married; taking a trip to Alberta about August, could be interviewed then. Box 622, HARDWARE AND METAL. [24]

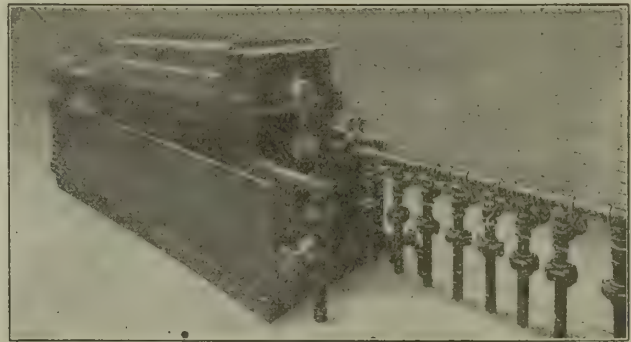
WANTED—Position as hardware clerk by young man with 6 years' experience; A1 references. Box 27, HARDWARE AND METAL, 511 Union Bank, Winnipeg. [24]

WANTED—A situation by a thoroughly experienced hardware salesman—heavy and shelf hardware, stoves and tinware; competent to take charge; bookkeeper; unmarried. Address Box 627, HARDWARE AND METAL. [25]

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT,



A Perfect Method of Filtering is One of the Ways the Quality of Sherwin-Williams Varnishes is Safeguarded.

Filtering is important to varnish quality. Unfiltered varnish contains dirt and sediment detrimental to good work. All varnish, therefore, should be filtered. Some makers filter only their higher priced varnishes. *We filter every varnish we manufacture.* Our process is especially effective—the varnish is strained through very fine sieves and then forced under great pressure through 70 cloths and 70 sheets of filter paper. The result is that

SHERWIN-WILLIAMS VARNISHES

are clear and brilliant to the last drop. This method of filtering, *with proper aging*, makes them free from sediment. Every drop is usable.

This is but one of many examples of what we do to make Sherwin-Williams Varnishes the highest quality. The merchant who sells them gives his trade many advantages. He serves their best interests and his own.

We have strong advertising to help him build up a business, too. Write for a list of our varnishes and prices.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

Galt Sure Grip Shingles

make the HAND-SOMEST and most DURABLE roof. Are the EASIEST and QUICKEST to either SELL or put on. See them and get acquainted.



GALT ART METAL CO. Ltd.
GALT, ONT

Get Our Catalogs

and Price Lists. That's the surest way to be "in the game." Your Opposition will have to "step fast" if he beats you and Our Line. We are using our every endeavor to make Our Line interesting to "the trade." We want good representation in every locality. Write us about it to-day.

Western Distributing Agents:
THE McCLARY MFG. CO.
Winnipeg and Calgary

Get in Shape

To give your customers intelligent information and trade-winning prices on the most up-to-the-minute and best-selling line of Sheet Metal Building Goods. This is an important matter to the Hardware and Tinsmith Trades. There will be an enormous demand for these goods this year. Builders and Owners from your very locality are now enquiring about this line. Speak up—And let them know "you're in the game."

Galt Steel Siding



is made in original designs. Sharp, bold patterns. Close-fitting and invisible joints make them great sellers. People won't have the ordinary kinds once they see ours.

GALT ART METAL CO. Ltd.
GALT, ONT.

Arthur Stone, Owen Sound, recently found a fine sample of what is claimed to be copper-nickel ore of a high grade. A sample has been sent to Toronto for analysis.

As an instance of the way eastern Canada is keeping pace with the growth of the west it may be noted that Amherst, N.S., has doubled its population in the past ten years. In 1896 it was 4,025, now it is more than 8,000. The total assessment ten years ago was less than \$2,000,000, while for this year it is nearly \$13,250,000. The value of the output of Amherst factories last year was nearly \$5,000,000 and over \$1,000,000 was paid in wages by the chief industries.

Fort William's industrial bureau is advertising that city extensively in the east. They have ready for the mail about 4,000 letters to eastern manufacturers, and are securing a list of manufacturers throughout the United States from which selections will be made of those who should be interested in the opportunities Fort William has to offer in the market available for their goods. They will have printed from time to time such booklets, maps and literature as will be required.

Walkerville is to secure another big industry in a plant of the Ontario Structural Steel Company, which has just been organized and is now awaiting its charter. The company has secured an option of a twenty-acre site near the town and proposes to go into the manufacture of structural steel for bridges and building, beginning with a staff of 500 men, which it is expected will be doubled within a short time. The promoters of the new enterprise are Henry Drake and Herbert Schwein, formerly with the Canadian Bridge Co. The company is to be an independent concern.

The census bureau has issued a preliminary statement of the results of the industrial census of 1906. The returns so far compiled show a total of \$712,664,135 value of manufactures in 1905, compared with \$481,053,375 in 1900. The increase by provinces in round figures: Ontario, \$124,000,000; Quebec, \$59,000,000; Manitoba, \$14,500,000; Nova Scotia, \$9,000,000; British Columbia, \$18,500,000; Alberta and Saskatchewan, \$5,500,000; New Brunswick, \$2,000,000. The only exception to the phenomenal increase in the industrial development of Canada is furnished by Prince Edward Island, the value of whose industries has decreased from \$1,068,495 in 1900, to \$893,483 in 1905.

COMPANIES INCORPORATED.

Ontario Copper Co., Toronto; capital, \$3,000,000; to carry on a mining, milling and reduction business. Provisional directors: J. M. Ewing, A. G. Ross, and W. S. Edwards, Toronto.

The Rodgers Electric Company, Toronto; capital, \$50,000; to manufacture electrical supplies, etc. Provisional directors: C. Reid, London, Ont.; W. R. P. Parker, and G. M. Clark, Toronto.

The Canadian General Mining Company, Montreal; capital, \$300,000; to

engage in mining, contracting, building, etc. Leon Sohier, Montreal, is the company's authorized Canadian representative.

St. Mary's-Medina Telephone Company, St. Mary's; capital, \$40,000; to carry on the business of a telephone company. Provisional directors: W. F. Brown, J. Pool, and J. B. Thompson, St. Mary's, Ont.

Dominion Exploration and Development Company, Toronto; capital, \$1,000,000; to carry on a mining, milling and reduction business. Provisional directors: R. J. Tough, R. D. Moorhead, and R. H. Paterson, Toronto.

J. B. Gratton, Montreal; capital, \$40,000; to build public or private works throughout Canada. Incorporators: J. B. Gratton, Eugene Guilbault, Wm. Clark, T. J. O'Neil, Raphael Hetu, and Joseph Carboneau, all of Montreal, Que.

Ideal Oak Leather Company, Toronto; capital, \$50,000; to carry on the business of tanners and manufacturers of leather. Provisional directors: H. E. Pearce, Arthur Gate, W. H. Smith, R. E. Holliday, and Geo. Kerwin, all of Toronto.

The North American Mineral and Timber Company, Montreal; capital, \$49,000; to carry on mining and lumbering operations. Incorporators: H. P. Adams, O. W. Bradley, H. J. Cassard, L. A. Curran, Wm. Tees and Elizabeth Tees, Montreal; W. A. Stuart, Napierville, Que.; W. T. Curran, Winnipeg; Jos. A. Osborne, Fort Frances, Ont.

BUILDING NOTES.

Haileybury, Ontario, has petitioned the Department of Education for a new high school.

The Geo. Craig Co., Winnipeg, have purchased property for \$47,400 and will erect a large dry goods block.

D. J. Kirk, Antigonish, N.S., has purchased property at North Sydney, C.B., on which to erect a brick block.

The Board of Education, Sydney, C.B., are considering the advisability of erecting a new high school building. The proposed building would cost at least \$40,000.

A. M. Fraser, Winnipeg, has applied for approval of plans for the erection of a fourteen-storey building adjoining the post office. The building and site will probably cost about \$1,000,000.

Tenders are being asked for by the Dominion Government for the construction of the new armory at Brandon, Man., which is to be erected. The size of the building will be about 75x130 feet. The tenders close on June 24, and the work will be commenced this year.

Plans are reported to be under way which may result in the transformation of the Oxford Cafe, on University St., Montreal, into a modern family hotel, at a cost of upwards of \$400,000. The mover is John Whyte, who recently sold his interest in the Corona Hotel, and who is yet the owner of the Regent Cafe in that city.

Consolidated Plate Glass Company of Canada Limited

Glazing Glass

of all kinds

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

BEST ELBOWS

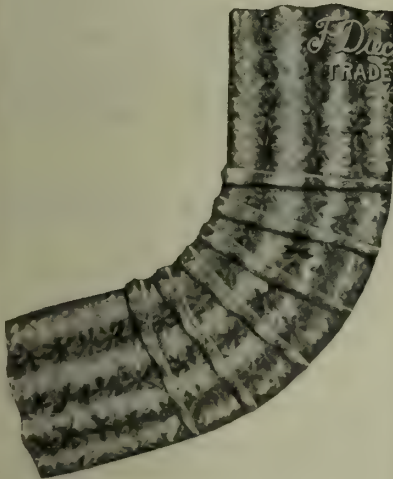
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CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.



For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

JOBBER AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

? Where Should the Water- Pan be Placed in a Furnace ?

In "Economy" Furnaces the water-pan is placed near the bottom of the casing, because that position is the best, although in some other makes it is placed near the top.

? WHY ?

(1) The top of the casing is not at all a convenient place to reach with a pail or jug heavy with enough water to fill the pan at one operation.

(2) It is never an easy matter to see when a water-pan so placed is filled, so there is always some spilling.

(3) Then when the water falls on the heated metal within the casing there is great danger of its being cracked.

(4) In any case it is made rusty, which makes it wear out quicker and increases repair bills.

(5) By placing the pan near the bottom, where the heat is less than at the top, the water supply is not exhausted so quickly, and the pan will not need filling more than once a day.

(6) Air moistened in "Economy" Furnaces cannot get dried out again before reaching the living-rooms, because their non-contracted casings contain such capacious air-spaces that the volume of warm air supplied is large enough to prevent any over-heating.

Our statements are based upon many years of practical experience. Let us help you increase your business.

Pease Foundry Co., Ltd., Toronto
Pease-Waldon Co., Ltd., Winnipeg



The Paint Trade

ONTARIO OIL WELLS.

The news that the big Halliday gas well, which supplies Chatham, Ontario, with natural gas, is now a good oil producer has created considerable discussion among oil men. Whether or not the flow of oil will interfere with the gas production has been freely discussed. The general verdict, however, seems to be that the oil production will not in the least affect the gas production, either regarding its quality or pressure. The production of the Tilbury East oil field has for the past few weeks hovered around the record-breaking 1,300 barrel a day mark, and more often going above than below it. This is higher than ever before, and the figures are steadily creeping. New wells, of course, tend to keep up the high standard, but the boost that they give does not unduly stimulate the field's production, for the reason that the steady gain shows that the old wells are still doing a fair share towards keeping the figures high.

J. W. Cuthbertson, who has been drilling oil wells on the Richardson property in Harwich, Ontario, has now three producing wells, averaging fifty barrels per day each. He has one rig working and two more coming on. With these three during the next few months he will drill twenty wells. A power house is being put in to operate the field. The International Oil & Mining Company will also start a rig drilling in a short time.

WESTWARD MOVEMENT OF FLAX

Flax cultivation has for years shown a tendency to move westward along the line of the new development in farm lands. This tendency has been so evident in the past that it is almost an axiom that flax seeding will annually decrease on the older lands, and increase on the new soils. First it was the eastern states that produced flax grown from seed imported from India and Russia. Then, about 1850, the crop migrated westward across the Alleghenies into Ohio and Kentucky. Later it was an important crop in Wisconsin and Iowa, and still later in Minnesota, South and North Dakota. A smaller but distinct area of production is found in Kansas, Missouri, Nebraska, Oklahoma and Indian Territory. Now Canada has taken up flax seeding on a larger scale than ever before and is putting over a million acres a year into flax.

This westward movement in flax seeding is due to the fact that it is a new soil crop. Settlers are encouraged to sow flax on new breakings, and this tends to push it always farther and farther westward along the line of the pioneer in agriculture. An example of this tendency is shown in the recent experience of Canada. Between the years 1896 and 1905 there was a decrease in the acreage of flaxseed in Manitoba of 24 per cent., but an increase in the western provinces of Saskatchewan and Alberta of 200 and 500 per cent., respectively. Alberta seeded more than six times as many acres to flax in 1906 as she did in 1905. At the rate that

Wouldn't it be Worth

a good deal to you to know when a customer comes into your store and asks for a varnish for a certain purpose, while you cannot advise from your own knowledge of varnishes and their uses, you may feel perfectly safe in recommending **ELASTILITE**.

ELASTILITE VARNISH is for all outside or inside uses. Good Body, Brilliant Lustre, and very Durable.

In cans only, ½ pints to 1 gallon, with our brass seal.

See Catalogue No. 10, page 3.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE GUARANTEED WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

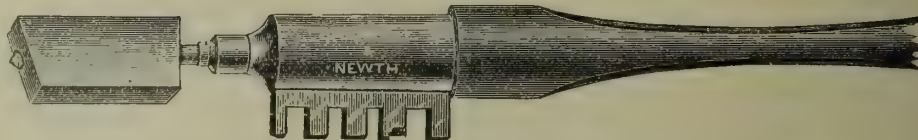
MONTREAL — TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

new breakings are being made there, owing to the influx of settlers, the increase this year is likely to be proportionate. The tendency to increase in the west is not more noticeable than the decrease in the more eastern provinces. This decrease is likely to reduce to small proportions the acreage of flax in sections that have heretofore been large producers.



Will Hold up a Shelf

That's what a shelf brackets for. For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

ATLAS MFG. CO., New Haven.

The Paint That Satisfies

The easiest way to win the confidence of the community in your business integrity is to recommend

NEW ERA PAINT

Because of its

**DURABILITY
BEAUTY AND
ECONOMY**

More Dealers have won a paying trade and a lasting reputation by recommending New Era Paint than you would readily imagine. Write for our catalog. It tells just why **all Standard Paints and Varnishes are durable and beautiful.**

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR

ONTARIO

YOU'LL HAVE TO HURRY!

Now that the **Paint Season** is again upon you, it behooves you to make up your mind on the lines you are going to carry.

Housekeepers will soon be asking you for the paints they will need in the annual housecleaning. If you have been supplying them with the old fashioned floor paints, it is time for you to

Turn Over a New Leaf

We have the goods that will build your reputation. They dry quickly, and leave a hard glossy finish, which neither sticks, rubs off, nor cracks. You take no chances, for we positively guarantee these qualities.

They are just what your customers want, and we have them in all the popular colors. We are talking about

Jamieson's Floor Enamels

MADE ONLY BY

**R. C. JAMIESON & CO.
LIMITED**

16-30 Nazareth St., - MONTREAL

Ask the Veteran Decorator

to tell you just why

Pearcy's Pure Prepared Paints

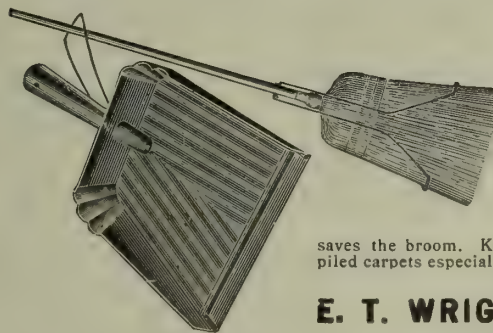
are so immensely superior to the fairly good brands. He knows.

OUR SPECIALTY

PROMPT DELIVERIES

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada



THE NEW FOOT PRESSURE DUST PAN

leaves both hands free to use the broom, no more stooping, no more back aches. The pressure of the foot on the spring rest holds the extreme lip of the pan close to the floor and takes up the sweeping at the first attempt.

THE NEW "SPRING FRAME" BROOM ATTACHMENT

saves the broom. Keeps it firm for a clean sweep, and for heavy piled carpets especially good.

SOLD BY

E. T. WRIGHT & CO., Hamilton, Ont.

McCaskill, Dougall & Co.

Manufacturers



RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal,

PAINT AND OIL MARKETS

MONTREAL.

Montreal, June 14.—Paint and oil trade conditions this week are very satisfactory as far as the trade itself is concerned, there being a vigorous demand for all classes of goods with the supplies in most cases quite equal to it. With an improvement in the weather conditions orders are coming in briskly and everything points to a good turnover during June.

All these remarks have to do with the trade itself and not with some outside conditions over which it has little or no control. The great question every day becoming more and more serious is transportation facilities. It will require more than the satisfactory settlement of the teamsters' strike (which has at last been consummated) to unravel the mix-up in trade. Although paint manufacturers have little difficulty in getting in raw material, they have great difficulty in getting their shipments of the finished product to their destination promptly—delays of two and three weeks being quite common.

The solution of the whole question lies with the railways. By a little extra effort they could get out a sufficient number of new cars to handle the trade. A great shortage of cars is the cause of all the present troubles, and it will probably take the entire summer to put things into a normal condition again.

Linseed oil prices have stiffened this week, and turpentine, owing to the spring crop coming in more freely, has receded in price 4 cents. All the other lines are moving freely with good demand and adequate supplies.

Linseed Oil—Quotations are firmer this week, an advance of 1 cent being made. The demand is good. We quote: Raw, 1 to 4 barrels, 68 cents; 5 to 9 barrels, 67 cents; boiled, 1 to 4 barrels, 71 cents; 5 to 9 barrels, 70 cents.

Turpentine—Orders are coming in briskly. A decline of 4 cents is made owing to seed coming in increased abundance. We quote: 86 cents per gal. For smaller quantities than barrels, 5 cents extra is charged. Standard gallon is 8.4 lbs., f.o.b. shipments, net 30 days.

Ground White Lead—There is a steady call for this, with no special feature in the market and unchanged prices. We continue to quote: Government standard, \$7.25 to \$7.50; \$6.90 to \$7.15; No. 2, \$6.55 to \$6.90; No. 3, \$6.30 to \$6.55; all f.o.b. Montreal.

Dry White Zinc—Good demand obtains, with heavy output, and supplies of raw material coming in not before they were needed. We continue to quote: V.M. Red Seal, $7\frac{1}{2}$ c to 8c; Red Seal, 7c to 8c; French V.M., 6c to 7c; Lehigh, 5c to 6c.

White Zinc Ground in Oil—For high-class enamel work and particular work in painting, white zinc ground in oil is gradually increasing in favor. Prices remain unchanged. We continue to quote: Pure, $8\frac{1}{2}$ c to $9\frac{1}{2}$ c; No. 1, 7c to 8c; No. 2, $5\frac{3}{4}$ c to $6\frac{3}{4}$ c.

Putty—The market in this is somewhat quieter, and it is not thought there will be any scarcity until well on in the fall. We continue to quote: Pure linseed oil, \$1.75 to \$1.85 1-5; bulk, in barrels, \$1.50 1-5; in 25-lb. irons, \$1.80 1-5; in tins, \$1.90 1-5; bladder putty, in barrels, \$1.75 1-5.

Orange Mineral—A fair amount of inquiries come in for this line. Prices continue unchanged. We quote: Casks, 8c; 100-lb. kegs, $8\frac{1}{2}$ c.

Red Lead—Heavy shipments are being made to fill back orders as firm as new orders. Prices remain firm and unchanged. We continue to quote: Genuine red lead, in casks, \$6; in 1-lb. kegs, \$6.25; in less quantities, at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6; and smaller quantities, \$6.75.

Paris Green—With continued cool weather the demand for this is fair and it will not likely increase until the heat is more intense. No changes have been made in price.

Gum Shellac—Good demand prevails with ample supplies, and with firm and unchanged prices. We continue to quote: Fine orange, 60c per lb.; medium orange, 55c per lb.; white (bleached), 65c.

Shellac Varnish—There is a tendency to encourage the sale of this article by slightly easing quotations. Manufacturers report good shipments. We quote: Pure white bleached shellac, \$2.80 to \$3.05; pure orange, \$2.60 to \$2.84; No. 1 orange, \$2.40 to \$2.64.

Petroleum—The conditions in this market are unchanged. We continue to quote: American prime white coal, 15c per gallon; American water, $16\frac{1}{2}$ c per gallon; Pratt's astral, $19\frac{1}{2}$ c per gallon.

TORONTO.

Toronto, June 15.—The slight improvement in the weather during the last few days has placed the paint and oil market in a very satisfactory condition, the increase in the demand for mixed paints being particularly noticeable.

White lead as yet shows no actual advance in price, but the conditions seem to warrant a slight rise before long; the present tendency of the market is upward, as might be expected when one considers that dry lead and linseed oil at present are very scarce and high in price.

This has been an exceptionally poor season for paris green, as up to date the weather has not been hot enough to give retailers an opportunity to deplete their stocks and cause them to forward their repeat orders to the jobbers. This week, however, an increased number of enquiries for this article have arrived from the west and with anything approaching seasonable weather, from now on the demand should grow steadily stronger.

Linseed oil is in strong demand, with the price still tending upward. A sharp rise has recently taken place in England and it is altogether likely that this

"Japanese" Enamel White

is a hard-drying, high lustre Enamel of superior quality.

It has been sold and used with great success for the past 25 years.

The extensive demand this season for a

High Grade Interior Gloss White

for walls, woodwork, furniture, etc., has increased the sale of "Japanese" Enamel White all over Canada.

It is put up in attractive form, in convenient sizes, and is a good seller, proving eminently satisfactory wherever sold.

Try your trade with a few cases of "Japanese" Enamel White.

We manufacture "Japanese" Enamels in over thirty shades besides black and white.

BRANDRAM-HENDERSON,
LIMITED
MANUFACTURERS

Montreal, Halifax,
St. John, Winnipeg.

RAMSAY REMOVAL

All orders are now filled from our large new warehouses :

**10, 12, 14, 16, 18, 20, 22
INSPECTOR STREET**

No stoppage to business during removal. All orders executed promptly as heretofore.

Don't forget the old premises on Recollet Street are now closed to the paint business. Friends are invited to visit us at our new offices and warehouses at above address.

A. RAMSAY & SON COMPANY

Est. 1842

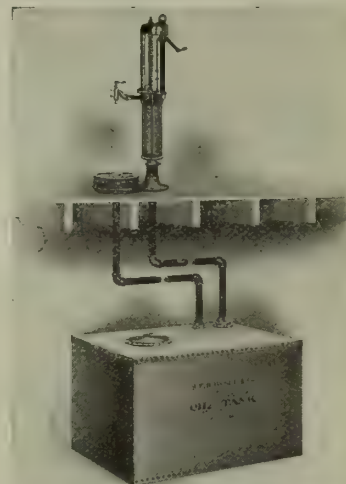
MONTREAL

PAINT MAKERS

Clean Oil and A Clean Oil Room

The Bowser Oil Tank will give you both, because it keeps all the oil in the tank and all dirt out of the tank. With the Bowser, oil is just as clean to handle as nails or other clean hardware.

Catalog V will convince you that this is true. Sent free upon request.



Cut 15—Cellar Outfit for Non-Lubricating Oils.

S. F. BOWSER & CO., Limited

66-68 Fraser Ave.

Toronto, Can.

BLANCHITE

We can supply you with the best **paints** and absolutely the finest **enamels** in Canada, also the only washable and practical cold water paint.

Our Three Star (XXX) White in paste form is superior to white lead in oil. It will not change color like white lead, and is cheaper, and has greater covering capacity. All our goods are double ground. These are big statements. Try our goods and be convinced.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, CAN.

will be reflected on the Canadian market in the shape of another slight rise here before long. The manager of one large Toronto firm states that to buy English oil at present it would cost almost as much as some of the large Canadian houses are selling oil for here in ten-barrel lots.

Turpentine prices are still declining and we record a drop of two cents again this week. Whether or not the market will sink still lower is hard to conjecture; to show the uncertainty of both the turpentine and linseed oil markets at present it is only necessary to state that a number of large firms are refusing to book orders for either commodity farther ahead than July 1st.

White Lead—The strong demand continues. Prices show an upward tendency. We still quote: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; 1-2c. will be charged extra for 12½-lb. packages; genuine dry white lead in casks, \$7.

Red Lead—The price remains unchanged with good demand. We continue to quote: Genuine, in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

Shellac—The demand is fair. We quote as before: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange), \$2.50.

Turpentine—Another drop of two cents is recorded this week, though some firms are still holding to last week's figures. We now quote: Single barrels, 87c.; two barrels and upwards, 86c.; f.o.b. point of shipment, net 30 days; less than barrels, 5c. advance. Terms, 2 per cent., 30 days.

Linseed Oil—No further advance has yet taken place this week, but indications are that a slight advance will be recorded before long. The English market is still excited and prices have advanced there. We quote: Raw, 1 to 3 barrels, 71c.; 4 to 7 barrels, 70c.; 8 barrels and over, 69c. Add 3c. to this price for boiled oil f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

Petroleum—A good demand exists. Prices are the same. We quote: Prime white, 13c.; water white, 14½c.; Pratt's astral, 18c.

Paris Green—There is no change in price. Increased enquiries are coming in from the west. We continue to quote: English and Canadian at 29½c. base.

For additional figures see current quotations at back of paper.

SOUTHERN TURPENTINE PROSPECTS.

There is considerable difference of opinion in the local naval stores trade regarding the future position of turpentine and rosin, says the New York Commercial. While there has been little change in prices on either commodity of late, some dealers contend that the situation is too strong to warrant a continuation of current figures, and that an advance must result. This contention is borne out by the fact that the production in many sections of the south is declining steadily with the gradual destruction of virgin forests. The producing sections gradually are getting farther from shipping points. With the increased cost of labor and production, there would seem to be every possibility for higher prices.

On the other hand, more conservative interests are of the opinion that prices on turpentine and rosin, more especially the latter, have about reached their height, at least for this season. An authority in the local market, who has been identified with the naval stores trade for nearly 10 years, makes the following statement:

"It is true to a certain extent that the production of turpentine and rosin is considerably below that of last year. But at the same time, a comparison of figures will show this year's sales are more than 10 per cent. less than those of last year during the same period. It is also true the forests in many of the producing districts have suffered from natural causes, such as drought and the inability to secure labor, but these conditions have only retarded the production temporarily. In North Carolina the crop has been interfered with more seriously than in other districts, and a shortage has resulted. This has been offset, however, by a decided increase in the output from Florida.

"At the present time, in primary centres, there are many barrels of both turpentine and rosin which are awaiting disposal. With this increase in supplies, prices have declined naturally. There has been a perceptible drop in prices on spirits, for the reason that the demand has been far below the average. It is several years since such a light demand for this season has been experienced. All grades of rosin have been active, and prices have shown little change. One reason for this steady situation is the heavy demand on the part of short sellers in securing goods to cover futures.

"Of course, while prices are not likely to go much higher, it must not be inferred that the market is weak, or that a decline may be expected. Taken as a whole, the situation is fairly steady, but the only factor which is likely to effect an advance is a sudden increase in demand. Weather conditions do not warrant this, however."

Little credence was placed in a report that large private interests had acquired several tracts of pine land in the south, on which the turpentine industry is to be developed on a large scale. It was intimated that the land had been secured in certain sections of North and South Carolina and in Tennessee.

It was stated on authority that there is very little land available for such a purpose in that vicinity, for the reason that it had been worked out several years ago, leaving only second-growth or short-leaf pine. There are, however, vast tracts of land in the south which have never been developed for this industry, and should such forests be taken up, there would be small ground on which the theory of a decrease in production could be based. The only definite information received here regarding the sale of turpentine pine land refers to the sale of a small private strip in North Carolina, which does not include more than 20,000 acres.

A NEW BUSINESS.

J. Emile Paquet and Ovila Lesperance, Sherbrooke, Que., have been registered to carry on a painting business under the firm name of Paquet & Lesperance.

Varnishes and Japans

FROM THE REGISTERED TITLE OF THE COMPANY, NAMELY: **The CANADA PAINT COMPANY, Limited**, IT MAY BE INFERRED THAT THEIR SPECIALTY IS PAINT. PAINT IS CERTAINLY A LEADING LINE WITH **The CANADA PAINT COMPANY, Limited**, BUT THEY ARE ALSO LARGE MANUFACTURERS OF **VARNISHES** and **JAPANS**, AND HAVE AN EVER INCREASING OUTPUT.

PAINTS and **COLORS** are made in Montreal by **The Canada Paint Company, Limited**.

VENETIAN RED and **OXIDES** are mined in St. Malo by **The Canada Paint Company, Limited**.

LINSEED OIL and **PAINTS** are manufactured in Winnipeg, Man., by **The Canada Paint Company, Limited**.

JAPANS and **VARNISHES** are produced in Toronto by **The Canada Paint Company, Limited**.

The **VARNISH WORKS** of **The Canada Paint Company, Limited**, are situated in Leslie Street, Toronto.

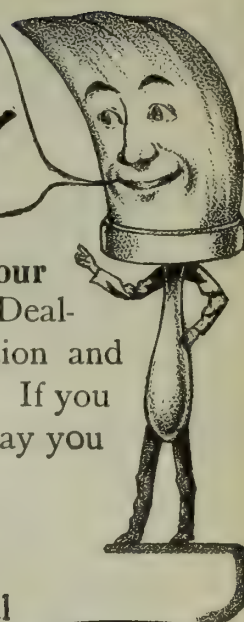
FOR VARNISHES FOR SPECIAL PURPOSES ADDRESS

THE
CANADA
PAINT CO.,
LIMITED

Montreal, Toronto or Winnipeg



Weigh it Carefully



On the Scales you'll find **Martin-Senour Paint** full weight. In public favor, Mr. Dealer, you will find it outweighs competition and will turn the balance of trade your way. If you are not handling **Martin-Senour Paint** it will pay you to get acquainted with it at once.

IT'S A PROFIT MAKER

for the dealer It builds up trade and holds it. Write for our special proposition to agents and let us show you how to increase profits and get the lion's share of the paint trade of your locality.

The MARTIN-SENOUR CO. Ltd.,

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal

The WINNIPEG PAINT & GLASS CO. Ltd.,
Winnipeg.

2514-2520 Quarry St. and Archer Ave., Chicago (Est. 1878)

The MARITIME PAINT & VARNISH CO. Ltd.,
HALIFAX, N. D.



100% Durability

ARK BRAND PAINT

means

PROFIT AND REPUTATION

to every man in the Hardware business who is shrewd enough to stock it. Mr. Dealer! reason this thing out for yourself, as hundreds of Hardwaremen have, and if you can come to any other conclusion we want to know about it. **ARK BRAND** cannot fail to please your customers. It has **MORE COVERING CAPACITY** and **DURABILITY** than any other known brand because it is scientifically produced. You safeguard your customers' interests every time you sell or recommend **ARK BRAND**, and that is the surest way of attaining commercial success.

MURESCO WALL FINISH

is easily the first and best wall finish on the market. **DECORATORS**, whose reputation means everything to them, **USE IT EXCLUSIVELY**. The ease with which it is applied, its beauty and its lastingness all combine to make **MURESCO THE PEERLESS WALL FINISH**.

We like you to ask questions. Ask for the proofs of our claims.

Manufactured by

THE BENJAMIN MOORE CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICES AND WORKS:

TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N. J.



McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

SUPPORT CANADIAN INDUSTRIES

FREE TO HARDWARE DEALERS



We are supplying electros of the cut in this ad. for use in your local advertising, besides offering special terms for immediate orders for

“LION” Brand

PUTZ TRIPLE EXTRACT

METAL POLISH

IN LIQUID OR PASTE

The most reliable metal polish in the market. Once tried always used.

Support Canadian Industries

Manufactured by

English Embrocation Co., Montreal

A Money Consideration

There are few other considerations worth serious thought when it comes down to business, unless it be the securing of one's reputation. Perhaps this accounts for the unprecedented success of our

VARNISH TURPENTINE

but we are inclined to favor the belief that it captured the market because of merit and merit alone. We guarantee our Varnish Turpentine will do any work that spirits of turpentine will do, and do it better. Send for a barrel of our turpentine, test it as you please, and if it is not satisfactory return it at our expense. Is that fair?

The Defiance Mfg. and Supply Co.

TORONTO ONTARIO



DON'T SELL PAINT THAT IS CHEAP AND INFERIOR. The **Falcon Brand** for paints and varnishes, etc., means that they are not only good, but that they are the very **highest grade** that up-to-date paint making can produce.

There's good money in it for you.

Send us a sample order and we will prove our statement.

PHASANTITE

an ideal water paint.

FALCONITE

White Enamel of high-grade.

LACKERITE

Our new Varnish Stains in 12 colors.

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

L U C A S

PHILADELPHIA
BOSTON

NEW YORK
SAN FRANCISCO

CHICAGO

The Standard Paint Co. of Canada

Limited

Factory : Near Highlands, MONTREAL, P.Q.

"RUBEROID" Roofing

"RUBEROID" Dampcourse

"RUBEROID" Flooring

"P. & P." Paints

Electrical Insulating Compound

Varnishes

Insulating Tape

"P. & P." Building, Sheathing and Insulating Papers

Cast Lining Papers



SELLING AGENTS FOR ONTARIO AND QUEBEC

Lockerby & McComb 65 Shannon St. **Montreal, P.Q.**

WE Claim to give all round satisfaction to you and **your** customers.

BLACK DIAMOND Tarred Felt sells easily always.

When once used the satisfaction is established, because every part of the paper is alive with quality. All our lines have the same strong pulling power, and you should get after this trade in your district.

Our Brands:



**Black Diamond
Tarred Felt**

**Joliette and Cyclone
Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St.
Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

June 14, 1907

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 21
Hallett's 0 21

BOILER PLATES AND TUBES.

Plates, 1 to 1 inch, per 100 lb. 2 50
Heads, per 100 lb. 2 75
Tank plates, 3-16 inch 2 70
Tubes, per 100 feet, 1 1/2 inch 8 50
" 2 " 9 00 9 10
" 2 1/2 " 11 50 12 00
" 3 " 13 00 13 50
" 3 1/2 " 16 00 16 70
" 4 " 20 00 20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c; Imperial Tough, 60c; White Brass, 50c; Metallic, 35c; Harris Heavy Pressure, 25c; Heroules, 25c; White Bronze, 15c; Star Frictionless, 14c; Alluminoid, 10c; No. 4, 9c, per lb.
James Robertson Co.—Extra and genuine Monarch, 60c; Crown Monarch, 50c; No. 1 Monarch, 40c; King, 30c; Fleur-de-lis, 20c; Thurber, 15c; Philadelphia, 12c; Canadian, 10c; hardware, No. 1, 15c; No. 2, 12c; No. 3, 10c, per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, 25 p.c. advance.
Sheets, 12 to 14 in. 0 30
Tubing, base, per lb 5-16 to 2 in. 0 33
Tubing, 1/2 to 3-inch, iron pipe size. 0 31
" 1 to 3-inch, seamless. 0 36
Copper tubing, 6 cents extra.

COPPER.

Lake ingots 26 50
Castings ingot 24 50
Out lengths, round, bars, 1/2 to 2 in. 35 00
Plain sheets, 14 oz. 36 00
Plain, 16 oz., 14x48 and 14x60 35 00
Tinned copper sheet, base 38 00
Planished base 43 00
Braziers (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base. 0 34 0 35

BLACK SHEETS.

Montreal. Toronto
8 to 10 gauge 2 70 2 70
12 gauge 2 70 2 80
14 " 2 70 2 60
17 " 2 50 2 80
18 " 2 50 2 80
20 " 2 50 2 80
22 " 2 50 2 80
24 " 2 55 2 90
26 " 2 65 3 00
28 " 2 70 3 20

CANADA PLATES.

Ordinary, 52 sheets 2 75 3 05
All bright " 3 75 4 05
Galvanized—Dom. Crown. Ordinary.
18x24x52 4 45 4 35
" 60 4 70 4 60
20x28x60 8 90 8 70
" 9x 9 40 9 20

GALVANIZED SHEETS. Colborne

B.W. Queen's Fleur-de-Lis Gordon
gauge Head de-Lis Crown Best
16 20 .. 3 95 3 80 3 95 ..
22-24 .. 4 20 4 05 4 00 4 05
26 .. 4 45 4 30 4 40 4 30
28 .. 4 70 4 55 4 60 4 55
Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American 3 85
26 " 4 10
28 " 4 55
10 1/2 oz. 4 85
25c. less for 1,000 lb. lots.

IRON AND STEEL.

Montreal. Toronto.
Middlesboro, No. 1 pig iron. 22 50 23 00
Middlesboro, No. 3 pig iron 21 50 24 00
Summerlee, No. 2 23 50 26 50
Carron 25 50
Carron Special 24 00
Carron Soft 23 50
Clarence, " 21 50 24 00
Glenarnock, No. 1 27 00
Midland, Londonderry and
Hamilton, off the market
but quoted nominally at 26 00
Radnor, charcoal iron. 32 00 34 00
Common bar, per 100 lb. 2 20 2 30
Forged iron 2 45
Refined " 2 60 2 70
Horseshoe iron 2 60 2 70
Hoop steel, 1 1/2 to 3 in. base. 2 25 2 30
Sleigh shoe steel 2 40 2 50
Tire steel 0 12
Best sheet cast steel. 0 65
R. K. Morton "Alpha" high speed. 0 08 0 09
Colonial black diamond. 0 08 0 09
Sanderson's 0 08 0 09
Jesse's standard 0 14 0 14
" ark high speed 0 08 0 09
" Leonard brand 0 08 0 09
Jonas & Colver's tool steel. 0 10 0 20
Jowett & Sons B.P.L. tool steel 0 10 0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$46 00

TIN PLATES.

Charcoal Plates—Bright
M.L.S., Famous (equal Bradley) Per box.
I.C. 14 x 20 base \$6 50
I.X. 14 x 20 " 8 00
I.XX, 14 x 20 base 9 50
Raven and Vulture Grades—
I.C. 14 x 20 base 5 00
I.X " 6 00
I.X X " 7 00
I.X X X " 8 00

'Dominion Crown Best'—Double
Coated, Tissued. Per box.
I.C. 14 x 20 base 5 50 5 75
I.X, 14 x 20 " 6 50 6 75
I.XX " 7 50 7 75

'Allaway's Best'—Standard Quality.
I.C. 14 x 20 base 4 65 5 00
I.X, 14 x 20 " 5 40 5 75
I.XX, 14 x 20 " 6 15 6 50

Bright Cokes.
Bessemer Steel—
I.C. 14 x 20 base 4 25 4 35
20x28, double box 8 50 8 70

Charcoal Plates—Terne
Dean or J. G. Grade—
I.C., 20x28, 112 sheets 7 25 8 00
I.X., Terne Tin 9 50

Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x56, 50 sheet box. 7 50
" 14x60, " }
" 14x65, " }

Tinned Sheets.
72x30 up to 24 gauge 8 50
26 " 9 00

LEAD.

Imported Pig, per 100 lb. 5 50
Bar, 5 75
Sheets, 2 1/2 lb. sq. ft., by roll 6 25
Sheets, 3 to 6 lb. " 6 00
Cut sheets 1/2 per lb., extra.

SHEET ZINC.

5-cwt. casks 7 75 8 00
Part casks 8 00 8 25

ZINC SPELTER.

Foreign, per 100 lb 7 00 7 25
Domestic 6 75 7 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch 0 06
1/2 to 1 7-16 " 0 05
1 7-16 to 3 " 0 05
30 per cent.

OLD MATERIAL.

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 19 1/2 0 19 1/2
Light copper 0 17 0 17
Heavy red brass 0 17 0 17
" yellow brass 0 14 1/2 0 14 1/2
Light brass 0 11 1/2 0 11 1/2
Tea lead 0 04 1/2 0 04 1/2
Heavy lead 0 04 1/2 0 04 1/2
Scrap zinc 0 04 1/2 0 04 1/2
No. 1 wrought iron 16 50 12 00
" 2 " 12 00 6 00
Machinery cast scrap 7 50 6 00
Stove plate 14 00 13 00
Malleable and steel 8 00 8 50
Old rubbers 0 11 1/2 0 10 1/2
Country mixed rags, 100 lbs. 1 10 1 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 57 1/2 per cent.
Cushion work, discount 40 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42 1/2 per cent.; standard, 47 1/2 p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.H.K.M., 60.
J.M.T. Radiator Valves 50; Standard, 60;
Patent Quick-Opening Valves, 65 p.c.
Jenkins' Bros., Montreal, quotations on application.
No. 1 compression bath cock net 2 00
No. 4 " 1 90
No. 7 Fuller's 2 25
No. 4 1/2 " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., \$16.20
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, 50 " iron, 60 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, \$33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE.

30-gallon, Standard, \$5; Extra heavy, 7.75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, \$1; 18x30, \$1; 18x36, \$1.50.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company Jan. 3, 1907, shows an advance of 10 per cent. over previous quotations.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—40 to 70 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 per cent.
Hot Water Radiators—50 to 55 p.c.
Steam Radiators—50 to 55 per cent.
Wall Radiators and Specials—50 to 55 p.c.

LEAD PIPE.

Lead Pipe, 7c. per pound, 5 per cent. off.
Lead waste, 8c. per pound, 5 per cent. off.
Caulking lead, 6 1/2c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.) Black Galvanized
inch. inch. inch. inch.
1 " 2 31 " 3 14
" 2 31 " 3 14
" 2 81 " 3 66
" 3 80 " 4 95
" 5 45 1 " 7 10
" 7 43 1 1/2 " 9 63
" 8 91 2 " 11 61
" 11 88 2 " 15 48
" 18 98 2 1/2 " 24 73
" 24 92 3 " 32 47
" 31 35 3 1/2 " 40 85
" 35 64 4 " 46 44

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.

Cast Iron Fittings 57 1/2; Standard bushings 57 1/2; headers, 57 1/2; flanged unions 57 1/2; malleable bushings 55; nipples, 70 and 10; malleable lipped unions, 55 and 5 p.c.

SOIL PIPE AND FITTING.

Medium and Extra heavy pipe and fittings, up to 6 inch, 60 and 10 to 70 per cent.
7 and 8-in. pipe, 40 and 5 per cent.
Light pipe, 50 p.c.; fittings, 50 and 10 p.c.

OAKUM.

Plumbers per 100 lb. 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

1-lb. to 1 1/2 per lb. 0 45 1/2 0 48
2-lb. or over 0 42 1/2 0 46

SOLDER.

Bar, half-and-half, guaranteed 0 25 0 26
Wiping 0 22 0 23

PAINTS, OILS AND GLASS.

BRUSHES.

Paint and household, 70 per cent.

CHEMICALS.

In casks per lb.
Sulphate of copper (bluestone or blue vitrol) 0 09
Litharge, ground 0 06
" flaked 0 08 1/2
Green copersas (green vitrol) 0 01
Sugar of lead 0 08
Lump olive 0 01 1/2

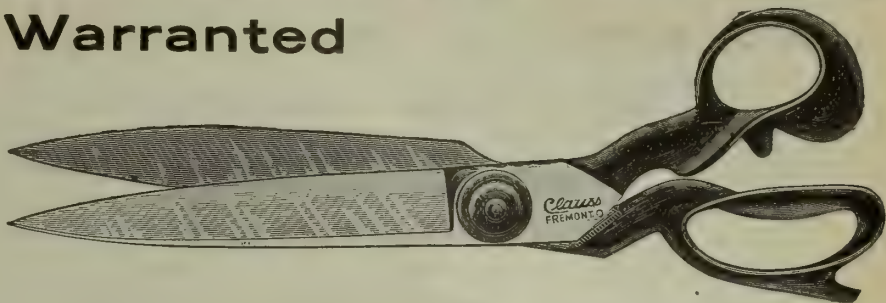
COLORS IN OIL.

Venetian red, 1-lb. tins pure. 0 08
Chrome yellow " 0 15
Golden ochre " 0 10
French " 0 08
Marine black " 0 04 1/2
Chrome green " 0 09
French permanent green " 0 13
Signwriters' black " 0 15

CLAUSS BRAND TAILORS' SHEARS

Fully Warranted

These goods are the BEST
and are EQUALLED only by
such other goods as are manu-
factured by



Write for Trade Discounts.

The Clauss Shear Co., :: :: Toronto, Ont.

ENAMELS		
Subway brand.....	1 90	2 00
Decorative.....	4 20	4 31
GLUE.		
Domestic sheet.....	0 10	0 10 1/2
French medal.....	0 12	0 12 1/2

PARIS GREEN.		
Berger's Canadian		
600-lb. cask.....	0 27 1/2	0 27 1/2
250 lb. drums.....	0 27 1/2	0 27 1/2
100-lb. ".....	0 28 1/2	0 28 1/2
50-lb. ".....	0 28 1/2	0 28 1/2
1-lb. pkgs, 100 in box.....	0 29 1/2	0 29 1/2
1/2-lb. ".....	0 31 1/2	0 31 1/2
1-lb. tins, 100 in box.....	0 34 1/2	0 34 1/2
1/2-lb. bag.....	0 32 1/2	0 32 1/2
F.o.b. Toronto.		

PARIS WHITE.		
In bbls.....	0 90	

PREPARED PAINTS.		
Pure, per gallon, in tins.....	1 31	
Second qualities per gallon.....	1 15	
Barn (in bbls.).....	0 85	0 90
Sherwin-Williams paint.....	1 55	
Canada Paint Co.'s pure.....	1 25	
Standard P. & V. Co.'s "New Era".....	1 30	
Benj. Moore Co.'s "Ark" B'd.....	1 25	
British Navy deck.....	1 50	
Brandram-Henderson's "English".....	1 45	
Ramsay's paint, Pure, per gal.....	1 30	
Thistle.....	1 10	
Martin-Senour's 100 p.c. pure.....	1 25	
Senour's Floor Paint.....	1 25	
Jamieson's "Crown and Anchor".....	1 20	
Jamieson's floor enamel.....	1 50	
Blanchie's preservative and floor.....	1 15	
Sanderson Peary's, pure.....	1 20	
Robertson's pure paints.....	1 20	

PUTTY.		
Bulk in bbls.....	1 60	
Bladders in bbls.....	1 85	
25-lb. tins.....	1 90	
Bladders in bulk or tins less than 100 lb.....	1 95	
Bulk in 100-lb. irons.....	1 85	

SHINGLE STAINS.		
In 5 gallon lots.....	0 75	0 80

SHELLAC.		
White.....	0 65	
Fine orange.....	0 60	
Medium orange.....	0 55	
F.o.b. Montreal or Toronto.		

TURPENTINE AND OIL.		
Castor oil.....	0 08	0 10
Gasoline.....	0 22 1/2	
Benzine, per gal.....	0 17	0 20
Turpentine, single barrels.....	0 85	0 86
Linseed Oil.....	raw.....	0 70
boiled.....	0 73	0 74

WHITE LEAD GROUND IN OIL.		
Canadian pure.....	7 15	
No. 1 Canadian.....	6 80	
Munro's Select Flake White.....	7 40	
Elephant and Decorators' Pure.....	7 40	
Monarch.....	7 40	
Standard Decorator's.....	7 15	
Essex Genuine.....	6 80	
Brandram's B. B. Genuine.....	8 70	
"Anchor," pure.....	7 00	
Ramsay's Pure Lead.....	7 00	
Ramsay's Exterior.....	6 65	
"Crown and Anchor," pure.....	6 50	
Sanderson Peary's.....	7 40	
Robertson's O.P. lead.....	7 20	

WHITE AND RED DRY LEAD.		
Genuine, 560 lb. casks, per cwt.....	6 75	6 00
Genuine, 100 lb. kegs.....	7 50	6 50
No. 1, 560 lb. casks, per cwt.....	6 25	5 75
No. 1, 100 lb. kegs, per cwt.....	7 00	6 25

WINDOW GLASS		
Size United	Double	
Inches.....	Star	Diamond
Under 25.....	\$4 25	\$6 25
26 to 40.....	4 65	6 75
41 to 50.....	5 10	7 50
51 to 60.....	5 35	8 50
61 to 70.....	5 75	9 75
71 to 80.....	6 25	11 00
81 to 85.....	7 00	12 50
86 to 90.....		15 00
91 to 95.....		17 50

96 to 100.....	20 50
101 to 105.....	24 00
106 to 110.....	27 50
Discount—16-oz., 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.	

WHITING.		
Plain, in bbls.....	0 70	
Gilders bolted in bands.....	0 90	

WHITE DRY ZINC.		
Extra Red Seal, V.M.....	0 07 1/2	0 08 1/2

WHITE GROUND ZINC.		
Pure, in 25-lb. irons.....	0 08 1/2	
No. 1.....	0 07	
No. 2.....	0 05 1/2	

VARNISHES.		
In 5-gal. lots.	Per gal.	cans.
Carriage, No. 1.....	1 50	
Pale durable body.....	3 50	
"hard rubbing.....	3 00	
Finest elastic gearing.....	1 50	
Elastic oak.....	1 35	
Furniture, polishing.....	2 00	
Furniture, extra.....	1 15	
"No. 1.....	0 90	
"union.....	0 80	
Light oil finish.....	1 40	
Gold size japan.....	1 80	
Brown japan.....	0 95	
No. 1 brown japan.....	0 95	
Baking black japan.....	0 90	
No. 1 black japan.....	0 90	
Benzine black japan.....	0 70	
Crystal Damar.....	2 80	
No. 1.....	2 50	
Pure asphaltum.....	1 40	
Oilcloth.....	1 50	
Lighting dryer.....	0 70	
Elastilite varnish, 1 gal. can, each.....	2 00	
Granite floor varnish, per gal.....	2 50	
Maple Leaf coach enamels; size 1.....	1 20	
Sherwin-Williams' kopal varnish, gal.....	2 00	
Canada Paint Co.'s an varnish.....	2 40	
"Kyanize" Interior Finish.....	2 40	
"Flint-Lac," coach.....	1 80	
B.H. Co.'s "Gold Medal," in cases.....	2 00	
Jamieson's Copaline, per gal.....	2 00	

BUILDERS' HARDWARE.

BELLS.		
Brass hand bells, 60 per cent.....		
Nickel, 55 per cent.....		
Gongs, Sergeant's door bells.....	5 50	8 00
American, house bells, per lb.....	0 35	0 40
Peterboro' door bells, discount 37 1/2 and 10 per cent. off new list.		

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.....	2 25	
Ready roofing, 2-ply, not under 45 lb.....	1 00	
Ready roofing, 3-ply, not under 55 lb.....	1 25	
per roll.....		
Carpet Felt.....	per ton	60 00
Heavy Straw Sheathing.....	per ton	40 00
Dry Surplice.....	per doz.	0 40
Dry Sheathing.....	per roll, 400 sq. ft.	0 50
Tar.....	" 400 "	0 45
Dry Fibre.....	" 400 "	0 55
Tarred Fibre.....	" 400 "	0 65
O. K. & I. X. L.....	" 400 "	0 70
Resin-sand.....	" 400 "	0 45
Oiled Sheathing.....	" 600 "	1 00
Oiled.....	" 400 "	0 70
Root Coating, in barrels.....	per gal.	0 17
Roof.....	small packages	0 25
Refined Tar.....	per barrel	5 00
Coal Tar.....		4 00
Coal Tar, less than barrels.....	per gal.	0 15
Roofing Pitch.....	per 100 lb.	0 80
Sister's felt.....	per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax.....		42 50

BUTTS.		
Wrought Brass, net revised list.		
Wrought Iron, 70 per cent.....		
Cast Iron Loose Pin, discount 60 per cent.		
Wrought Steel Fast Joint and Loose Pin 70 per cent.		

CEMENT AND FIREBRICK.		
Canadian Portland.....	2 00	2 10
Belgium.....	1 60	1 90
White Bros. English.....	1 80	2 05
"Laforge" cement in wood.....	3 40	
"Lehigh" cement, in wood.....	2 54	

"Lehigh" cement, cotton sacks.....	2 39
"Lehigh" cement, paper sacks.....	2 31
Fire brick, Scotch, per 1,000.....	27 00 30 00
English.....	17 00 21 00
American, low.....	23 00 25 00
"high.....	27 50 35 00
Fire clay (Scotch), net ton.....	4 95
Paving Blocks per 1,000.....	
Blue metallic, 9"x4 1/2"x3 1/2", ex wharf.....	35 00
Stable pavers, 12"x6"x2 1/2", ex wharf.....	50 00
Stable pavers, 9"x4 1/2"x3 1/2", ex wharf.....	36 00

DOOR SETS.		
Peterboro, 37 1/2 and 10 per cent.		
DOOR SPRINGS.		
Torrey's Rod.....	per doz.	1 75
Coil, 9 to 11 in.....	" 0 85	1 65
English.....	" 2 00	4 00
Chicago and Reliance Coil 25 per cent.		

STORE DOOR HANDLES.		
Per Dozen.....	1 00	1 50

ESQUOTHEONS.		
Discount 50 and 10 per cent., new list		
Peterboro, 37 1/2 and 10 per cent.		

ESQUOTHEON PINS.		
Iron, discount 40 per cent.		
Brass, 45 per cent.		

HINGES.		
Blind, discount 60 per cent.		
Heavy T and strap, 4 in., per lb. net.....	0 08	
" 5-in., ".....	0 05 1/2	
" 6-in., ".....	0 05 1/2	
" 8-in., ".....	0 05 1/2	
" 10-in. and larger.....	0 05	

Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in.....	per 100 lb.	4 65
over 12 in.....		3 65
Spring, No. 20, per gro. pairs.....	10 80	
Spring, Woodvate pattern, per gro., No. 5, \$17.50; No. 10, \$18; No. 20, \$20.80; No. 12, \$20; No. 51, \$10; No. 50, \$27.50.		
Crate hinges and back flaps, 65 and 5 p.c.		
Hinge hasps, 65 per cent.		

SPRING HINGES.		
Chicago Spring Butts and Blanks 12 1/2 percent.		
Triple End Spring Butts, 30 and 10 per cent.		
Chicago Fire Hinges, 37 1/2 and 5 off.		
Garden City Fire Hinges, 12 1/2 p.c.		

CAST IRON HOOKS.		
Bird cage.....	per doz.	0 50 1 10
Clothes line, No. 61.....	" 0 00	0 70
Harness.....	" 0 60	12 00
Hat and coat.....	per gro.	1 10 10 00
Chandelier.....	per doz.	0 50 1 00
Wrought hooks and staples.....		
1/2 x 5.....	per gross	2 65
5-16 x 5.....		3 30

Bright steel gate hooks and staples, 40 p.c.		
Hat and coat wire, discount 62 1/2 per cent.		
Screw, bright wire, discount 65 per cent.		

KNOBS.		
Door, japanned and N.P., doz.....	1 50	2 50
Bronze, Berlin.....	per doz.	2 75 3 25
Bronze, Genuine.....	" 6 00	9 00
Shutter, porcelain, F. & L.....		
screw.....	per gross	1 30 2 00
White door knobs.....	per doz.	2 00
Peterboro knobs, 37 1/2 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.		
Lock, Canadian dia. 40 to 40 and 10 per cent		
Cabinet, trunk and padlock.....		
American.....	per gross	0 60

LOCKS.		
Peterboro, 37 1/2 and 10 per cent.		
Russell & Erwin, steel rim \$2.50 per doz.		
Eagle cabinet locks, discount 30 per cent		
American padlocks, all steel, 10 to 15 per cent; all brass or bronze, 10 to 25 per cent.		

SAND AND EMERY PAPER.		
B. & A. sand, discount, 35 per cent		
Emery, discount 35 per cent.		
Garnet (Rutro's) 5 to 10 per cent. advance		

SASH WEIGHTS.		
Sectional.....	per 100 lb.	2 00 2 25
Solid.....	" 1 50	1 75

SASH COORD.		
Per lb.....		0 31

BLIND AND BED STAPLES.		
All sizes per lb.....	0 07 1/2	0 10

WROUGHT STAPLES.		
Galvanized.....		2 75
Plain.....		2 50
Coopers, discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
Bright spear point, 75 per cent. discount.		

TOOLS AND HANDLES.		
ADZES.		
Discount 22 1/2 per cent.		

AUGERS.		
Gilmour's, discount 60 per cent. off list.		

AXES.		
Single bit, per doz.....	6 00	9 10
Double bit, ".....	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		

Hunters' Axes.....	5 50	6 00
Boys' Axes.....	6 25	7 00
Splitting Axes.....	7 00	12 00
Handled Axes.....	7 00	9 00
Red Ridge, boys', handled.....	5 75	
" hunters.....	5 25	

BITS.		
Irwin's auger, discount 47 1/2 per cent.		
Gilmour's auger, discount 60 per cent.		
Rockford auger, discount 50 and 10 per cent.		
Jennings' Gen. auger, net list.		
Gilmour's car, 47 1/2 per cent.		
Clark's expansive, 40 per cent.		
Clark's gimlet, per doz.....		0 65
Diamond, Shell, per doz.....		1 00
Nail and Spike, per gross.....		2 25

BUTCHERS' CLEAVERS.		
German.....	per doz.	7 00 9 00
American.....	" 12 00	18 00

CHALK.		
Carpenters' Colored, per gross.....	0 45	0 75
White lump.....	per cwt.	0

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.		
Canadian, discount 40 to 42 1/2 per cent.		
Shingle, Red Ridge 1, per doz.	4 40	
" 2, " " "	4 80	
Barrel Underhill.	5 06	

MALLET.		
Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, " "	1 25	3 75
Lignum Vitae....." "	3 85	5 00
Caulking, each....." "	0 60	2 00

MATTOCKS.		
Canadian.....per doz.	5 50	6 00

MEAT CUTTERS.		
German, 15 per cent.		
American discount, 3 3/4 per cent.		
Gem.....each	1 15	

NAIL PULLERS.		
German and American.....	0 85	2 50
No. 1....." "	0 85	
No. 1573....." "	0 75	

NAIL SETS.		
Square, round and octagon, per gross	3 38	
Diamond....." "	1 00	

PICKS.		
Per dozen....." "	6 00	9 00

PLANES.		
Wood bench, Canadian discount 40 per cent.		
American discount 25 per cent.		
Wood, fancy Canadian or American 3 1/2 to 40 per cent.		
Stanley planes, \$1.55 to \$3.60, net list prices.		

PLANE IRONS.		
English.....per doz.	2 00	5 00
Stanley, 2 1/2 inch, single 24c., double 39c.		

PLIERS AND NIPPERS.		
Rutton's genuine, 3 1/2 to 40 per cent.		
Rutton's imitation.....per doz.	5 00	9 00
Berg's wire fencing....." "	1 72	5 50

PUNCHES.		
Saddlers.....per doz.	1 00	1 85
Conductor's....." "	3 00	15 00
Finners, solid.....per set	0 72	
" hollow.....per inch	1 00	

RIVET SETS.		
Canadian, discount 35 to 3 3/4 per cent.		

RULES.		
Boxwood, discount 70 per cent.		
Ivory, discount 20 to 25 per cent.		

SAWS.		
Atkins, hand and crosscut, 25 per cent.		
Diston's Hand, discount 12 1/2 per cent.		
Diston's Crosscut.....per foot	0 35	0 55
Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, \$6.25; buck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium, \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.		
Spear & Jackson's saws—Hand or rip, 25 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.		

SAW SETS.		
Lincoln and Whiting.....	4 75	
Hand Sets, Perfect.....	4 00	
X-Out Sets....." "	7 50	
Maple Leaf and Premiums saw sets, 40 off.		
S. & D. saw swages, 40 off.		

SCREW DRIVERS.		
Sargent's.....per doz.	0 65	1 00
North Bros., No. 30.....per doz.	16 80	

SHOVELS AND SPADES.		
Bull Dog, solid neck shovel (No. 2 pol.), \$18.50 (Hollow Back) (Reinforced 8 Scorp.)		
Moore.....\$17.50		\$16.30
Bear.....15 00		15 30
Fox.....12 50		14 30
Black Cat.....10 00		13 30
Canadian, discount 45 per cent.		

SQUARES.		
Iron, discount 20 per cent.		
Steel, discount 65 and 10 per cent.		
Try and Bevel, discount 50 to 52 1/2 per cent.		

TAPE LINES.		
English, ass skin.....per doz.	2 75	5 00
English, Patent Leather....." "	5 50	9 75
Chesterman's.....each	0 80	2 85
" steel.....each	0 80	8 00
Berg's, each....." "	0 75	2 50

TROWELS.		
Diston's, discount 10 per cent.		
" & D. discount 35 per cent.		
Berg's, brick, 924x11....." "	4 00	
" pointing, 924x5....." "	2 10	

FARM AND GARDEN GOODS

BELLS.		
American cow bells, 6 3/4 per cent.		
Canadian, discount 45 and 50 per cent.		
American, farm bells, each....." "	1 35	3 00

BULL RINGS.		
Copper, \$2.00 for 2 1/2-inch		

CATTLE LEADERS.		
Nos. 32 and 33.....per gross	7 50	8 50

BARN DOOR HANGERS.		
Steel barn door.....doz. pairs	8 00	10 00
Stearns wood track....." "	4 50	6 00
Zenith....." "	9 00	
Acme, wood track....." "	5 00	6 50
Atlas....." "	5 00	6 00
Perfect....." "	8 00	11 00
New Milo....." "	6 50	
Steel, covered....." "	4 00	11 00
" track, 1 x 3-16 in (100 ft)	3 75	
" 1 1/2 x 3-16 in (100 ft)	4 75	
Double strap hangers, doz. sets	6 40	
Standard jointed hangers, " "	6 40	
Steel King hangers....." "	6 25	
Storm King and safety hangers....." "	7 00	
" rail....." "	4 25	
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		

HARVEST TOOLS.		
Discount 60 per cent.		
S. & D. lawn rakes, Dunn's, 40 off.		
" sidewalk and stable scrapers, 40 off.		

HAY KNIVES.		
Net list		
Jute Rope, 1-inch.....per gross	9 00	
" " " " " " " "	10 00	
" " " " " " " "	12 00	

HEAD HALTERS.		
Leather, 1-inch.....per doz.	4 00	
Leather, 1 1/2 "....." "	5 20	
Web....." "	2 45	

HOES.		
Garden, Mortar, etc., discount 60 per cent.		
Planter.....per doz.	4 00	4 50

LAWN MOWERS.		
Low wheel, 12, 14 and 16-inch....." "	\$2 30	
9-inch wheel, 12-inch....." "	2 85	
" " 14 "....." "	3 10	
" " 16 "....." "	3 12 1/2	
High wheel, 12 "....." "	4 05	
" " 14 "....." "	4 25	
" " 16 "....." "	4 50	

SCYTHES.		
Per doz. net....." "	6 25	9 25

SCYTHES.		
Canadian, discount 40 per cent.		

SNAPS.		
Harness, German, discount 25 per cent.		
Lock, Andrews....." "	4 50	11 00

STABLE FITTINGS.		
Warden King, 35 per cent.		
Dennis Wire & Iron Co., 33 1/2 p.c.		

WOOD HAY RAKES.		
Ten tooth, 40 and 10 per cent.		
Twelve tooth, 45 per cent.		

HEAVY GOODS, NAILS, ETC.

ANVILS.		
Wright's, 80-lb. and over....." "	0 10 1/2	
Hay Budden, 80-lb. and over....." "	0 09 1/2	
Brook's, 80-lb. and over....." "	0 11 1/2	
Taylor-Forbes, handy....." "	0 05	
Columbia Hardware Co., per lb....." "	0 09 1/2	

VISES.		
Wright's....." "	0 13 1/2	
Berg's, per lb....." "	0 12 1/2	

Brook's....." "	0 12 1/2	
Pipe Vise, Hinge, No. 1....." "	3 50	
" " " " " " " " " "	5 50	
Raw Vise....." "	4 50	5 00
Blacksmith's (discount) 60 per cent.		
" parallel (discount) 45 per cent.		

BOLTS AND NUTS.		
Carriage Bolts, common (\$1 list)....." "	Per cent.	
" " " " " " " " " "	60, 10 and 10	
" " " " " " " " " "	55 and 5	
" " " " " " " " " "	50	

Machine Bolts, 1/2 and less....." "	60 and 10	
Machine Bolts, 7-16 and up....." "	55 and 5	
Plough Bolts....." "	55 and 10	
Blank Bolts....." "	55	
Bolt Ends....." "	55	
Sleigh Shoe Bolts, 1/2 and less....." "	60 and 10	
" " " " " " " " " "	50 and 5	
Cosach Screws, cone-point....." "	70 and 5	
Nuts, square, all sizes, 4c. per cent. off.		
Nuts, hexagon, all sizes, 4c. per cent. off.		
Stove Rods, per lb., 5 1/2 to 6c.		
Stove Bolts, 75 per cent.		

CHAIN.		
Proof coil, per 100 lb., 1/2 in., \$6.00; 5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.60; 1 in., \$3.45; 1 1/4 in., \$3.40.		

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 35 per cent.; Jack chain, brass, 40 per cent.		
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HORSE NAILS.		
M.R.M. cold forged process, list May 15, 1907, 50 and 5 per cent.		
"C" brand, 5 1/2 per cent. off list.		
Capewell brand, quotations on application.		

HORSESHOES.		
M.R.M. brand: iron, light and medium No. 1 and smaller, \$3.90; No. 2 and larger, \$3.65; snow pattern No. 1 and smaller \$4.15. No. 2 and larger, \$3.90; "X.L." new light steel, No. 1 and smaller, \$4.25; No. 2 and larger, \$4; "X.L." featherweight steel, No. 0 to 4, \$5.60; toe-weight, all sizes, \$6.85. F.o.b. Montreal. Extras for packing.		

Belleville brand: No. 0 and 1, light and medium iron, \$3.90; snow, \$4.15; light steel, \$4.25; No. 2 and larger, light and medium iron, \$3.65; snow, \$3.90; light steel, \$4. F.o.b. Belleville. Two per cent., 30 days.		
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HORSE WEIGHTS.		
Taylor-Forbes, 3 1/2c. per lb.		

NAILS.		
2d....." "	4 00	3 50
3d....." "	3 15	3 20
4 and 5d....." "	2 90	2 90
6 and 7d....." "	2 80	2 80
8 and 9d....." "	2 65	2 65
10 and 12d....." "	2 60	2 60
16 and 20d....." "	2 55	2 55
30, 40, 50 and 60d (base)....." "	2 50	2 50
F.o.b. Montreal. Out nails, Toronto 20c. higher.		

Miscellaneous wire nails, discount 75 per cent. Coopers' nails, discount 40 per cent.		
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PRESSED SPIKES.		
Pressed spikes, 1/2 diameter, per 100 lbs \$3.15		

RIVETS AND BURNS.		
Iron Rivets, black and tinned, 60, 10 and 10.		
Iron Burns, discount 60 and 10 and 10 p.c.		
Copper Rivets, usual proportion burns, 15 p.c.		
Copper Burns only, net list.		
Extras on Coppered Rivets, 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.		
Tinned Rivets, net extra, 4c. per lb.		

SCREWS.		
Wood, F. H., bright and steel, 7 1/2 per cent.		
" E. H., bright, dis. 8 1/2 per cent.		
" F. H., brass, dis. 80 per cent.		
" E. H., dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., dis. 70 per cent.		
Drive Screws, dis. 8 1/2 per cent.		
Bench, wood.....per doz.	3 25	4 00
" iron....." "	4 25	5 00

Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

MACHINE SCREWS.		
Flat head, iron and brass, 35 per cent.		
Felister head, iron, discount 30 per cent.		
" brass, discount 25 per cent.		

TACKS, BRADS, ETC.		
Carpet tacks, blued, 80 and 5; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75 and 10; 1/2 weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 10; dozens, 75; brush, blued and tinned, bulk, 85 and 12 1/2; Swedes, upholsterers', bulk, 85 and 12 1/2; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails, 30; trunk nails, black, 65; trunk nails, tinned and blued, 55; clout nails, blued and tinned, 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tuffing buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 11; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 35 and 5; trunk tacks, 80 and 10.		

WROUGHT IRON WACHERS.		
Canadian make, discount 40 per cent.		

SPORTING GOODS.		
Cartridges.		

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7 1/2 per cent.; Rim Fire B.B. Round Caps, 60 and 2 1/2 per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7 1/2 p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.		
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LOADED SHELLS.		
"Crown" Black Powder, 15 and 10 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Ballistite Dense Smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.		

EMPTY SHELLS.		
Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.		

WADS.		
Best thick brown or grey felt wads, in 1-lb. bags....." "	\$0 70	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges....." "	0 29	
Best thick white card wads, in boxes of 500 each, 10 gauge....." "	0 35	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges....." "	0 20	

We make Electric Fixtures, Sockets, and Cut-Outs

Mundert & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

CUTLERY AND SILVER-WARE.

RAZORS.		per doz.
Elliot's	4	18 00
Boker's	7	50 11 00
" King Cutter	13	50 13 50
Yade & Butcher's	3	60 10 00
Lewis Bros. "Klean Kutter"	8	50 10 50
Henckel's	7	50 20 00
Berg's	7	50 20 00
Claude Razors and Strope, 50 and 10 per cent		
KNIVES.		per doz.
Farriers-Stacey Bros.	3	50
PLATED GOODS.		
Hollowware, 40 per cent. discount.		
Flatware, staples, 40 and 0, fancy, 40 and 5.		
Hutton's "Cross Arrow" flatware, 47%;		
"Singalese" and "Alaska" Nevada silver		
flatware, 42 p.c.		

SHEARS.		
Claude, nickel, discount 60 per cent.		
Claude, Japan, discount 67½ per cent.		
Claude, tailors, discount 40 per cent.		
Seymour's, discount 50 and 10 per cent.		
Berg's	6	00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.		
Woodyatt Hudson, per doz., net	4	50
BIRD CAGES.		
Brass and Japanned, 40 and 10 p.c.		
COPPER AND NICKEL WARE.		
Copper boilers, kettles, teapots, etc. 30 p.c.		
Copper pitta, 30 per cent.		
ENAMELED WARE.		
White ware, 75 per cent.		
London and Princess, 50 per cent.		
Canada, Diamond, Premier, 50 and 10 p.c.		
Pearl, Imperial, Crescent and granite steel,		
50 and 10 per cent.		
Premier steel ware, 40 per cent.		
Star decorated steel and white, 25 per cent.		
Japanned ware, discount 45 per cent.		
Hollow ware, tinned cast, 35 per cent. off.		

KITCHEN SUNDRIES.		
Can openers, per doz.	0	40 0 75
Mincing knives per doz.	0	50 0 80
Duplex mouse traps, per doz.	0	65 0 65
Potato mashers, wire, per doz.	0	60 0 70
" wood "	0	50 0 60
Vegetable slicers, per doz.	2	25 0 25
Universal meat chopper No. 1.	1	15 0 15
Enterprise chopper, each	1	30 0 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1	35 4 10
" 100 to 103	1	35 2 00
Kitchen hooks, bright	0	62½ 0 62½

LAMP WICKS.		
Discount, 60 per cent.		
LEMON SQUEEZERS.		
Porcelain lined, per doz.	2	20 5 60
Galvanized, " "	1	87 3 85
King, wood	2	75 2 90
King, glass	4	00 4 50
All glass	0	50 0 90

METAL POLISH.		
Tandem metal polish paste	6	00 0 00
PICTURE NAILS.		
Porcelain head, per gross	1	35 1 50
Brass head, " "	0	40 0 40
Tin and gilt, picture wire, 75 per cent.		

LAD IRONS.		
Mrs. Potts, No. 55, polished, per set ..	0	80 0 80
" No. 50, nickel-plated, " " ..	0	92 0 92
Common, plain, " "	4	50 4 50
" plated, " "	5	50 5 50
Asbestos, per set	1	25 1 25

TINWARE.

CONDUCTOR PIPE.		
2-in. plain or corrugated, per 100 feet,		
\$3 30; 3 in., \$4 40; 4 in., \$5 80; 5 in., \$7 45;		
6 in., \$9 90.		
FAUCETS.		
Common, cork-lined, discount 35 per cent.		
SAVATROUS.		
10-inob	per 100 ft.	3 30
FACTORY MILK CANS.		
Discount off revised list, 35 per cent.		
Milk can trimmings, discount 25 per cent.		
Creamery Cans, 45 per cent		

LANTERNS.

No. 2 or 4 Plain Cold Blast,	6	50
Lift Tubular and Hinge Plain, " ..	4	75
No. 6, safety	4	00
Better quality at higher prices.		
Japanning, 50c. per doz. extra.		
Prism globes, per doz., \$1.20.		

OILERS.

Kemp's Tornado and McClary's Model		
galvanized oil can, with pump, 5 gal-		
lon, per dozen	10	92
Davidson oilers, discount 40 per cent.		
Zinc and tin, discount 50 per cent.		
Coppered oilers, 20 per cent. off.		
Brass oilers, 50 per cent. off.		
Malleable, discount 25 per cent		

PAIS (GALVANIZED).

Dufferin pattern pais, 45, per cent.		
Flaring pattern, discount 45 per cent.		
Galvanized washtubs 40 per cent.		

PIECED WARE.

Discount 35 per cent off list, June, 1899.		
10-qt. flaring sap buckets, discount 35 per cent.		
6, 10 and 14-qt. flaring pails, dis. 35 per cent.		
Copper bottom tea kettles and boilers, 30 p.c.		
Coal hods, 40 per cent.		

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.		
Retinned, 72½ per cent. revised list.		

SAP SPOUTS.

Bronzed iron with hooks	1	000 7 50
Eureka tinned steel, hooks	8	00 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64	7	91
7 inch	8	18
Nestable, discount 40 per cent.		

STOVEPIPE ELBOWS.

5 and 6-inch, common	1	32
7-inch	1	43
Polished, 15c. per dozen extra.		

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.		
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TINNERS' SNIPS.

Per doz.	3	00 15
Claude, discount 35 per cent.		

TINNERS' TRIMMINGS.

Discount, 45 per cent.		
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WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13½, \$4.10;		
No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to		
11', 25 per cent.; other lengths 20c. per 100		
lbs. extra; if eye or loop on end add 25c. per		
100 lbs. to the above.		

High Carbon, No. 8, \$2.90; No. 11, \$3.45;		
No. 12, \$3.15.		

BRIGHT WIRE GOODS.

Discount 62½ per cent.		
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CLOTHES LINE WIRE.

7 wire solid line, No. 17, \$4.90; No.		
18, \$3.00; No. 19, \$2.70; 8 wire solid line,		
No. 17, \$4.45; No. 18, \$2.80; No. 19, \$2.50.		
All prices per 1000 ft. measure. F.o.b. Hamil-		
ton Toronto, Montreal.		

COILED SPRING WIRE.

High Carbon, No. 8, \$2.90; No. 11, \$3.45;		
No. 12, \$3.15.		

COPPER AND BRASS WIRE.

Discount 37½ per cent.		
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FINE STEEL WIRE.

Discount 25 per cent. List of extras		
In 100-lb. lots: No. 17, \$5 — No. 18,		
\$5.50 — No. 19, \$6 — No. 20, \$6.65 — No. 21,		
\$7 — No. 22, \$7.30 — No. 23, \$7.65 — No.		
24, \$8 — No. 25, \$8.30 — No. 26, \$8.50 — No. 27,		
\$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 —		
No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34,		
\$17. Extras net-tinned wire, Nos. 17-25,		
\$2-25, 26-31, \$4-40 — Nos. 32-34, \$6. Coppered,		
75c. — oiling, 10c. — in 25-lb. bundles, 15c. — in 5		
and 10-lb. bundles, 25c. — in 1-lb. hanks, 25c. —		
in ¼-lb. hanks, 35c. — in ½-lb. hanks, 50c. —		
packed in cases or cases, 15c. — bagging or		
papery, 10c.		

FENCE STAPLES.

Bright	Galvanized	3 15
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HAY WIRE IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85;		
f.o.b. Montreal.		

GALVANIZED WIRE.

Per 100 lb. — Nos. 4 and 5, \$3.70 —		
Nos. 6, 7, 8, \$3.15 — No. 9, \$2.50 —		
No. 10, \$3.20 — No. 11, \$3.25 — No. 12, \$2.65		
— No. 13, \$2.75 — No. 14, \$3.75 — No. 15, \$4.30		
— No. 16, \$4.30 from stock. Base sizes, Nos.		
6 to 9, \$2.35 f.o.b. Cleveland. In carlots		
12½c. less.		

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	\$0.50	\$0.75	\$1.25	
6 to 9	0.75	1.25	2.00	
10 to 11	1.00	1.75	2.50	
12 to 14	1.50	2.25	3.50	
15 to 16	2.00	3.00	4.50	

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.30; No. 10 gauge, 6c.		
extra; No. 11 gauge, 12c extra; No. 12		
gauge, 20c extra; No. 13 gauge, 30c extra;		
No. 14 gauge, 40c extra; No. 15 gauge, 55c.		
extra; No. 16 gauge, 70c extra. Add 60c.		
for cooping and \$2 for tinning.		
Extra net per 100 lb. — Oiled wire 10c.,		
spring wire \$1.25, bright soft drawn 15c.,		
charcoal (extra quality) \$1.25, packed in cases		
or cases 15c., bagging and papery 10c., 50		
and 100-lb. bundles 10c., in 25-lb. bundles		
15c., in 5 and 10-lb. bundles 25c., in 1-lb.		
hanks, 50c., in ¼-lb. hanks 75c., in ½-lb.		
hanks \$1.		

POULTRY NETTING.

2 in mesh 19 w.g., discount 50 and 5 per		
cent. All others 50 per cent.		

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.62½, per		
100 sq. ft.; in 50-ft. rolls, \$1.67½, per 100 sq. ft.		
Terms, 2 barb. off \$30 days.		

WIRE FENCING.

Galvanized barb.	2	95
Galvanized, plain twist	3	30
Galvanized barb, f.o.b. Cleveland, \$2.70 for		
small lots and \$2.60 for carlots		

WOODENWARE.

CHURNS.

No. 0, \$13; No. 1, \$9; No. 2, \$10; No. 3,		
\$11; No. 4, \$9; No. 5, \$16; f.o.b. Toronto		
Hamilton, London and St. Marys, 30 and 30		
per cent.; f.o.b. Ottawa, Kingston and		
Montreal, 40 and 15 per cent. discount,		
Taylor-Forbes, 30 and 30 per cent.		

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.		
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FIBRE WARE.

Star pails, per doz.	\$	3 50
0 Tubs, " "	15	20
1 " "	13	39
2 " "	11	40
3 " "	9	50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.		
Waggoner Extension Ladders, dis. 40 per cent.		

MOPS AND IRONING BOARDS.

"Best" mops	1	25
"Good" mops	1	25
Folding ironing boards	12	00 18 50

REFRIGERATORS.

Discount, 40 per cent.		
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SCREEN DOORS.

Common doors, 2 or 3 panel, walnut		
stained, 4-in. style	7	25
Common doors, 2 or 3 panel, grained		
only, 4-in. style	7	55
Common doors, 2 or 3 panel, light stair		
per doz.	9	55

WASHING MACHINES.

Round, re-acting per doz.	80	00
Square	63	00
Eclipse, per doz.	54	00
Dowell	39	00
New Century, per doz.	75	00
Daily	54	00

WRINGERS.

Royal Canadian, 11 in., per doz.	34	00
Royal American, 11 in.	34	00
Eze, 10 in., per doz.	3	75
T rms, 2 per cent., 30 days.		

MISCELLANEOUS.

AXLE GREASE.

Ordinary, per gross	6	00
Best quality	10	00 12 00

BELTING.

Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 p.e.		
Agricultural, not wider than 4 in., 75 per cent		
Lace leather, per side, 75c.; cut laces, 80c.		

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel	"	4 50

CARPET STRETCHERS.

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Bullard's	"	6 50

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Tobin Tent and Awning Co., Ottawa

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Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
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Robertson, Jas. Co., Montreal.

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Buffalo Mfg. Co., Buffalo, N.Y.
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Ontario Metal Novelty Co., Toronto

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Canada Metal Co., Toronto.
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Hobbs Mfg. Co., London
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Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

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Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

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Still, J. H. Mfg. Co., St. Thomas.

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Frothingham & Workman, Montreal.

Montreal Rolling Mills Co., Montreal.
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Toronto & Belleville Rolling Mills Belleville.

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Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.

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Canada Metal Co., Toronto.
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Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
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Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roberts, J. N., Jas. Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co., Montreal.

Metal Lath.

Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

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Dominion Wire Mfg. Co., Montreal.

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Vickery, Orlando, Toronto.

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Registers

Pease Foundry Co., Toronto.

Roofing Supplies.

Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
F. W. Bird, East Walpole, Mass.
Buchanan Foster Co., Philadelphia, Pa.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Wheeler and Bain, Toronto

Saws.

Atkins, E. C., & Co., Indianapolis, Ind.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.

Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.

Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.

Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Soil Pipe

McFarlane, Walter, Glasgow

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton.
Hyde, F., & Co., Montreal.

Shelf Boxes.

Cameron & Campbell, Toronto.

Shears, Scissors.

Clauss Shear Co., Toronto.

Shovels and Spades.

Eclipse Mfg. Co., Ottawa.
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.

Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Skates.

Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers

Cavers Bros., Galt

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.

Chown, Edwin, and Son, Kingston

Stoves, Tinware, Furnaces

Canadian Heating & Ventilating Co., Owen Sound.

Copp, W. J., Son & Co., Fort William

Davidson, Thos., Mfg. Co., Montreal

Down Draft Furnace Co., Galt

Guelph Stove Co., Guelph.

Gurney Foundry Co., Toronto.

Harris, J. W., Co., Montreal.

Howard, Wm., Toronto

Kemp Mfg. Co., Toronto.

McClary Mfg. Co., London.

Merrick Anderson, Winnipeg

Pease Foundry Co., Toronto.

Smart, James, Mfg. Co., Brockville

Stewart, Jas., Mfg. Co., Woodstock, Ont.

Taylor-Forbes Co., Guelph, Ont.

Wright, E. T., & Co., Hamilton.

Tacks.

Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tents.

Tobin Tent and Awning Co., Ottawa

Tin Plate.

American Sheet & Tin Plate Co., Pittsburg, Pa.
Baglan Bay Tin Plate Co., Briton Ferry, South Wales
Lyaght, John, Bristol, Newport and Montreal

Turpentine

Defiance Mfg. Co., Toronto.

Ventilators.

Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper

Staunton Limited, Toronto.

Wall Paper Cleaner.

Gilbert, Frank U. S., Cleveland

Washing Machines, etc

Dowswell Mfg. Co., Hamilton, Ont.
The Shultz Bros. Co., Brantford.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.

Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows

London Foundry Co., London, Ont.
Schultz Bros. Co., Ltd., The Brantford.

Wholesale Hardware

Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. A., Sons & Co., Toronto.
Lampough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto

Window and Sidewalk Prisms.

Hobbs Mfg. Co., London, Ont.

Wire, Wire Rope, Cow Ties,

Fencing Tools, etc

Banwell-Hoxie Fence Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound

Montreal Rolling Mills Co., Montreal.

Western Wire & Nail Co., London, Ont.

Wrapping Papers

Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Wringers

Connor, J. H. & Son, Ottawa, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Spring rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN

ARCADE

KEARNEY and
FOOT

McCLELLAN

Nicholson Co.

GLOBE

EAGLE

GREAT
WESTERN

J. B. SMITH

Dominion Works, Port Hope, Ont.

“Seeing is Believing”

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC



ONCE upon a time it was necessary to go out of the Contry for your Pump requirements, but, “Never again” will be your determination when once on our list. We have a number of specialties and we will be pleased to prescribe for your Pump troubles.

McDougall Pumps Are Standard

THE R. McDOUGALL CO. LIMITED
GALT, - ONT.

A COMMON SENSE TALK.

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR AEOLIAN VENTILATORS.

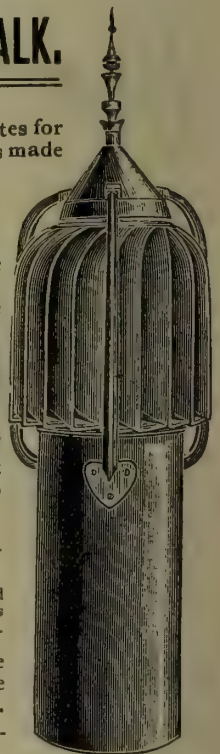
THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building either as to size or as to quality of material.

Ottawa, May 30th, 1901.
Ottawa University,
Messrs. J. W. HARRIS Co., Limited, Montreal.
Dear Sirs: Your “Aeolian” Ventilators placed on our University since three years have given us entire satisfaction.
BROTHER NORMAND.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED
General Contractors - MONTREAL



HARDWARE BABBITTS

No. 1, No. 2, No. 3

The wearing quality of our
HARDWARE BABBITTS
is the secret of the large orders the
HARDWARE MERCHANTS
are sending us. If not on our list
GET IN LINE

LIBERAL DISCOUNTS. TERMS RIGHT

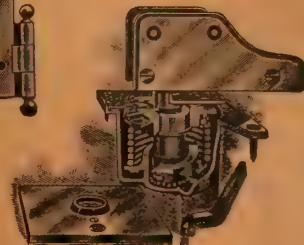
The James Robertson Co., Limited
144 William St., MONTREAL, QUE.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



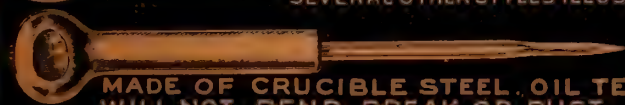
CHICAGO BALL-BEARING
FLOOR HINGE

Chicago Spring Butt Company
CHICAGO NEW YORK
CATALOGUES ON REQUEST

WALKER'S QUICK AND EASY ICE PICKS

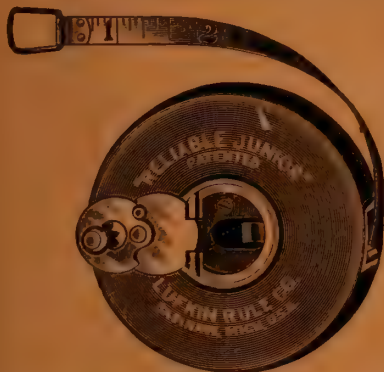


SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE



MADE OF CRUCIBLE STEEL, OIL TEMPERED, ANTI-RUST, NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn.

New York City Branch—230 Broadway

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

TRADE MARK

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve TRADE MARK Medals



Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO. of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

SHEET ZINC ZINC SPELTER INGOT TIN INGOT COPPER

We can quote lowest market prices for immediate shipment from stock Montreal.

B. & S. H. THOMPSON & Co.

LIMITED

Metals, Hardware, Chemicals, etc., etc.

381 and 383 St. Paul St., Montreal

"CANADIAN" SPIRAL PACKING

(Highest Quality)

"Made in Canada"

We've manufactured 90 per cent. of all Spiral Packing sold in Canada during the past twenty years.

Our Packing is Different—and Better

THE
CANADIAN RUBBER CO.
OF MONTREAL LIMITED



Mark of Quality

155 Granville Street, - Halifax, N.S.
Imperial Bank Bldg., } Montreal,
St James Street } Que.
Front & Yonge Sts., - Toronto, Ont.
89 Princess St., - Winnipeg, Man.
403 Cordova St., - Vancouver, B.C.
Dewdney St., - Regina, Sask.
First St., - Calgary, Alta.
Wharf St., - - - Victoria, B.C.

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, JUNE 22, 1907

NO. 25.

"Redcliffe" and "Globe"

The best sheets for corrugating. Uniform in weight.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd, MONTREAL
Managers, Canadian Branch.

E. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & CO.
ENGLAND
SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

Something New Adjustable Display Bracket.



Projects 13 inches

**CAN BE USED
AT ANY ANGLE**

Can be closed up when not wanted
for display purposes.

ARMS—Malleable Iron.
BRACES—Steel.
PLATES—Grey Iron.
FINISH—Japanned.

Manufactured By

TAYLOR-FORBES Co., Ltd.
GUELPH, CANADA

In all Our Experience

we have never known anyone to profit by buying inferior goods, though they buy them at a much lower price.

There is Something more than Price---
"It is QUALITY."

Our **Experience** teaches us that **Quality** is the most **important consideration**.

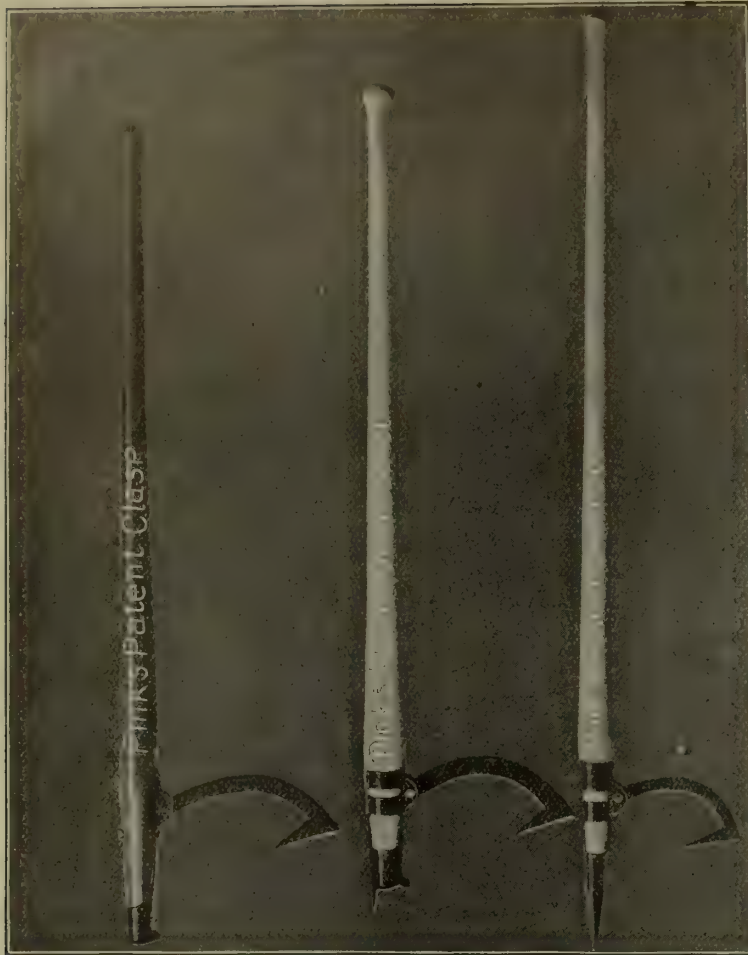
Our Stock of Hardware is of the **Superior Quality**---the **productions** of the **largest** manufacturers who use only the **highest** class of raw materials, **productions** that are the pride of skilled mechanics and designers---**productions** which we are pleased to have the distinction of handling.

To **enumerate our numerous lines** would be impossible, but we might draw attention to our **Tool Department** alone, which is the most complete and embraces the greatest number of the finest grades of tools ever handled by any wholesale house in Canada.

RICE LEWIS & SON

LIMITED

TORONTO.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery

Write for Prices

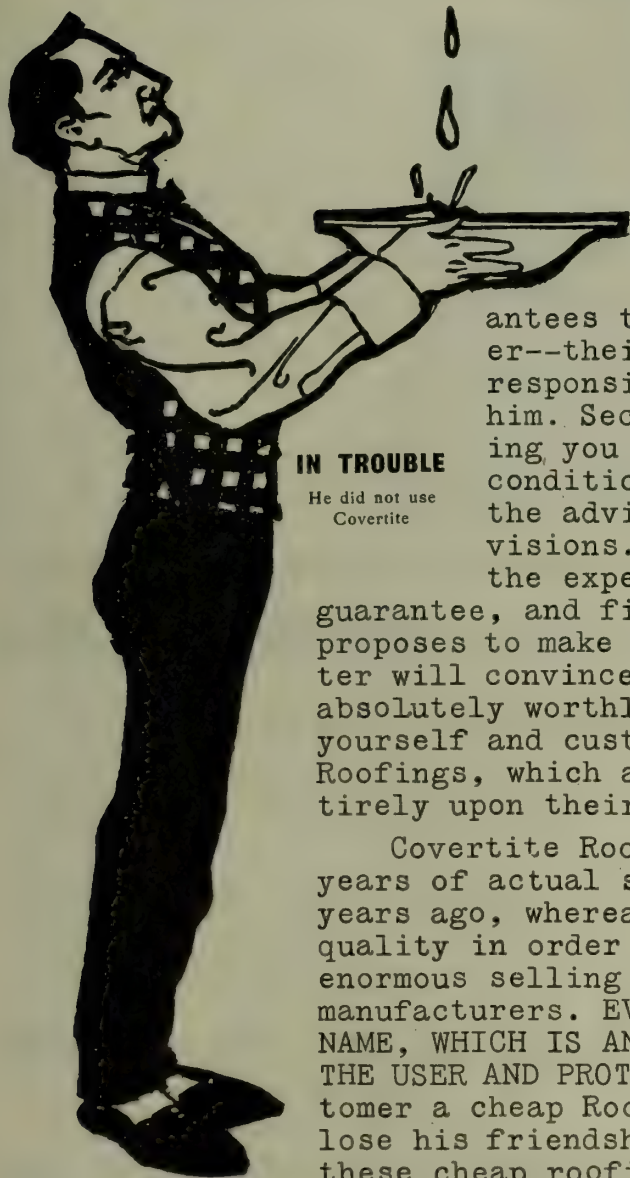
M. & L. Samuel, Benjamin & Co.
TORONTO

Covertite Roofing

THE ORIGINAL HIGH GRADE OF RUBBER ROOFING

NOT THE "JUST AS GOOD" KIND

TESTED BY TEN YEARS OF ACTUAL SERVICE



IN TROUBLE

He did not use
Covertite

Many dealers are forcibly recommending to their customers certain Prepared Roofings, relying entirely upon the manufacturer's guarantee as their protection. This they are obliged to do, not being familiar with the manufacture of roofings, and therefore not being able to rely upon their own judgment.

We have yet to see one of these guarantees that in any way protects the user or dealer--their mission is entirely aimed to limit the responsibility of the manufacturer and protect him. Secure a copy of the guarantee on the Roofing you are handling and read it carefully. The conditions of same are such that you would require the advice of an attorney to comply with its provisions. We would also suggest that you estimate the expense of recoating necessary to fulfill the guarantee, and find out to what extent the manufacturer proposes to make good. A careful investigation of this matter will convince you that these so-called guarantees are absolutely worthless. Do not ruin your trade by deceiving yourself and customers with these supposedly guaranteed Roofings, which are all of inferior quality, and sold entirely upon their advertised reputation.

Covertite Roofing has proven its durability by over 10 years of actual service and is made better to-day than 10 years ago, whereas other Roofings are deteriorating in quality in order to allow a large enough profit to pay the enormous selling and advertising expense incurred by these manufacturers. EVERY ROLL OF COVERTITE ROOFING BEARS OUR NAME, WHICH IS AN ABSOLUTE GUARANTEE OF SATISFACTION TO THE USER AND PROTECTION TO THE DEALER. Don't sell your customer a cheap Roofing that is certain to leak, and thereby lose his friendship and trade. You cannot afford to handle these cheap roofings when you can buy a thoroughly reliable one for about the same money.

Write at once for samples and prices of Covertite Roofing.

Exclusive Canadian Distributors

LEWIS BROS., LIMITED

SHELF AND HEAVY HARDWARE

OFFICES and WAREHOUSES: 14 to 28 Bleury Street

MONTREAL

AND AT

TORONTO
OTTAWA
VANCOUVER
CALGARY
WINNIPEG

Consumers Cordage Co.,

LIMITED

Manufacture every variety of

CORDAGE

PACKING

BINDER TWINE

LATHYARN

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

The Standard Wickless Blue Flame Oil and Gasoline Stoves



Absolutely the cleanest, safest and most easily operated Stoves on the market to-day.

Lights like gas—simply turn on the **oil and apply the match.**

Catalogue shows full line of these stoves. Mailed on application.

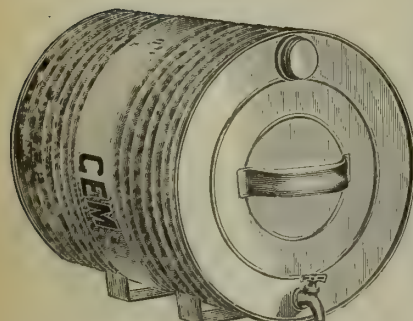
THE GEM OIL TANK

(IMPROVED STYLE)

HOLDS 5 GALLONS

The advantage of this Tank is that it can be carried upright in a waggon, and the tap being then on the top is not in the way. There is therefore no risk of the tap being accidentally opened or knocked off and the oil spilt.

Placed on its Side (as illustrated), on table or shelf at convenient height, it is always ready for use and makes the filling of lamps an easy task.



(Body galvanized after being made up.)

Fitted with Special Dripless Kerosene Tap.

The THOMAS DAVIDSON MFG. CO., Ltd.

MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO.

Only
Wholesale

Wholesale
Only

RAZORS

Heavily silver plated.
Packed in plush-lined case.
No Stropping. No Honing.



Gillette Razor Blade

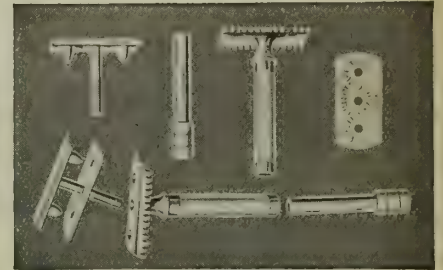
Full size cut of blade.
Ten in a package.



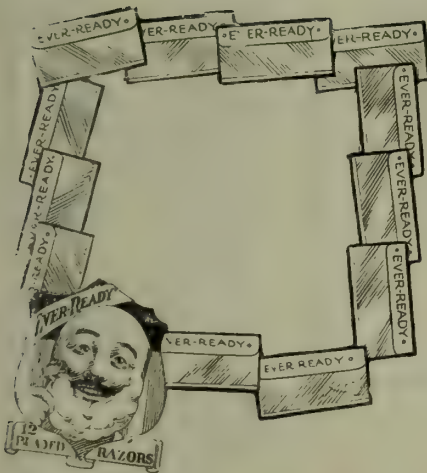
Gillette Razor

In a plush lined leatherette case.

Each outfit contains twelve double edged Razors



Gillette Razor
showing parts.



The "Ever Ready" Safety Razor

Case contains 12 or 24 Blades and is ever ready for instant service. No more dull blades, no more re-honing, no more re-sharpening.



Boker's Razors in Case
Half dozen each of the above, case free



Joseph Elliot & Sons' Celebrated Razors

For fuller lines see our Cutlery Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto, Ont.

We Ship Promptly

Our Prices are Right

**Pulley Blocks
for
Every Purpose**



**We Carry the
Stock
You Sell the Goods**

MANUAL LABOR REDUCED TO A MINIMUM



Tangyes Genuine
Weston Block with
Patent Chain Guides



Tangyes
Genuine

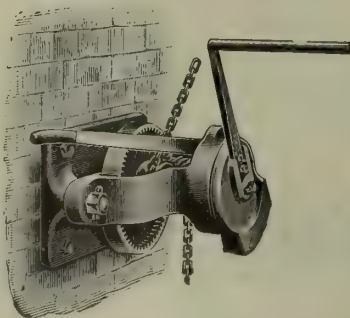


TACKLE BLOCKS

Wood—Steel—Wrought Iron—Galvanized Iron

CHAIN BLOCKS

Weston Pattern—Tangyes Genuine Weston Pattern—Tangyes
Genuine Geared—Round's Spur Geared—Round's Improved



Tangye Wall Crab



Gin Block



Snatch No. 1



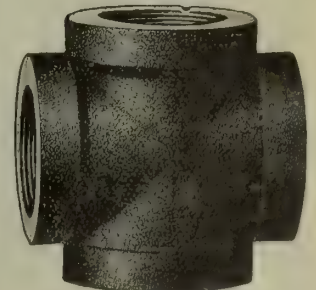
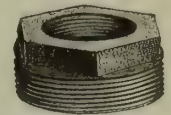
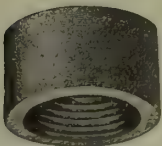
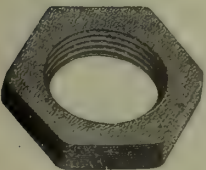
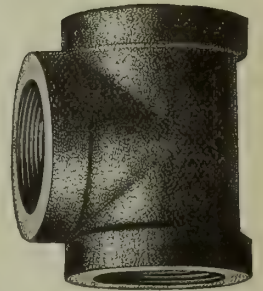
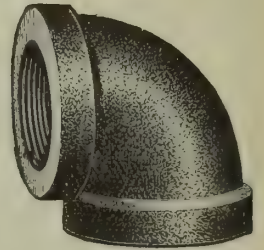
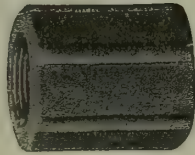
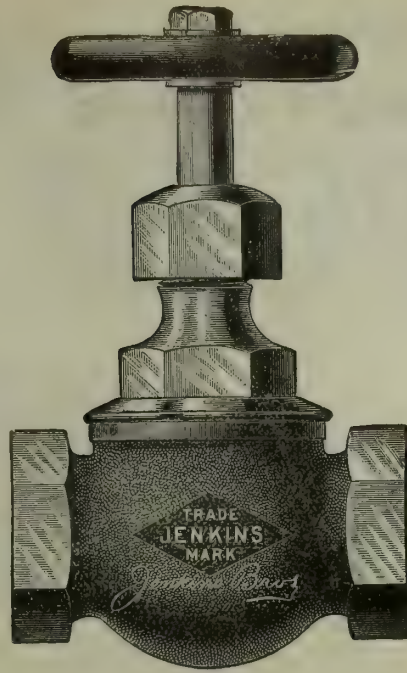
Round's Spur-Geared Block.
with Gear Case Removed

These lines are fully described on pages 273 to 283 in our general catalogue

ASK OUR TRAVELLERS TO QUOTE, OR WRITE DIRECT

MALLEABLE PIPE FITTINGS

CAST IRON PIPE FITTINGS



The annual value of Canada's manufactured products has doubled in 15 years. This must mean that every industry is busy and growing. This growth requires engine and boiler fittings in large quantities.

There is no let up in the demand yet apparent.

Are you getting your share of this trade?

We are in a position to fill orders promptly. We carry large stocks of valves, cast and malleable fittings and other goods, such as you will sell to the mill men and manufacturers.

Let us have your inquiries. Our prices will change them into orders.

Caverhill Searmont & Co

MONTREAL

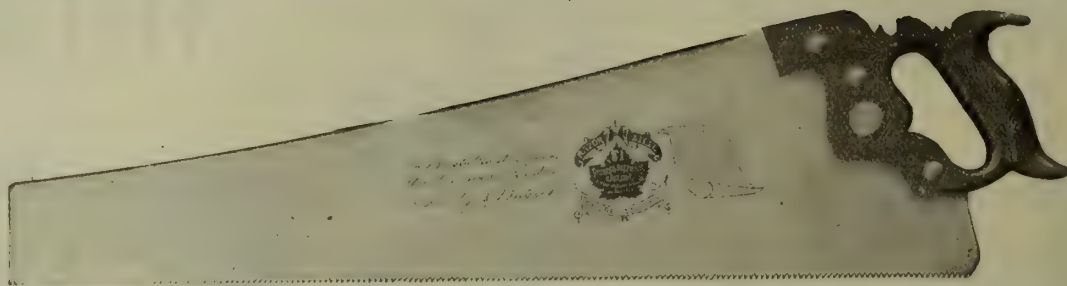
WINNIPEG,

OTTAWA,

QUEBEC,

FRASERVILLE

Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

- **GALT, Ontario**



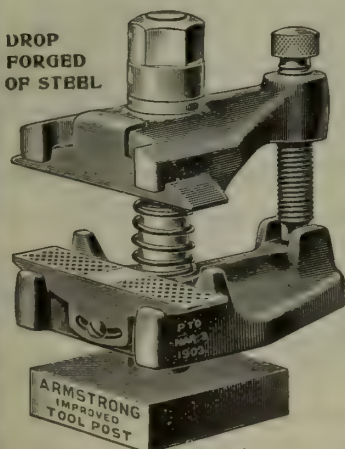
Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. **Made of Simonds Steel.** It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada.

Simonds Canada Saw Co., Limited
TORONTO, ONT. MONTREAL, QUE. ST. JOHN, N.B.

Armstrong Tool Holders

Have saved years of time and thousands of tons of Tool Steel. here's TWO NEW THINGS will prove an equally good investment.

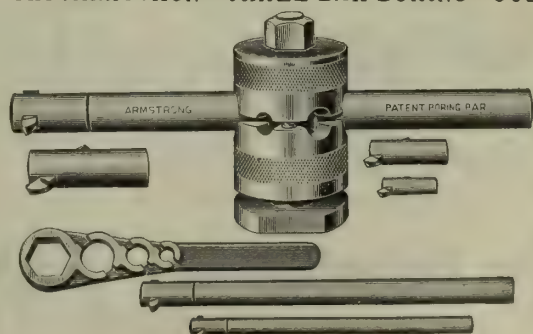


THE ARMSTRONG IMPROVED TOOL POST

Combines the strength and holding power of the strap and stud tool clamp with the convenience of the "open side" and ordinary set screw tool post. A slight turn of one nut releases tool or sets it solidly.

No trouble with "stripping" or "upset" screws.

The ARMSTRONG THREE-BAR BORING TOOL



INCREASES PRODUCTION AND REDUCES COST OF TOOL MAINTENANCE

CUTTERS CANNOT JAR LOOSE—
HIGH SPEEDS AND BIG FEEDS
—ONLY SET THEM TIGHTER

SOLD IN CANADA BY:—Williams & Wilson, Montreal; Alkenhead Hardware, Limited, Toronto; A. R. Williams Machinery Co., Toronto; Winnipeg, Vancouver; Wood, Vallance & Co., Hamilton; Frothingham & Workman, Limited, Montreal; H. W. Petrie, Toronto.

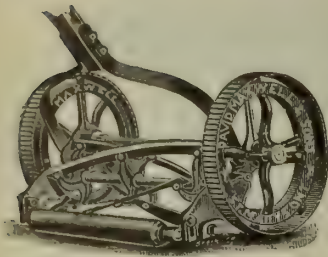
WRITE FOR OUR LATEST CATALOG.

ARMSTRONG BROS. TOOL CO., 106 N. FRANCISCO AVE.
"THE TOOL HOLDER PEOPLE" CHICAGO, U.S.A.

A TRINITY OF TRADE BUILDERS

Maxwell Lawn Mower

Two Household Favorites



The name means clean-cutting, durability and finish.



Stock them. They come near selling themselves.



David Maxwell & Sons, St. Mary's, Ont.

SIMPLE

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

DURABLE



RELIABLE

STYLE P.

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

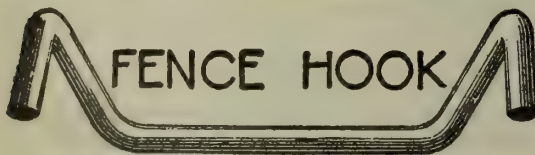
DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



FENCE HOOK

WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT.

PRIEST'S CLIPPERS

Ball Bearings

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

Wolbusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

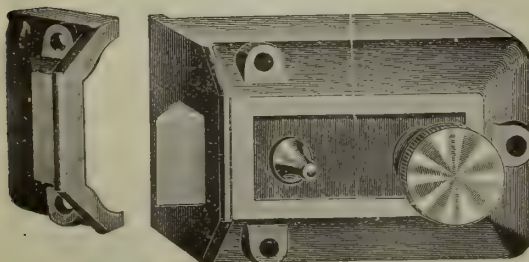
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



Cylinder Night Latch, No. 103.





SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches throughout The United States.

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle, with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.



Majestic Polishes

PASTE OR LIQUID

MAJESTIC

Has no superior. Made in Canada by Canadians, for Canadians. Write for samples and prices.

MAJESTIC POLISHES, LIMITED

575 YONGE STREET, - TORONTO, ONTARIO



ENAMEL PRESERVING KETTLES

Apply

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.

ATKINS SILVER STEEL SAWS



are profitable Saws. Full of Quality, you can safely recommend them to your trade. Every Atkins Saw you sell, sells others—There's money in them for YOU. Shall we call?

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,
Home Office and Factory, Indianapolis, Ind.
Canadian Branch—No. 77 Adelaide St., E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and give your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB
65 SHANNON STREET
MONTREAL

Refined Bar Iron

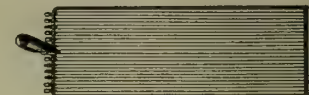
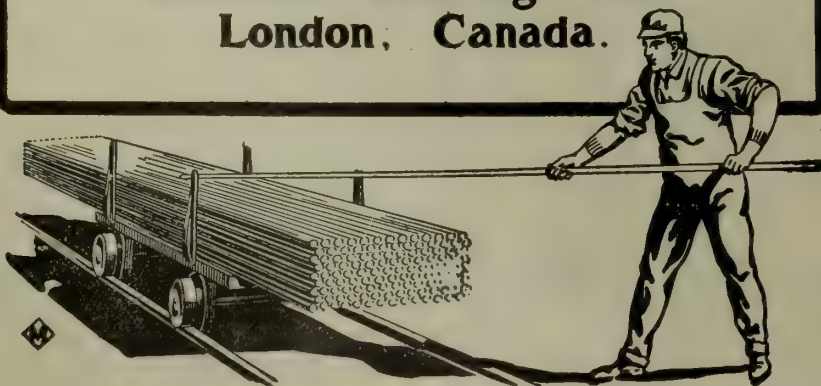
It is false economy to use poor quality bar iron. London Bars are the products of long experience, and the great demand for them is due to their uniform high quality.

They come in two grades, Common and Refined, and re-work with the greatest facility.

A trial order solicited.

SS

London Rolling Mills
London, Canada.



When in the market for GANG CHEESE PRESSES and up-to-date CURD CUTTERS just sit down and write to **JAMES & REID, Perth, Ont.** For FARMER'S FEED COOKERS write **JAMES BROS. FOUNDRY CO., Perth, Ont.**

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO

—Manufacturers of the celebrated—
"Saugeen Brand"
OF PORTLAND CEMENT

Prices on application. Prompt shipment

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

WORK AND PRICES RIGHT GALVANIZING
ONT WIND ENGINE & PUMP CO.
TORONTO, ONT. LIMITED

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.



DOMINION WIRE MANUFACTURING CO.

MONTREAL

TORONTO

LIMITED

Stove Pipe Wire

We have on hand a good stock of STOVE PIPE WIRE and can make prompt deliveries.

Strand Guy Wire

For Guys on Poles and Smoke Stacks, Semaphore and Signal Purposes, Span Wires for Trolley Lines and Suspension Wires for Electric Cables. We can make prompt shipments of all sizes and cut to any desired lengths.

Steel Wire Barrel Hoops

CHEAPER and BETTER, "on all Barrels where wooden hoops are used." We will quote prices and send samples upon application.

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,**

Wellsville Polish, Range Steel,

Wood's "A" Planished Iron,

Black Steel specialties for all purposes,

Tinplates, Coke and Charcoal, all grades,

**Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

The Best on the Market

This is the opinion of all Hardware Men who have had the Empire Imperial and Champion Axe Handles. WHY? BECAUSE the quality and finish of them cannot be surpassed.

If you have not already had them you should not delay in ordering them as they are in great demand. We also make all kinds of Hammer, Sledge and Pick Handles.

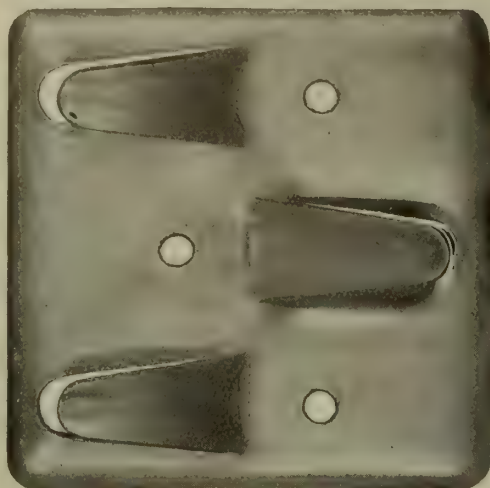
Write for free lists and discounts.

J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

Limited

ANCHOR CLOTHES LINE HOLDER



Either for outdoor, or inside house. Don't have to leave your lines out to the weather. Can put them up in a few seconds; no knots, no trouble, galvanized steel, no rust. The only article of its kind that has all the requirements—cheap, durable. Every house in Canada should have them.

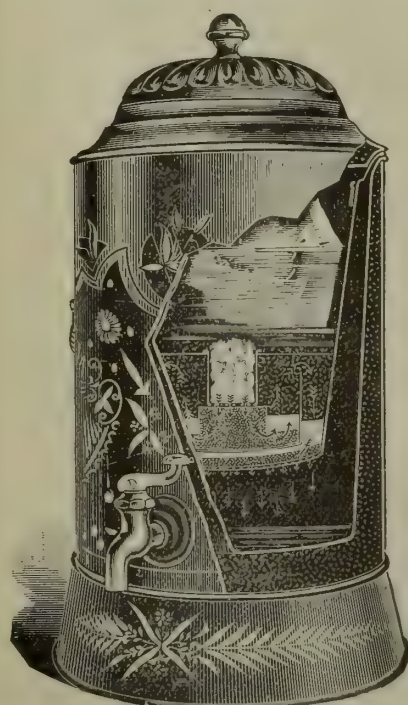
Cleanliness is Next to Godliness

Wash your clothes, put out your line and use the Anchor Clothes Line Holder.

Ontario Metal Novelty Mfg. Co.,

111 King Street East, :: :: TORONTO

The
Buffalo Manufacturing Co.
Buffalo, N.Y.



When you get our goods you know you get THE BEST.

We manufacture

**Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.**

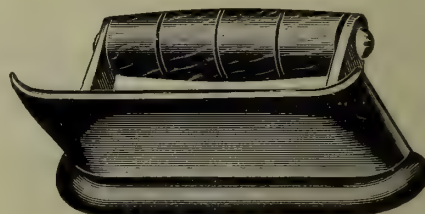
All High Grade and exceedingly presentable.

Represented by
H. F. McINTOSH & CO.
34 Yonge Street,
TORONTO, - ONT.

Write for Catalogue

The Contractors

are busy. Get your supplies of



**Edgers, Jointers,
Pounders, Dot Rollers,
Curb and Gutter Tools,
Wheelbarrows, etc.**

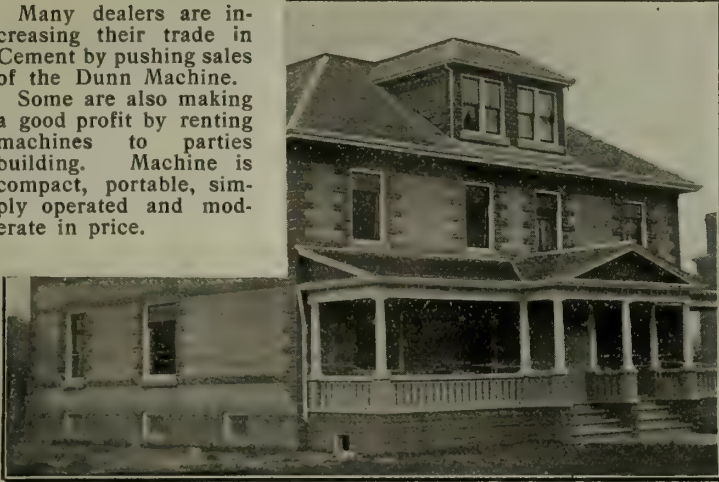
FROM

The London Foundry Co.
London, - Canada

The Dunn Hollow Concrete Block Machine

Many dealers are increasing their trade in Cement by pushing sales of the Dunn Machine.

Some are also making a good profit by renting machines to parties building. Machine is compact, portable, simply operated and moderate in price.



WRITE US FOR CATALOGUE H.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Queen City Water White Oil GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

Say FAIRBANKS

to your dealer when you want a valve of any kind.

Our business in this line has been built upon the

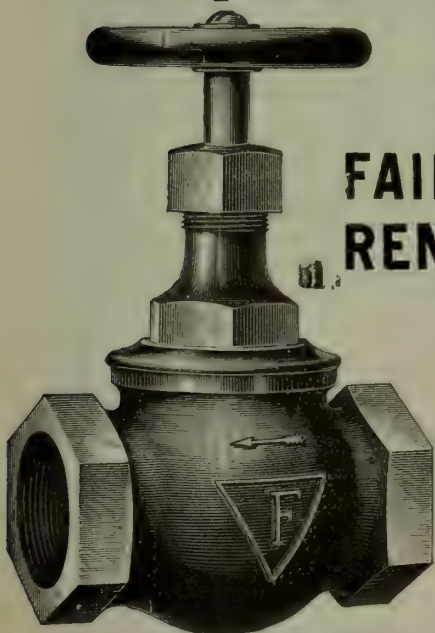
FAIRBANKS RENEWABLE DISC VALVES

SEND FOR CIRCULAR

The Canadian
Fairbanks Co.
LIMITED

MONTREAL
TORONTO

WINNIPEG
VANCOUVER



THE WAGGONER EXTENSION LADDER



is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired. Every painter, tinner, stacker and farmer needs one.

Write for circulars and prices.

The Waggoner Ladder Co., Ltd.

LONDON, - - CANADA

E. H. Briggs Co., Ltd., Western Representative
Winnipeg, Min.

MITCHELL'S SELF-TESTING SAFETY CODE

REVISED EDITION

A New and Scientific System for the Transmission of Messages by Telegraph or Cable, so arranged that one word may convey several meanings, such as Article, Quality, Price, Quantity, Terms, etc.

By other codes three and four words are required to express what this system will convey in one word, thus costing three and four times as much as the same message if sent by this system.

EXAMPLES

Code Words

LUDELSPIEL MEBDIKOLAF WOCUMZEXGI—Ship by Cunard Steamer from your port 28th June, 150 pieces Bevelled Plate Glass, 18" bevel, 18 1/2 x 24".
WULYRSABNI—S eelsheets 27 g. 24 x 101", 10,000 packages.
WUPUHBABHE—Wire Nails 5d. Buy 500 kegs.
WIWULKAFDE—Rosin, "T" quality, quote cost and freight shipment 1st half of next month, 200 barrels
XASYSJABBA—Delivery Waggon Platform Springs 2 to 3,000 lbs., increase our order to ten.

Try these with your codes. An 8-page prospectus with full particulars sent free on request.

The Mitchell Self-Testing Safety Code Co.

8 COLBORNE ST. - TORONTO, CANADA

BANNER COLD BLAST LANTERNS



Made from

Heavy Welsh
Tin Plates

Fitted with

Side Crank
Lift and
Countersunk
Oil Feed

—Attractive—
—Windproof—

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The Man Who Knows



insists on the famous Boeckh line of brushes because he has actually tried and tested them in every possible way and against all makers. And—the man who knows is a pretty numerous party.

The reasons for the immense superiority of the

BOECKH BRAND

lie in the following facts:

We have representatives permanently located in the countries of Europe and Asia where the best bristles come from. This, combined with our almost unlimited resources, assures buying advantages beyond the reach of our competitors. And our factory, which is the largest in Canada, is equipped with thoroughly up-to-date, dollar-saving machinery.

Stock Boeckh's Brushes and you stock the best and most profitable line.

UNITED FACTORIES, LIMITED

TORONTO, - CANADA

PROPER BOOKKEEPING OR JAIL

Because he failed through keeping no books,
The Canadian Merchants Protective
Association have entered proceedings
against a man.

The law says:

"Any man who fails and who has
not for five years before his failure kept
proper books shall be liable to a fine of
\$800.00 and one year's imprisonment."

It is cheaper to keep proper books than to
pay a fine of \$800.00
and go to jail for a year,
isn't it?

* * * *

Business Systems



bookkeeping is proper bookkeeping—the mod-
ern way of doing it.

Business Systems Monthly Account
System, especially adapted to retail
business, not only keeps your own
books straight, but, as well, your
customers' accounts any time and all
the time.

* * * *

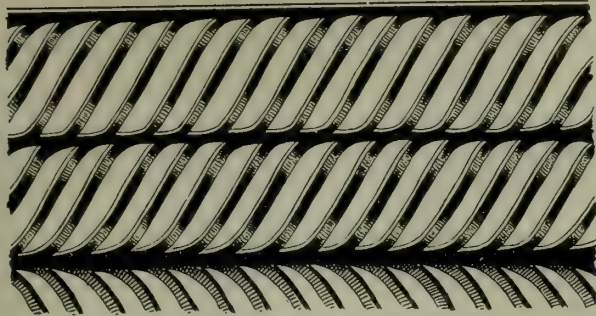
We would like to tell you more about
this, and you don't have
to buy unless you want
to, either.

Drop us a post card
for information.

86a

**BUSINESS
SYSTEMS
LIMITED**

**84 SPADINA AVENUE
TORONTO - - - CANADA**



"HERRINGBONE" LATH

is the kind for you to handle, for profit and satisfaction.

IT IS THE STIFFEST EXPANDED METAL LATH MADE. That makes it easy to apply and plaster.

ITS EDGES ARE ABSOLUTELY UNIFORM. That's why there is no waste in applying.

IT HAS A PERFECT "KEY"—one which not only locks the mortar, but permits it to envelope the entire metallic surface, WITHOUT WASTE OF PLASTER. That makes for economy in plastering.

In every way "HERRINGBONE" is the most satisfactory lath for CEILINGS, PARTITIONS, COLUMNWORK, STUCCO, CEMENT SIDING and for SKELETON FRAMEWORK OF SLUICES, VIADUCTS, ETC.

Let us send you a sample of "Herringbone."

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Ltd.

PRESTON AND MONTREAL

SALES AGENTS:

ST. JOHN, N.B.
Emerson & Fisher

QUEBEC
J. A. Bernard

WINNIPEG
Clare & Brockest

CALGARY
Ellis & Grogan

Eureka Hangers

The best on the market.

Particular men say so—so we merely repeat their statements. It does hold the collar correctly, and a well-made coat cannot wrinkle on this hanger. The only hanger which holds the concave shoulder properly in place.



The Eureka Trousers Hanger is the simplest and best. No rough edges to mar the finest fabric. The adjustable hook can be turned down to occupy the least possible space.

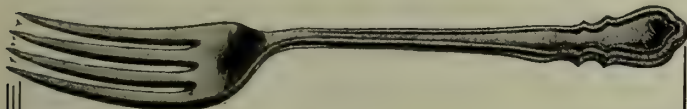


Ornamental, Economical and Useful. Hence the best possible sellers. Let's mail you interesting facts.

Forsyth Manufacturing Co.

Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



THE ORIGINAL

"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



SUPPORT CANADIAN INDUSTRIES

FREE TO HARDWARE DEALERS



We are supplying electros of the cut in this ad. for use in your local advertising, besides offering special terms for immediate orders for

"LION" Brand

PUTZ TRIPLE EXTRACT

METAL POLISH

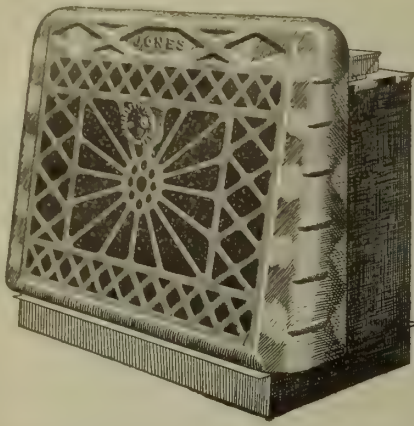
IN LIQUID OR PASTE

The most reliable metal polish in the market. Once tried always used.

Support Canadian Industries

Manufactured by

English Embrocation Co., Montreal



The Shrewd Dealer preaches economy to his customers because it is sound commercial sense to do so. Give your customer concrete evidence that you safeguard his interests and he is your friend and customer for keeps. That's one reason why lots of Dealers recommend the

JONES SIDE-WALL REGISTERS

It saves actual money when it comes to the installing of a heating system. It reduces piping 50 per cent. An eight-roomed house can be heated with two 14-inch pipes. Then, practical men have decided that Jones Side-Wall Register cuts the fuel bill by 40 per cent.

WRITE FOR MORE FACTS

The Jones Register Co.

732 King St. West

Toronto, Canada

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.



H. & C. No. 100.

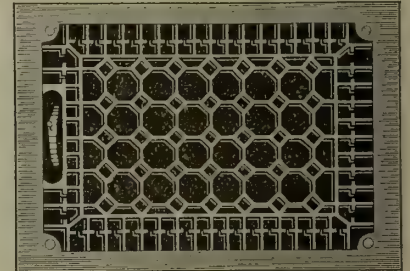
FERROSTEEL REGISTERS

The only house in the world manufacturing

CAST IRON FLOOR
SEMI STEEL FLOOR
WROUGHT STEEL FLOOR
CAST IRON SPECIAL SIDE WALL
WROUGHT STEEL SPECIAL SIDE WALL
FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS
DEFLECTORS, PANCAKES, WAFERS

In all Designs and Finishes.
Mechanism Perfect.
Capacity Greatest.
Finish Unsurpassed.

No reputable line can undersell us.



MOORISH DESIGN

FERROSTEEL COMPANY, - - CLEVELAND, OHIO

"Brantford" "Roofing"

Manufactured from pure Asphalt, properly blended, producing the highest waterproofing test (which we can produce), and the nearest fireproof of any ready roofing on the market. Equally durable in hot and cold climates. Not affected by acids or alkalis. Put up in rolls containing 108 sq. feet, 40 1/2 feet long and 32 inches wide, sufficient to cover 100 sq. feet of roof.

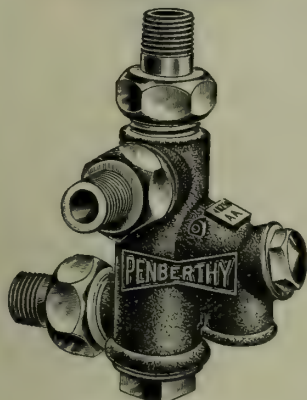
Nails and liquid cement for laying packed inside each roll. Write for samples and prices, and our **SPECIAL OFFER.**

Brantford Roofing Co., Limited, Brantford, Can.





GENUINE

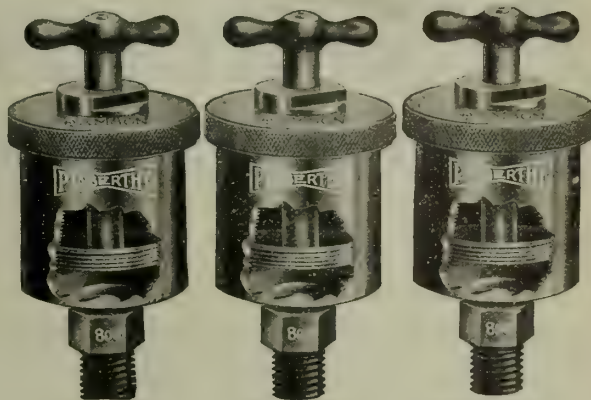


AUTOMATIC INJECTOR

**"The Most Perfect Type
of
Automatic Injector"**

**We
Want Every
Hardware
Dealer
to Stock
Our Lines**

ASK YOUR JOBBER



"Samson"

"Samson"

"Samson"

**POSITIVE SCREW COMPRESSION
GREASE CUP**

Well Made and Durable

PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.

PAROID ROOFING

"The Test of Time is the Test that Tells."



Plant Steamship Co.'s Wharves, Halifax, N.S., roofed with Paroid.

other lines as well.

A delay at this season is expensive, means good business lost.

Write to-day for the proposition.

F. W. BIRD & SON, Makers

Established in U.S.A. 1817

Factory at HAMILTON, ONT.

Offices at Winnipeg, Man., and Hamilton, Ont.

Why not handle a ready roofing that you can really endorse — one you would sell your best friend — one you would put on your own buildings?

Ask for our Paroid proposition.

No expense until we have proved, to your satisfaction, that you can handle Paroid profitably.

Our selling plans bring customers to your store and your

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for **"F. F. CO." Brand**

**GALVANIZING
AND TINNING**
THE CANADA METAL CO.
TORONTO, ONTARIO.

"The Tool Holder People"

**ARMSTRONG
BROS. TOOL CO.**

Manufacturers of Armstrong Patent Lathe and P and Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

Amatite

ROOFING

SAVES YOUR MONEY

Amatite is a ready roofing of superior durability with a mineral surface requiring no paint or coating.

There is the whole story of Amatite in a nutshell.

Its low price combined with the fact that it requires no paint makes Amatite the *most economical ready roofing on the market*. Other roofings require constant attention and care. Failure to paint regularly means a leaky roof. If you count the cost of this periodical painting and add it to the first cost of these roofings, the total makes Amatite seem cheap indeed.

The first cost of Amatite is the only cost. The first cost of the "paint-me-quick-or-I'll-leak" roofings is only the beginning.

There is nothing flimsy about Amatite. It is made to last. There is twice as much material in it as there is in most roofings—the weight of a roll tells that. It is easy to lay, requiring no skilled labor or special tools. Investigate the facts. They are in our new, free booklet. We send it free with sample of Amatite. Write at once.

Paterson Manufacturing Co., Ltd.,

Canadian Agents.

Toronto

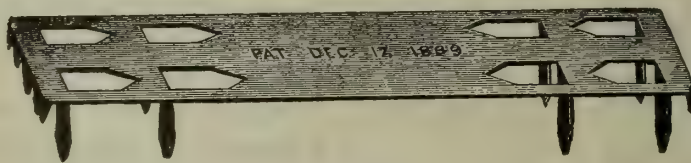
Montreal

St. John, N.B.

Halifax, N.S.

Winnipeg

WARMINTON'S CLUTCH NAILS



The best labor-saving device for the Shipping Room. By their use you can make old cases stronger than new. Order a sample lot.

J. N. WARMINTON

43 Scott St., Toronto.

207 St. James St., Montreal.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

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OTTAWA, ONT.

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QUÉBEC, QUE.
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LONDON, ONT.
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WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



High Grade Printing

from the conception of the idea to the finished job—we are now ready to produce in our **NEW PRINTING DEPARTMENT**

With everything new—

NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—

NEW PRESSES—the latest products of the press makers—

NEW TYPE—the best faces selected from the stocks of leading foundries and a

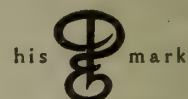
NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish layouts, dummies, schemes and designs for anything from a letterhead to a catalog—

If you want
"printing that's
different"
let us hear from you

MACLEAN PUBLISHING CO. LTD

John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG

PRINTING DEPT
Charles Edward Peabody
Manager



To
EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge

Non-Staining Cement

Iron Glad

Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

**Drain Pipes
Plaster, etc.**

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

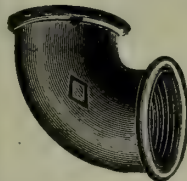
MONTREAL

High-grade Bathroom Fixtures



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto



"Diamond" brand Fittings

hold the market because of proven superiority. The finish is smooth, the threads perfect, the material is first-class.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA



Don't Stop

Tackle Block. Saves the labor of two or three men. 600 to 5,000 pounds capacity.

to ask your neighbor, lift the load yourself with **The Burr Self-Locking**

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio



BEAVER POST-HOLE DIGGER

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break

Special Discounts to Trade

CANADA FOUNDRY COMPANY LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg
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Farley = Phillips, Limited

MANUFACTURERS OF

Silverware, Cutlery and Cut Glass

Special designs made for special customers. Will also carry an exquisite line of English China and Pottery. Do not give your orders before you communicate with us. Catalogue on application.

New Premises, Factory and Showrooms: Corner St. Catherine & St. Urbain Sts.
Montreal. Head Office for Canada.

Safeguard Your Customer's Bank Account

Yesterday that would have been considered unsound business advice. To-day shrewd men regard it as the essence of commercial sense. The dealer who safeguards his customers' interests clinches their trade for all time. That's just why you should stock and recommend

MAXIMUM LIGHT GLASS

Maximum Light Glass, as the name implies, is a form of window glass, scientifically manufactured and so arranged as to draw the Light from the sky and diffuse that Light into the remotest corners of otherwise dark and practically useless apartments and spaces. In other words—with Maximum Light Window Glass in your windows there would be daylight in the remotest corner of your store while there was daylight in the sky. Let us mail you particulars.

The Hobbs Manufacturing Co., Limited
LONDON TORONTO WINNIPEG



The John Morrow Screw, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO

CELEBRATED

HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.



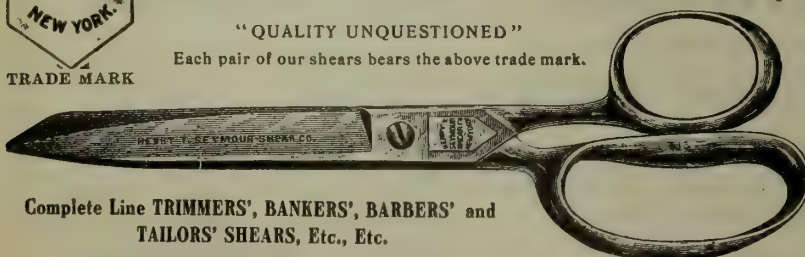
SEYMOUR SHEARS

have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

TRADE MARK



Complete Line TRIMMERS', BANKERS', BARBERS' and
TAILORS' SHEARS, Etc., Etc.

HENRY T. SEYMOUR SHEAR COMPANY



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Latest Catalogue will be sent in exchange for your business card.

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Agents

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CONTRACTS

mean dollars for the pockets of
contractors. The weekly re-
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tell where contracts may be had.
\$2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

ONE CENT

Is it worth one cent to know well
not only the paints and brushes you
are selling but also those your com-
petitor is selling? A Post Card sent
to our advertisers will bring you full
information about their goods.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO. OF ONTARIO, Limited.

Water Proof Floors for
Malt Houses, Brew-
eries, Slaughter Houses,
Cheese Factories, Cel-
lar, Stable Floors, etc.

Head Office
Ingersoll, Ontario.
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Ask for quotations for
Septic Tanks.

DOLLARS FOR YOU

There are dollars for you in that Range and they'll roll in just about the time you need them most. In the warm sultry days trade lags, and the women of your town will be on a still hunt for **THE OXFORD GAS RANGE**, because it is easily the best by any test on the market.



The Oxford Gas Range "1907" Series For Natural Gas

is a beauty. It embodies all the good points of The Oxford Gas Range, "B" Series, and also some unique ones which will ensure it a welcome where natural gas is used.

The Oven of this range is perfect. The bottom of the oven is cast iron with a heavy brick lining half an inch thick, patented. The brick lining means that even the fierce heat of natural gas cannot warp the bottom of this oven.

Send for full particulars about this range and if you decide that there isn't **DOLLARS FOR YOU** in The Oxford, we'll drop the matter.

Remember, you're the judge. Write to-day.

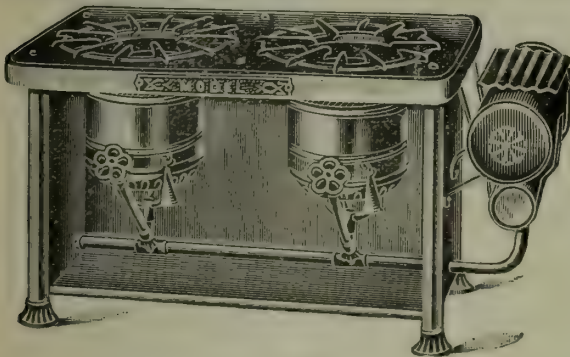
The Gurney Foundry Company, Limited

Toronto Winnipeg Vancouver Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.

THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta.

Warm Weather Goods



MODEL
Wickless Blue Flame Oil Stove

The sale of Gas, Gasoline and Oil Stoves, Gas Hot Plates, Refrigerators, Ice Cream Freezers, and other specialties for summer use will open up with a rush one of these days. Have you a sample of our different lines in stock? If not, you should lose no time in getting them, as many sales will go to the other fellow if your stock is not freshened up.

We have heavy stocks in all lines at all our warehouses, and can supply on short notice. Telephone, telegraph or write your orders at once, and they will be filled the same day.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

"Everything for the Tinsmith"

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON



CHAIN

Proof, B.B., B.B.B., Cable, Stud Link, etc.

This Chain is manufactured from A SPECIAL GRADE OF SOFT STEEL by a reliable maker, and not bought in the open market.

JAMES BARBER, Era Works, Sheffield.

HIGHEST GRADES OF

TABLE and POCKET CUTLERY, RAZORS, CARVERS, Etc.

J. H. ROPER

CANADIAN REPRESENTATIVE

82 St. Francois Xavier Street, - MONTREAL



Ask for the Proofs, Mr. Hardware Merchant!

Calling a fence the best field fence on the market does not make it so. We say that the

Dillon Hinge Stay Field Fence

is the best ever sold. The farmers of the country say the DILLON is the best. But we do not ask you to believe either the farmers or us. Ask for the proofs and we'll tell you just why our HIGH CARBON WIRE FENCES are best.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by

Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

FOREIGN TRADE TOUR

Of Interest to Canadian Manufacturers

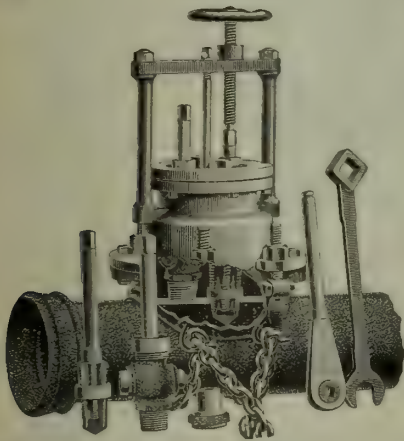
On July 3rd, 1907, Mr. B. Olney Hough, editor of the AMERICAN EXPORTER, will sail from New York on an extended tour—embracing 16 countries of Europe and consuming over 4 months of time—for the purpose of bringing about a closer commercial acquaintance between the foreign buyer and the manufacturers of the United States and Canada represented by us on this tour. Is there any one in Europe that you would like us to call on in your interests? Do you want to establish foreign agencies? Do you want names of buyers of your line of goods in Europe? Full particulars showing how we can serve you on this tour will be sent on request. No commission is charged either the manufacturer or the foreign buyer for these services.

AMERICAN EXPORTER

THE WORLD'S LEADING
EXPORT PUBLICATION

135 William St., New York

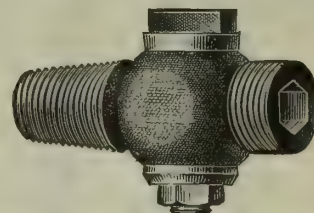
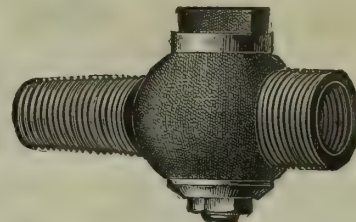
WATER - WORKS SUPPLIES



Tapping Machine for tapping main under pressure

We make a full line of Main Cocks, Service Cocks, Kerb Cocks (inverted Key), Couplings, etc.

We handle General Supplies—Iron Pipe and Fittings—Water Gates—Pipe Tools—Gasolene Furnaces—Lead Joint Runners—Pipe Cutters for Cast Iron Water Pipe. Tapping Machines, etc., etc.



Illustrating Main Cocks without coupling and tail

Send for Water-Works Supplement

The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. W.
TORONTO

Dealers in Plumbing Equipment have a Practical Guarantee



of larger profits and greater satisfaction in handling

STANDARD IDEAL CAST IRON PORCELAIN ENAMELED WARE.

Made in Canada from designs calculated to meet every requirement of the trade, it is a ware that embodies in itself the durability of iron combined with the rich white finish derived from perfect porcelain enameling.

STANDARD IDEAL PORCELAIN ENAMELED WARE.

one-piece construction, leaving no joints, turns or crevices for dirt, dust or germs to accumulate. It is absolutely Sanitary.

We make Bath Tubs, Sitz Baths, Shower Baths, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Sinks, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances, etc.

WRITE FOR CATALOGUE

The Standard Ideal Co., Limited

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO,

128 West Craig Street, MONTREAL, and 24 Telfer Block, WINNIPEG

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

The Best Food Chopper



MR. DEALER! If you want to handle the best Food Chopper on the Canadian market, the Food Chopper particular housewives demand, you will stock the

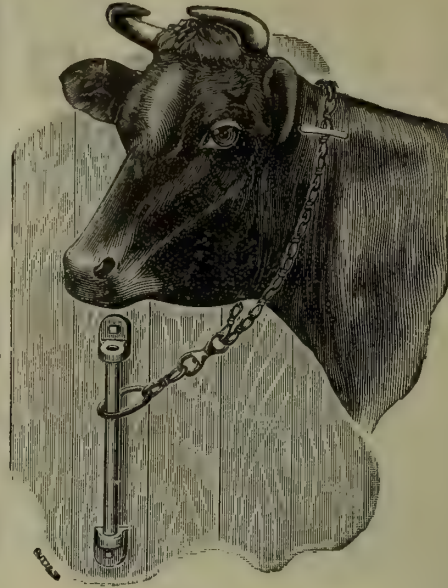
**SHIRREFF
FOOD
CHOPPER**

because of merit and merit alone

The Shirreff is a guaranteed machine, made in Canada. All parts tinned to prevent rusting. It works easily and quickly. Write for particulars,

SHIRREFF MFG. CO., Limited
BROCKVILLE, ONT.

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**PATENT
COW
TIES**

These Cow Ties have stood the test for years.

Undoubtedly the best and strongest on the market.

It will pay to handle only the best.

A complete line of all sizes ready for shipment.

**For Sale
By All Jobbers**

THE B. GREENING WIRE CO.,
LIMITED

Hamilton, Ont.

Montreal, Que.



**The Finest Family
Polish on the market.**

BLACK JACK

AT YOUR JOBBERS'

Jardine Hand Drills New Designs

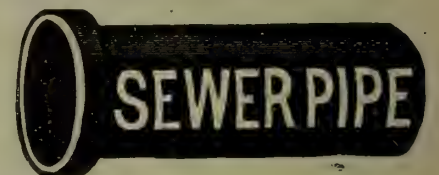
Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.



Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

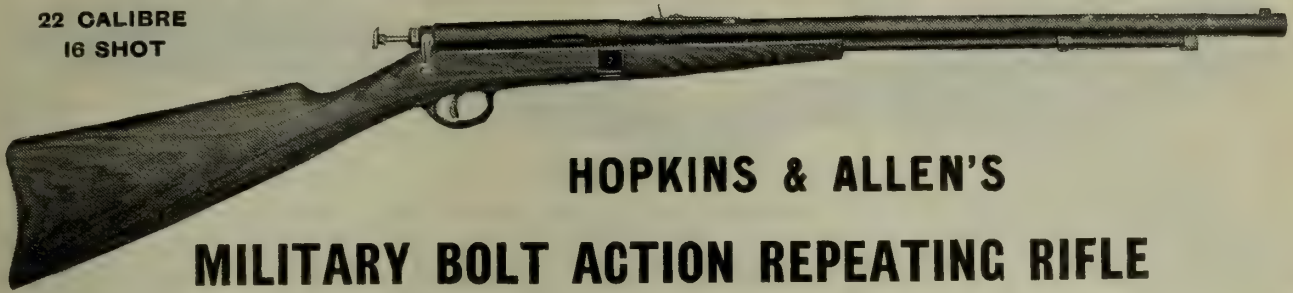
KANDA & CO., 45 Basinghall St.,
LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.
TORONTO

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

\$10⁷⁵
LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
8 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.



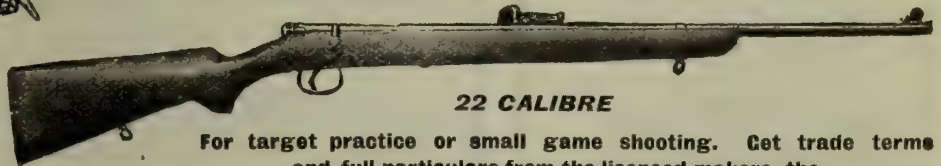
Shows Bolt Drawn Back—Position for Ejecting Shells.

Why Not Sell British Goods and Get the Lowest Tariff?

SEE THAT RIFLE?



It is the New Model British "War Office" miniature rifle, the most accurate small bore rifle made. Manufactured in the same factory—by the same machinery—as the British



L.S.A.

22 CALIBRE

For target practice or small game shooting. Get trade terms and full particulars from the licensed makers, the

SERVICE RIFLE

LONDON SMALL ARMS CO., LIMITED, LONDON, ENG.

Write for lists and particulars.

Victoria Park Works

PLIERS, NIPPERS and PINCERS of Every Description and in all Qualities.

Our first grade goods bearing the trade mark

A★1

THE R. BERG HARDWARE CO.

are well known throughout the Dominion for their durability and splendid workmanship, and in specifying the above named brand on your orders you have the best possible guarantee to obtain reliable tools, which will give every satisfaction to yourself and your customers.



From stock and for import. For sale by all leading wholesale houses.

F. W. LAMPLOUGH & CO., - 9 De Bresoles St., MONTREAL

Imitation the Sincerest Flattery



H. Boker & Co. were the **first** to produce Razors with galvanic-gold etching in the hollow. The "King Cutter" was the first of this kind ever offered and the brand and **Design** of etching were duly registered at Ottawa. The Quality being **Unsurpassed**, almost every maker doing business in Canada has copied the galvanic-gold etching, as well as the design, as near as the laws will allow, but the "King Cutter" leads and no maker can come near the same quality and workmanship.

Imitators of **design** or **name** will be prosecuted.

For Sale by all Leading Wholesale Houses

TELEGRAPHIC ADDRESSES

"COLOURS," MATLOCK BATH
"STEADY," MANCHESTER

**THE VIA GELLIA
COLOUR COMPANY**

MATLOCK BATH, (Deryshire)

Manufactories

High Tor Works, Matlock Bath
Via Gellia Works, Cromford
Barytes Works, Bonsall
Cronebane Ochre Works and Mines.
(Wicklow, Ireland)

Raisers and Levigators of
Mineral Colours

Natural Yellow Ochres,
Turkey Reds, Venetian Reds, Red
Oxides, Purple Browns,
Turkey and English Umbers,
Superfine Ivory and Drop Blacks,
Natural Lump Rottenstone
(Brown and White).

REPRESENTATIVE

WM. O. GREENWAY

13 ST. JOHN ST., - MONTREAL



"Quality Unsurpassed"



NUTS

SQUARE AND HEXAGON

U.S. STANDARD

5/8" Diameter and Larger

PROMPT SHIPMENTS

Toronto and Belleville Rolling Mills

BELLEVILLE, ONT.

LIMITED



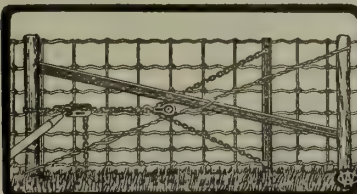
The Mark of Quality



Will Hold up a Shelf

That's what a shelf brackets for.
For this purpose there can be
NOTHING BETTER, NOTHING
CHRAPPER than the **BRADLEY STEEL
BRACKET**. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers

ATLAS MFG. CO., New Haven.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences**. It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.



THE BEST THERE IS . . .

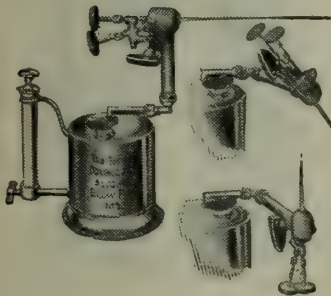


When you see our imprint on

**Cutlery, Electro Plate
and
Solid Nickel Silverware**

you can rest assured both material and workmanship are first-class.

The **McGLASHAN, CLARKE CO., Limited**
NIAGARA FALLS, CAN.



HOTTEST ON EARTH

The No. 8 Alcohol Blow Pipe produces nearly 3000 F. Will do lead burning on storage batteries. Produces a needle blue flame pointed. Satisfaction guaranteed or money refunded. Jobbers sell at factory price, \$10.40 net.

THE TURNER BRASS WORKS
53 MICHIGAN STREET, - CHICAGO, U.S.A.

REGISTERED TRADE MARK



GRANTED 1882

at stake, insures the quality of every article.

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents

CHARLES H. FOX

Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O.Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

Persons addressing advertisers will kindly mention having seen this advertisement in **Hardware and Metal**.

Hardware Merchants

who undertake

Plumbing and Heating Contracts

cannot do better than subscribe
for the

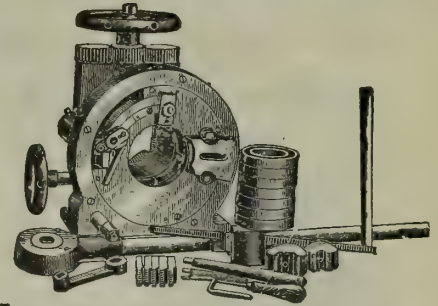
**Plumber and Steamfitter
of Canada**

\$1.00 per year—Samples Free

MacLean Publishing Co.,

MONTREAL. 10 Front St. E., TORONTO. WINNIPEG

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

**Catalogue for the asking.
Quick shipments.**

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention **Hardware and Metal**.

Send Us Your Troublesome Accounts

We can collect them often when others fail. Satisfaction guaranteed. Highest references.

The Beardwood Agency

Claims Collections and Commercial Reports

313 New York Life Bldg., MONTREAL

Persons addressing advertisers kindly mention this paper.

Kemp Manufacturing Company

ROLL RIM AND IRON CLAD

RAILROAD and DELIVERY CANS

Dome and seamless covers



Iron Clad

4 gal.	- -	\$3.75 list
6 gal.	- -	4.50 list
8 gal.	- -	5.00 list
10 gal.	- -	5.50 list
12 gal.	- -	6.00 list

Roll Rim

6 gal.	- -	\$5.00 list
8 gal.	- -	5.50 list
10 gal.	- -	6.00 list
12 gal.	- -	6.50 list



CREAM CANS

24 gal., tinned iron in body



8 gal.	- -	\$3.75
10 gal.	- -	4.20
12 gal.	- -	4.70

Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL

HERE'S THE POINT

If you wish not only to obtain, but to hold, the horse nail trade among the farriers of your vicinity you should push the sale of a nail which will give absolute satisfaction.

CAPEWELL HORSE NAILS

are made from the finest quality of Swedish iron rods obtainable, by a process used and controlled exclusively by ourselves, which we unhesitatingly affirm is not only unequalled, but is unapproached, by the method employed by any other maker. We invite comparison of our product and leave the judgment in your hands with every confidence.

Prices, Samples, Catalogue and 1907 Calendar free on request.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch Offices and Stock Rooms: WINNIPEG AND VANCOUVER.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

PREPAID EXPRESS PARCELS.

A Toronto traveler who has shown an interest in association work sends the following for publication:

Toronto, June 12, 1907.

Did you ever get an express parcel and see it plainly marked 'Prepaid,' the driver endeavoring to collect the charges again on delivering it to you? The writer desires to call attention of merchants to this practice which has been going on for some time unnoticed. It may be the fault of billing clerks at either end, but it is a grievance of long standing and the sooner it is looked into the better. Once they get your money it is hard and tedious to get a rebate. I have had two parcels sent me lately which were plainly marked 'Prepaid' and the agent at destination wanted to collect again. Of course drivers can do nothing but carry out their orders.

HERE'S A WARM ROAST.

The Ontario Retail Hardware Association has been doing some active work lately in looking into complaints filed by members against jobbers and manufacturers selling to consumers. In some cases satisfactory explanations have been given, while in others it may be found advisable to let the members know the particulars regarding the complaints.

There are always two sides to a question, however, hard though it may be for one person to see the problem from the other fellow's, as well as his own view-point. This is proven by a letter received from an Ontario manufacturer a fortnight ago. The manufacturer had noted the activity of the association and having had an annoying experience with a retail hardwareman in western Ontario he forwarded to the association's secretary a copy of a letter which he had just written to the dealer. The letter follows:—

Dear Sir.—We have written you several times regarding a couple of prospects that our traveler hunted up, but up to the present time we have not succeeded in extracting any kind of a reply from you, either good, bad, or indifferent. If we should quote direct to these customers of yours we fancy we would hear from you by return mail with a vigorous complaint, and following this we would have a letter from the secretary of your association finding fault with us for quoting prices to other than the trade, but when we go to the expense of hunting up business and handing it over to you to look after, you treat

it in the same manner as do the majority of retail hardware dealers—you pay absolutely no attention to our correspondence.

"We fail to see how the retail hardware trade can expect any protection from the manufacturer when he utterly ignores good business that the manufacturer placed in his hands to look after. It is this class of treatment that forces the manufacturer to go direct to the consumer for his trade and there is no one to blame but the retail dealer.

"You cannot expect that the manufacturer is going to keep travelers on the road to hunt up trade and place this business in the hands of a dealer to look after, if the dealer will make no effort to get the business.

"One of the prospects which we wrote you about was for a customer immediately next door to your own place of business and yet you will not take the trouble to look after it and advise us regarding it. We presume, consequently, that you prefer to have us go direct to the consumer is your section and get the business, as we certainly do not intend to have good prospects turned to one side and make no effort to get the business that is offered.

"Yours very truly."

The manufacturer did not hit this retailer a bit too hard. If a retail dealer fails to answer correspondence and lets good business slip through his fingers the manufacturer is justified in going after the business himself. Because some retailers neglect their opportunities, however, is not sufficient reason for manufacturers to take a free hand in the matter of selling. The trade must be protected—and it can be protected in a satisfactory manner only through a strong retail association. Where manufacturers can show that sales have been neglected by retailers their explanation will undoubtedly be accepted as reasonable.

The retail dealer complained of by the manufacturer is not a member of the association. He has neglected his opportunities in this direction as well as in the matter of sales. Correspondence to the association secretary has been unanswered, just as letters to the manufacturer have been unwritten. The retailer has benefited through the organization, but he hasn't contributed to its support in any way.

The way to get business to-day is to go out after it and the manufacturer who is progressive enough to keep men out hunting up business ought to receive the co-operation and support of the retail trade. The manufacturer, in return, should see that no contracts are accepted unless the retail dealer has had an opportunity to secure the business. Many jobbers and manufacturers have voluntarily forwarded credit notes to re-

tailers in such cases, but none is deserved by a dealer who fails to work up business when it is thrown his way.

The association has important work to do in protecting the retail trade and while it cannot expect to rejuvenate every Rip Van Winkle in the hardware business, it can, and is, doing much of benefit to every retail hardwareman by using its efforts to keep trade in recognized trade channels.

THOSE COLLECTION FORMS.

The good results being secured by members of the Ontario association who are using the "Collection Department" form letters, is encouraging many others to adopt this plan of bringing delinquents to time. Requests for samples of the form letters are being received from dealers and they are reproduced below in order that all in the trade in Ontario may be conversant with the system. The two letters are printed in typewriter type on association letter-heads and read as follows:—

Letter One.

Sir,—Your account with of is still unsettled and has been placed with us for collection. Settlement must be made with the above creditor immediately. Enclose this notice when paying,

Yours truly,
Sec. O.R.H. and S.D. Assn.

N. B. — Our collection department has facilities for ascertaining names of parties who fail to adjust accounts after due request has been made, also for the protection of other merchants from risk of incurring similar debts.

Letter Two.

Sir,—Your account with of as mentioned in our recent notice, is still unpaid. If you prefer to jeopardize your credit, rather than settle this debt, you may settle with our attorney after ten days,

Yours truly,
Sec. O.R.H. and S.D. Assn.

Spaces are left for the name and address of the delinquent, and while the letters are filled in and forwarded by the retailer they have the appearance of being mailed from the secretary's office. In this way accounts are collected which otherwise would remain on the dealer's books.

The service costs members of the association practically nothing, the charge hardly covering the cost of printing. For only \$1 the association supplies 60 of form letter No. 1, 10 of No. 2, and 100 association envelopes. Out of sixty "bad" accounts the service is certain to produce good sized dividends on the cost of membership in the association.

Modern Conveniences for Farm Homes

The First of a Series of Articles Intended to Help Canadian Plumbers in Educating Residents in Country Districts to the Necessity of Better Sanitary Arrangements.

By Elmina T. Wilson, C.E.

The failure to employ modern methods of lightening labor inside the house is a great hardship on many farms. Thoughtfully planned, conveniently arranged, and carefully constructed buildings are as essential in the country as in the city. Plumbing is becoming a necessity, not only for comfort and convenience but even more for health and cleanliness; and the proper disposal of the wastes of the household should not be neglected.

For domestic purposes the water must be clear, pure, and palatable; the essentials being freedom from disease germs, turbidity, color, odor and taste.

Of the various sources of supply springs usually rank first and deep wells next in desirability. The character of the water in a shallow well depends upon its past history and present environment. If it has traveled long distances through the soil without encountering organic impurities or taking up objectionable mineral salts, or if after possible pollution it has been filtered and purified in its travels, its quality is probably excellent. But shallow wells near barnyards or privy vaults should always be regarded with suspicion. It is well to remember that the price of pure water, wherever you go, is everlasting and unrelenting vigilance.

The Water Supply.

The danger of using the ordinary shallow well is known to everyone. To locate a cesspool and a well on the same small piece of ground is almost impossible without contaminating the water. Slop water of any kind should never be thrown near the well. The top four or five feet of the well casing should be laid up in cement mortar to prevent water flowing in without first filtering through the ground. A sewer pipe or waste drain near a well is dangerous because such a pipe or drain is seldom water-tight. If a sewer pipe must be run near a well, cast-iron pipe should be used.

The carelessness that will locate the barn on higher ground than the well and take no precautions to divert the surface drainage is almost as deplorable as the use of the cesspool or privy vault. To keep the earth clean in the vicinity of the water supply is of the greatest importance and requires constant watchfulness.

There are localities where the only available water supply is obtained by storing the water which falls from the roof of the house during rainy weather. In other places the water is so hard that rain water is desirable in the laundry and bathroom.

The size of the cistern needed will vary with the size of the family, the length of the dry season, and the number of plumbing fixtures supplied with the rain water. This cistern may be located close to the house for convenience and should be built of good, hard brick with walls not less than eight inches in thickness, laid in Portland cement mortar.

The bottom should be laid with two courses of brick well bedded in the cement mortar. If the water is to be used for drinking or for cooking, a filter chamber should be added by building an 8-inch partition wall after the bottom has been paved. This wall should be built a little higher than the outlet of the overflow pipe. The walls of both compartments should be plastered with a good coat of cement mortar, composed of one part good Portland cement and two parts clean, sharp sand, excepting 10 or 12 inches of the bottom of the partition wall (4 or 5 courses of brick, which are laid together without cement) for the water to pass through. The water from the roof is collected in one compartment and is pumped from the other, the filtering material being put in the first compartment. An overflow pipe should be provided on the side of the cistern which the water enters, the opening of the overflow pipe being fitted with a fine strainer to exclude insects and vermin. A cut-off should be placed on the rain-water pipe leading to the cistern to divert the flow to the outside when necessary, as, for instance, for a short time at the beginning of the rains to exclude the dirt collected on the roof and in the gutters.

The cistern may be built of concrete, and may be either round or rectangular. The round form is the more difficult to build, but it is the stronger. A description of the method of building a rectangular concrete tank will be given under "Disposal of sewage" in another article.

A small force pump, placed at one end of the kitchen sink, with the suction pipe reaching to the cistern, is a convenient means of getting the soft-water supply if the more expensive method of using a gravity tank or a pneumatic tank and piping the soft water to the sink, wash basins, and bath tub is not desired. If a gravity soft-water tank is placed in the attic it can have a direct connection with a rain-water leader, which will keep the tank full during the rainy season. This connection must be supplied with an automatic cut-off which will send the water to the cistern when the attic tank is full. The force pump can be connected to the tank and used to fill it in dry seasons.

Elevated Tanks.

To have a constant water supply in the kitchen and bathroom it is necessary to have some means of storing it under pressure. An elevated tank which will deliver the water by gravity may be used, or a pneumatic tank which will deliver it by air pressure. The labor saved by having the water carried to the house, barn, and garden will soon pay for the storage tank, while the value of adequate fire protection and the healthfulness of sanitary plumbing cannot be estimated in dollars.

If the gravity system is chosen, the tank for the storage of the water may be in the attic or on an outside tower.

If a windmill is used for power, a small tank can be supported 20 to 40 feet from the ground, on the same tower. These tanks can be constructed of wood or of galvanized steel, and of capacity varying from 300 to 2,000 gallons. If a larger tank is desired, a tank on an independent tower should generally be used with pipe connections to house and barns. When the storage for the house supply is in the attic, too large a tank should not be used, as water is heavy (62.5 pounds per cubic foot) and there is danger of overloading the attic floor unless it has been especially designed to carry the tank.

Use Overflow Pipes.

Attic tanks are constructed of wood lined with zinc or lead, of galvanized steel, or cast iron, and of wrought iron. Such tanks should always be provided with an overflow pipe to carry off the water if the float valve fails to shut it off when the tank is full. If of iron or steel, a galvanized steel tank pan with a drain connecting with the overflow pipe should be placed beneath the tank to prevent damage to floors and ceilings from condensation of moisture on the outside. The water supply is regulated by means of a float valve, which cuts off the inlet pipe when the tank is full enough. The size of the tank will be regulated by the power used to raise the water as well as the amount required by the family. The hydraulic ram or the windmill will require only a small storage tank, as they are so easily set going. If an engine is used, a tank that will hold a two or three days' supply would be more convenient and economical. A closed steel tank, fitted with a water-seal air valve, may be used in the attic with the overflow pipe leading to the stock tank in the barnyard. This insures a constant renewal of the water. There is one farm in Illinois where the water supply is forced to an attic tank and the fall of the surplus operates a water motor for lifting the cistern water to another tank in the attic, and then the surplus water goes to a tank in the haymow of the barn with an overflow pipe to a stock tank in the barnyard. This illustrates how well the head can be made to save the heels.

If all the plumbing fixtures are on the ground floor, the closed steel tank for the cold-water supply can be placed in the kitchen or bathroom. If desired, the entire water supply can be made to pass through this house tank and so the house supply will be always fresh. With a closed tank there is no danger from overflow.

A tank like this, 12 inches in diameter and 4 feet high, will hold 24 gallons and cost about \$16. An open galvanized steel tank can be made or can be bought ready-made. A ready-made one with a capacity of 100 gallons will cost about \$8, while a 500-gallon tank will cost about \$16.

Sufficient pressure to force a water supply wherever desired in a farmhouse

may be secured at all seasons by means of a pneumatic tank built of steel plates and located in the cellar, or in a small building erected over the well, or even buried in the earth if desired. It is superior to an elevated tank because the pipes and tank can more easily be made frost proof in winter and the water will be cooler in summer. It is closed to dust and light and has the additional advantage of resting upon the solid ground.

Water is pumped into the bottom of this air-tight tank, and as the water rises in the tank the air above it is compressed. The expansion of this compressed air will force the water through the supply pipes at the bottom of the tank to points where the water is required. The pressure is increased by pumping more water into the tank and decreased by drawing water off. A 15-pound pressure will raise water to a height of 33 feet, a 10-pound pressure to a height of 22 feet, etc. The correct amount of air can be supplied and maintained by an automatic air valve, by a pump that forces both air and water into the tank at the same time, or by a hand air valve. The last method is not self-regulating, but if water is supplied to the tank by a hand force pump, it will not require much more attention to regulate the air pressure also.

Pneumatic Tanks.

The water can be forced into the pneumatic tank by the same means required to elevate it to a gravity tank, i. e., by a windmill, gas engine, hot-air engine, hydraulic ram, or by hand. From ten to twenty minutes a day with a good force pump will furnish a moderate supply. If more than 100 gallons a day are required, it is better to use some other means of pumping. If an engine is used, a large tank is more economical, and twenty minutes' pumping twice a week should furnish the supply. With a windmill an automatic regulator should be used, which will throw the windmill out of gear when the pressure reaches a given amount and start it again when the pressure is relieved.

The prices vary with the different manufactures. A tank 30 inches in diameter and 10 feet long, which would supply the needs of a family of five, is listed at from \$101 to \$138 (subject to discount). The expense for repairs to an outfit like this is very slight and the time required for pumping varies with the power used.

Neighbors can frequently combine and put in one large plant for supplying water to several houses. This decreases the cost to the individual and gives a greater pressure in case of fire. The greater the horizontal distance the water is carried the larger the pipes should be to lessen the loss of pressure by friction.

What will be the most convenient and economical means of forcing water into the storage tank depends upon the situation in each case. The source of the supply, the amount required, the need of power for other purposes, the available fuel, and the cost of labor will all have a bearing on the matter. The hydraulic ram and the windmill have the advantage of operation without fuel, but the ram requires at least 18 inches of waterfall, while with the windmill the daily supply of water is not always subject to control. The gas or hot-air

engine requires fuel and attendance, but the supply is more easily regulated

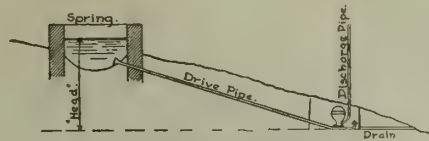


FIG. 1.—Setting of hydraulic ram

The hydraulic ram (Fig. 1) can be used to fill the storage tanks if the source of supply is a spring, flowing well, or running stream from which enough fall to supply the power can be obtained. Its use is practicable with a fall of only 18 inches, but with greater heads water can be forced to higher elevations and to longer distances. The head can be increased by damming the stream or by sinking the ram into a pit, if a drain can be secured to keep the pit free from water. The relation between the height of the spring, or source of supply, above the ram and the elevation to which the water is to be delivered determines the proportion of water raised to water wasted. It is not economy to increase the fall more than is necessary to supply the required amount of water, as the durability of the ram will be lessened. The amount of water procured by means of a ram from a very small fall makes a good supply because the ram is always going.

It is not necessary that the water which is pumped should be the same as the power water. Pure water can be delivered by the use of impure water without danger of mixing by means of a compound ram.

The size of the ram to be used will depend upon the amount of water power and both the amount of water required and height to which it is raised. The water can be delivered into an elevated tank or a pneumatic tank as desired and the overflow can be utilized by a water motor for pumping cistern water, shelling corn, or in any of the other numerous ways of saving hand labor.

The length of the drive pipe depends upon the fall to the ram and the height to which water is delivered. The delivery pipe will be governed by the conditions usual to water pipes. After the pipes are laid it is well to leave them uncovered until they are given a test in order to discover any leaks. The attention required by a ram is very little.

A visit of inspection twice a week may be necessary. The mechanism is simple and, as the wearing is only in the two valves, the expense of maintenance is small. A small ram can be installed for \$50 or less (pipe not included), and will be found a useful means of furnishing a water supply in many cases.

Securing Water by Windmills.

A good and simple way of securing a supply of water is by the use of a windmill. When the machine is properly constructed it will pump large quantities of water, and, like the ram, without cost, as the wind is free and the cost of repairs is very small. The tower should lift the wheel 10 or 15 feet higher than the tallest obstruction. The galvanized steel tower has almost entirely taken the place of the wooden tower, and is proving very durable. A combination tower which carries both a

windmill and a storage tank is furnished by some manufacturing companies under the name of "suburban outfit." This outfit gives ample pressure for ordinary requirements, and can be made frost proof by inclosing the exposed pipes in two or more wooden casings with air spaces between, the outer casing being of matched boards and painted. A combination pumping and power mill is also manufactured, at a small additional cost, which will pump the water, grind the feed, shell the corn, saw the wood, and do the washing and churning with no expense for fuel; but the wind must blow.

If the windmill supplies a tank in the attic the supply is regulated by a tank float which shuts off the supply pipe when the water reaches a certain height and admits water again when the water level of the tank is lowered. An expansion joint should be used on the supply pipe to prevent the overstraining of the joints due to change of temperature. The same pipe that delivers water to the tank may be used to supply the house fixtures. If the windmill supplies a pneumatic tank an automatic pump should be used which will throw the wheel out of gear when a certain pressure is reached, and, when water is drawn, the reduction of the pressure will throw it in gear again.

The cost of installing a windmill will depend upon the depth and character of the well and its distance from the house and barns, upon the height of the tower, upon the elevation or pressure of the storage tank, and upon the amount of water required each day. These items vary so much with the individual cases that it is unsatisfactory to attempt to give even general figures. Any manufacturer of windmills will furnish an estimate upon application.

Gas or Hot Air Engines.

Small gas or hot-air engines are now manufactured for the express purpose of pumping water from cisterns, springs, or wells to elevated or pneumatic tanks to furnish supplies for houses and barns. One advantage of the engine over the hydraulic ram or the windmill is that the water can be pumped when it is wanted, and the size of the storage tank can be more accurately determined. An engine can be selected which will burn any kind of fuel—natural gas, gasoline, kerosene, coal or wood. Such engines do not require an expert to run them, and, like the power windmill, can be used for driving other light machinery when not needed for pumping water.

The arrangement of the pipes to carry the water is governed by the same conditions as when other power is used. No more elbows or sharp bends should be used than are absolutely necessary, as they cut down the capacity of the engine; and when the water is to be pumped through a great length of horizontal pipe it is well to increase the size of the pipe.

The cost of a two or three-horsepower engine will be from \$60 to \$130. The cost of the fuel is very small, as a half hour's pumping a day will furnish the average supply of water.

(To be continued.)

Should you wish to be considered a good buyer, select styles or grades of goods for stock by looking through the eyes and pockets of your customers.

Effective Hardware Advertising

HOW TO PRODUCE IT

By T. Johnston Stewart.

"Rent, stock, salaries, heat, light and advertising. Properly speaking, these are all expenses—operating expenses. All are expected to net a profit and are charged off accordingly. Well, think of your advertising in the same way. It's the one item you can charge off entirely. Think about it."—Presbey's Little Book.

Worth thinking about, Mr. Dealer, every word of it. And yet, I wonder how many merchants think about their advertising in just that way. Some men hand over an ad. to their local press with that air of martyrdom a woman assumes when visiting the dentist. A visit to the dentist may be a necessary evil; but it should be a wise precaution. I've known a dealer to keep an ad. bottled up in his system until it became fit for nothing under the sun unless one could call it a romantic method of getting rid of money. It was too old and out of joint, as far as the needs of his business were concerned, before he summoned up sufficient courage to pay the price. That dealer knew that he should advertise. But he looked on all advertising as a necessary evil—a means espoused by the devil and his children for robbing the cash drawer of poor hardwaremen.

"Selling goods without advertising, like shaving without soap, is a slow and ragged business."

Advertising is a necessary investment. The merchant who would dream of developing a big business without employing help, would be considered a fit subject for the exercise of a peculiar governmental paternalism. The dealer who refused to light up his store and make it as attractive as possible would not be playing the great game of business with a winning hand. And in the light of business experience, during the last decade, the merchant who does not advertise is inviting commercial disaster every day of his life.

"The advertiser who quits advertising because of one failure meets the same fate as the fellow who quit eating when attacked by dyspepsia."

Years ago, when grandad played truant so that the fair village teacher might keep him in and talk to him like a sister when the other boys had gone, it was just possible for a merchant in a small city to make money without advertising. Conditions are changed. The economic buyer does not deal with McTavish because his or her people dealt with the McTavishes for the last three hundred years. The economic buyer is just about as curious as Eve ever was. The new dealer opens up and sends his announcement to the press. There are no flourishes about it. It's just a plain, straightforward, common sense statement regarding his values—the quality and durability of his wares—and you can depend upon it that, if there are more selling facts in his pronouncement than yours, the new man will do a rushing business.

Look upon your advertising appropriation, however small it may be, as an investment pure and simple. It is really immaterial whether you believe in advertising or no; the fact remains that it is a business lever which no shrewd man can afford to ignore. You must rent a store before you can carry on a reputable business. The more attractive the store, in location and appearance, the better your business will be. The same is true of advertising. Make your ads. just as attractive as you know how and place them in the best newspaper or newspapers in your town. That is the only fit location for a trade-bringing ad.

"Getting business, like getting an heiress, is pretty much alike in that there is generally lively competition."

Few merchants seem to be aware of the fact that newspaper advertising is ten times more profitable than even good circular publicity. A newspaper, however limited its circulation may be, has a certain amount of dignity which no circular can ever have. The mere fact that a newspaper exists year after year is proof that it has not less than a certain circulation. Business men keep it going. And you can depend upon it that no set of business men will keep on paying for space which does not yield them some returns. As a matter of fact, I believe that space in most of our small city and country newspapers would be cheap at double the price—if properly utilized. That's where the whole trouble lies. A few merchants in every town or small city are to be found who look upon their advertising appropriation as an investment pure and simple. They may not be expert ad-writers. But they can tell their story in a straightforward, convincing manner, and as a result they are ready to declare in favor of newspaper publicity. Of course, these men use their brains. They betray as much commercial sense in their methods of advertising as in any other phase of their business, simply because it pays them to do so.

"A merchant advertising without method, like the runner in a blindfold race, generally gets his bumps."

We reproduce an ad. of A. W. Humphries & Son this week which appeared in the Parkhill Post of a recent date. The original occupied a double-column of the Post from top to bottom, and although the copy might have been condensed considerably, yet the ad. is strong and pretty full of selling force. It is pretty evenly balanced, and as is usual with these merchants, there are lots of reasons in the copy why people should continue to visit their store in constantly increasing numbers. There is practically no cessation to this firm's advertising, because they have discovered that money spent in reasonable publicity always pays and pays well. We want the advertising story of other hardwaremen. Send yours along!

"It's a poor business man who will not advertise and the longer he will not the poorer he gets."

There's a Reason

Why the business of A. W. Humphries & Son is increasing so rapidly this year. In fact there are many good reasons, but among them stands out prominently the fact that we can give you hardware at remarkably low prices. That may sound like an old phrase but it's a true one. We are giving our customers the benefit of our foresight in buying before the big advances and we can now retail many lines at less than they can be bought at wholesale.

We have been buying hardware for over 20 years and understand that important feature of the business. **Selling Right** can only follow **Buying Right**.

UNEEDA

Screen Door

or some

Screen

Windows

We have dozens of them **Plain or Fancy** all **Sizes and Prices**.

Doors from

90 cents up.

Windows,

Extension--

fit any Window

20c. to 50c.



If you ask us about **Martin-Senour** paint that everybody is talking about we can tell you

There's Nothing In It

but the purest of lead, zinc, linseed oil and coloring matter. **It's no secret** how it's made, and don't forget that it's **100 per cent. pure.**

Have you seen our oil stoves? They're dandies.

If you need a lawn mower, we're the people you want to see. **We have Mowers from \$2 up.** We sharpen mowers.



Also a number of second hand mowers which we will sell cheap.

Our steel roofs are catching the farmers and builders. There are metal roofs that can be bought for lower prices but "It's a funny thing" how people come back and buy from us after investigating elsewhere. **Just let us show you the shingles.** We don't need to argue for it—**It sells itself.** **Three roofs went out last week and we have orders now for four more**

"Make Yourself at Home"

at our store. Our customers are our friends and we are always glad to meet them whether they are buying goods or not.

We are

DIRECTLY OPPOSITE DR. CAW'S.
NEXT P. LINDSAYS.

A. W. Humphries & Son

WIRE SIGN ACROSS THE STREET

HARDWARE TRADE GOSSIP

Ontario.

J. Oecomore, hardware merchant, Colingwood, was in Toronto on Wednesday.

Jas. Cleland, of the hardware firm of Cleland Bros., Meaford, Ont., spent part of the week in Toronto.

Lt.-Col. Gartshore, London, was a visitor at the Toronto branch of the McClary Manufacturing Company, on Thursday.

Lyons & Magee, hardware and implement merchants, Pembroke, Ont., have dissolved partnership and disposed of the hardware part of the business.

Mr. Smith, of the hardware firm of Smith & Schaefer, Bolton, Ont., and Mr. Henry, jr., of J. Henry & Son, Orono, Ont., were in Toronto on Thursday.

Edward Norman, until recently with the London Engine Supply Company, has accepted a position as one of the traveling salesmen representing Baines & Peekover, Toronto, heavy hardware merchants.

The Belleville Hardware Company's box manufacturing plant, at Belleville, was damaged by fire on Wednesday. The firemen worked hard, and after an hour's work confined the fire to the south end of the building, which is three stories high and built of stone. The loss is between \$10,000 and \$12,000, mostly covered by insurance.

W. G. Pow, manager of the Hobbs hardware store at Tillsonburg, captured a June bride a fortnight ago. Between managing the store for the Hobbs estate and getting ready to "tie up," Mr. Pow hasn't had time to prepare any of those attractive window displays, for which he has won a wide reputation. The trade are looking for another of his novel displays, however, and he will try and satisfy the desire.

Fred and Miss M. E. Murray, representing W. Murray & Son, Cayuga, were callers at the Toronto office of Hardware and Metal a few days ago. "We're going to be represented at the next Retail Hardware Association convention," said Mr. Murray, and Miss Murray said that if other ladies agreed to attend she would be on hand and help to make up a theatre party if one is arranged.

Quebec.

H. Pitt, Cornwall, and K. Monahan, St. Lin, were in Montreal this week.

J. B. Milot, St. Alexis des Monts; C. O. Gervas, St. John; J. A. Paquin, Ste. Eustache, were in Montreal this week.

Damage was done by fire to the plumbing establishment of Blouin, Desforges & Latourelle, Montreal, last Monday.

J. W. Richardson, of the purchasing department of Caverhill, Learmont Co., Montreal, is spending his holidays at Cushing, Que.

Mr. Therien, recently appointed storekeeper for St. Vincent de Paul Peni-

tentiary, was in Montreal this week on a purchasing trip.

A. E. Wiltsie, of the Ottawa Hardware Company, spent a day in Montreal this week on his return from Quebec City, where he was spending his honeymoon.

James Kinsman, of North Bros. Manufacturing Co., Philadelphia, Pa., was in Montreal this week. For twenty-five years he has made regular calls on the Canadian trade.

A. K. Cameron, Montreal representative of the Metal Shingle and Siding Co., Preston, who is on a business trip to Winnipeg, Calgary, and other western points, will return to Montreal early next week.

T. Esmond Peck, manager of the Peck Rolling Mills, Montreal, enrolled himself in the happy society of benedicts this week, being married to Ellen M. Budden, daughter of the late W. Hastings Budden.

C. Edwin Chown, of the Jas. Robertson Co., Winnipeg, and son of C. D. Chown, of Caverhill, Learmont Co., of this city, was married this week at Chalmers Presbyterian Church, Montreal, to Mabel Cooper, daughter of W. E. Cooper, on the staff of the Montreal Star.

Western Canada.

The Standard Plumbing & Heating Co., with headquarters in Winnipeg, are opening a branch of their business in Strathcona. This firm has been established for some time in Edmonton and has executed many of the largest plumbing contracts in that city during the last year. A. F. Meagher will be the manager of the Strathcona business.

LEGISLATION AFFECTING HARDWARE CLERKS.

A short bill introduced in the British House of Commons by Mr. Seddon, M.P., who represents the Shop Assistants' Union in Parliament, aims at making null and void clauses often found in shop assistants' agreements, writes Edward Norman.

The operative clause is as follows:

"Any agreement whereby a person employed in a shop shall be restrained after the termination of such employment from carrying on or being engaged as servant, assistant or manager in any trade or business, either directly or indirectly, shall be null and void in so far as the same imposes, or purports to impose, such restraint and not otherwise."

The congested state of Government business makes it unlikely that this measure will be "starred," that is, taken into the list of bills for which the Government give their own time, but this demonstration is exceedingly interesting as revealing the views of hardware and other clerks and the competitive pressure felt by the employers in the homeland.

CATALOGUES AND BOOKLETS.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning **HARDWARE AND METAL** to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Stove Catalogue.

An attractive and artistically printed folder describing the Imperial Oxford range, manufactured by the Gurney Foundry Co., Toronto, has just been received at our office. The booklet explains how perfect combustion is attained by the use of the Oxford reversible grate. Convincing facts are given throughout the reading matter to show how the company succeeds in combining in their ranges a maximum of durability, economy and convenience together with a handsome appearance. The different styles of ranges, with the essential parts of each, are shown in a series of fine engravings and the operation of the parts is explained below. This catalogue will be mailed to those interested on application to the company.

Fireless Cooker.

A well-written twelve-page booklet has been received describing the advantages and the working of the Kook-e-z Fireless Cooker, manufactured by the Fireless Cooker Co., Chicago, Ill. The new cooker has for its basis the fact that it is hygienically and scientifically constructed and eliminates the usual heat, odor and dirt incident to cooking. The new apparatus cooks by retaining the heat in the six-quart light receptacle, when once developed by contact with fire, instead of continuous application of heat with its resultant waste, as required by the old way, thereby saving over three-fourths per cent. of fuel. The booklet gives full instructions how to cook different foods and cereals by the new method, and may be had by writing the company, mentioning this paper.

Electric Fans and Motors.

A catalogue, with a beautiful and striking cover design, has just been issued by the Canadian Westinghouse Co., Hamilton, Ont., describing electric fans and small power motors. The booklet contains fifty pages and the engravings throughout are very attractive.

Heat Generators.

A neat little eight page folder, describing the Honeywell Heat Generator, has been issued for the trade. These generators are manufactured by the Honeywell Heating Specialty Company, Wabash, Indiana, and their advantages, such as a smaller quantity of water, a safe slight pressure and rapid circulation are set forth in an interesting way throughout the booklet. Copies may be had by writing the company, referring to this paper.

HARDWARE AND METAL

Established - - - - - 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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NEW ADVERTISERS.

Simonds Mfg. Co., Hitchburg, Mass.

EXCHANGE IDEAS.

In these days of systematic methods of doing business retailers, jobbers and manufacturers must keep up with the times if they are to be considered as modern business houses. Jobbers often learn from retailers and, in return, the local merchants oftentimes receive suggestions from jobbers or their representatives which it is in their own interest to put into practice. An instance of the latter kind was the reminder to retailers regarding fire insurance in a letter from a Toronto jobbing house published on the Association page in Hardware and Metal last week.

A weakness in the delivery system in use in several Canadian jobbing houses was pointed out to the editor by a retailer this week. The dealer in question often finds it necessary to send rush orders for goods, sending a boy or man to bring back the articles desired. In the case of personal delivery of this kind, he points out, the jobbing houses do not supply a delivery slip and the receiver has nothing to put on file to show that the goods were received. An invoice comes along in due time but there is no memorandum of delivery to check off with the invoice and the price man has nothing to work on in checking off the prices.

When jobbers deliver goods to out of town buyers or to drivers of their city delivery wagons, they supply slips showing what goods are delivered. In fact, the retailer referred to makes it a rule

to refuse to accept delivery unless such a memorandum accompanies the shipment. If delivery slips are supplied with wagon or freight shipments is it not equally necessary that they be supplied where personal delivery is made?

Readers of Hardware and Metal are invited to send suggestions of other methods whereby improvements can be made which will be helpful to any branch of the hardware business. The columns of this paper are always at the service of its readers in any matter of interest to the trade.

MUNICIPAL FIRE INSURANCE.

Peterborough retail merchants are up in arms because the police have been instructed to enforce what is known as the bonfire bylaw. It provides that no merchant can leave packing boxes or waste material of any kind in the lanes or in their back yards. Last week a merchant was before the magistrate charged with leaving some boxes in the yard at the rear of his store. The case was enlarged for eight days.

What the merchants are indignant about is that they cannot leave an ordinary packing box in their back yard. They claim that the mayor and police are altogether too officious and are going too far. It was only a few weeks ago that several merchants were fined for blocking the walks; then the sign bylaw came up, and now the bonfire bylaw. The mayor claims the Canadian Fire Insurance Underwriters' Association forces him to put the bylaw into force. The merchants answer this with the statement that the Canadian Fire Insurance Underwriters have nothing to do with it. The insurance men do not pay more than a couple of thousand dollars a year for losses by fires in this city and they take out about \$100,000 a year in premiums. It is time, the merchants think, that the council took a hand in the matter and dictated to the insurance companies. If the city carried the fire risks instead of the Underwriters' Association, the president claims the insurance men would soon come down off their high horse. It is likely the retail merchants will hold a meeting before the case comes up again.

STORE FRONT DECORATION.

A new idea in store front decorative advertising has been evolved in New York, where the space above the windows of a shoe store has been filled in with luxfer prisms and answers the double purpose of lighting the interior of the store and serving as a handsome and unique day and night sign. Luxfer sheet prism glass is leaded and set in panel form and the lettering is done in

opalescent glass. A sign of this sort offers many possibilities in lighting effects. On account of the nature of the glass, very few lights would be necessary to make it show up strongly. It could be made strongly attractive by using an electric flasher.

POINTERS FROM CITY STORES.

It will not be long until hardware clerks take their vacations, and it would be a good move for dealers to encourage as many as possible to visit the large cities, if only for a day, and have a look round the big stores. There may be no definite information to instruct them to gather, but they are almost sure to pick up some helpful pointers. Among other things, they could compare some of local prices with those which these houses are offering and see how stock is kept and displayed.

WARM WEATHER IN THE WEST.

A fortnight of warm weather with seasonable rains throughout the western provinces has already had the effect of restoring confidence. Reliable crop reports secured by the railway officials in Winnipeg from their agents throughout the three wheat growing provinces indicate that in spite of unfavorable weather this spring the wheat acreage is practically the same as last year, while the acreage of coarse grains shows a very substantial increase. It seems likely that high prices will be paid for wheat next fall, and experienced farmers are confident that with favorable weather during June, July and August a good crop is assured. The ground was never in more favorable condition than this year to receive the seed, and if weather conditions continue favorable there is no reason for special anxiety.

In the meantime there is a heavy movement eastward of last season's delayed crop, and as exceptionally high prices are being realized, the effect is already being felt throughout the west. Country collections are improving and obligations are being discharged.

Unfortunately, there is a disposition among some farmers to hold their wheat for still higher prices. This tendency should be discouraged as much as possible by the dealers to whom these farmers are indebted for heavy store bills. Dealers should insist on getting their money now, for they have surely done enough when they have carried their customers' accounts all winter. The merchant is a man of influence in the community, and he can do a great deal to help in this matter. It is important that the wheat should be moved as quickly as possible in order to enable the railways to handle the 1907 crop next fall.

WHAT TO DO NEXT MONTH

The fruit season will soon be here again, and hardware merchants should make elaborate preparations for its arrival by having in stock a full line of preserving utensils such as preserving kettles, glass sealers, enamelware, saucepans, dippers, cullenders, fruit-stoners, and copper boilers. Kitchen utensils are by no means an inconsiderable factor in the stock of a hardware store, and a very profitable business can be done in these if merchants do their part.

It is not only necessary that a full stock be put in, but also that they be arranged in effective displays, both in the front windows and in the show rooms. The mistress of the kitchen is just as sensible to attractive displays as the man of the house. In her efforts to satisfy the appetites of the family she must have collaborators, and her best collaborators are those who supply her with the eatables and the next best are those who supply her with the utensils for preparing them.

Women are wonderful berry-pickers. They believe in economy and practice it. They take great pleasure from delighting the palates of those about the dinner table, and they know that the surest way of accomplishing that is to have abundant supplies of fruits.

It is up to the hardware dealers to take full advantage of the cook's desire to please, and to arrange such displays of summer kitchen desirables as will catch her eye on her shopping rounds and invite her inside, and then it remains with the clerk to effect the sale.

* * *

July is not too late a month to expect good sales of sporting goods and camping outfits. All those engaged in the educational profession, and there are not a few, are generally occupied with examinations up until the end of the second or third week of July, and if it is easy to sell sporting goods to anyone, it will be these, for they are the people who require recreation after an arduous year and are therefore enthusiastic for camping. It will pay the hardware merchants to have a good display of fishing tackle, guns, ammunition, tents, awnings, and all the other little necessities of a camp throughout the month of July. One attractive method of display is a miniature tent, set up in the front window with the various accessories in miniature in and about the tent. An effective method of advertising fishing tackle would be to offer some small premium to boys catching the largest number of fish in a week or the first fish of a week.

In July the farmers will be engaged in haying and cultivating, and the hardware merchant who carries a good stock of hay forks, barley forks, tackle blocks, and hoes, will find it profitable. These lines can be effectively advertised in the local papers and also in the show windows of the stores. By judicious canvassing and effective advertising kitchen utensils, sporting goods, and harvesting tools will be found profitable lines.

* * *

July is a fine month to push the sale of all kinds of fishing apparatus. July fishermen for the most part don't mind if they catch any fish or not. When the otherwise rational citizen goes into the store, and emerges therefrom armed with a fisherman's outfit, it's a sign that he wants to be left alone on the banks of the "crick"—alone with his airy dreams. It doesn't necessarily signify that he expects to come home laden with the finny tribe. A certain amount of idleness is good for mankind. If for no other reasons, therefore, the sporting goods man should encourage fishing.

* * *

"Baiting the hook," is a metaphorical way of saying "dressing the window." For the window, properly made use of, is a good hook with which to fish for business. A great deal depends upon the bait. A good plan is to seize on the first fine day (we're bound to have more of them from now on) to dress the window in summer garb. Have the floor of the window covered with green tissue paper, and along the front and sides place a few stacks of paper novels, with open books on the top. Inside the frame thus formed, display anything you have in stock, useful for the summer picnic or fishing trip. At the back of the window arrange a row of fishing poles, and attach a fairly large white show card, with an inscription something like this: "Goin' Fishin'! Get your supplies in this store. While you're inside look over our stock of books for summer reading, and—well, come in anyway." If a picture of a man fishing can be obtained, and pasted on the card, so much the better. This window arrangement may not appeal to you, but the main thing is to so dress the window, as to wake up in the passer-by, that innate summer "want to go an' fish" feeling, which will result in somewhat of a boost to your summer goods.

Never attempt to instruct a customer. Suggest, or politely question the desirability of this or that.

THINGS WHICH SPELL SUCCESS.

No word stirs so deeply the imagination of the novice in the business world as the word "success." To him it represents all that is worth spending laborious days and studious nights to attain. Nothing succeeds like success, and nothing excites the enthusiasm of youth like the applause and privileges accorded the man who has won distinction through success.

But to attain success, there must be certain qualities acquired and practised over and above the latent abilities possessed by the beginner. The first and most valuable quality is persistence. Thomas Edison's oft repeated aphorism, "Keeping everlastingly at it will win in the end," contains more truth than the unthinking youth may possibly dream of. Many well-educated men from the universities have made failures, because of lack of persistence and self-reliance. It may not have been so much their fault as the fault of their alma mater, because this last, although developing to an admirable degree the spirit of fellowship, allows the really fundamental elements of individual character to take care of themselves. Sometimes they do, but in many cases they do not, and those young men contemplating entering the business arena often do so with some misgiving, not having sufficient confidence in and reliance upon themselves. In a number of cases any intellectual debilities may be counterbalanced by perseverance and untiring energy. This spirit of ambition supplies the motive power to the business concern. Nothing can take the place of industry in promoting the employes of a firm. Perseverance, industry and self-reliance spell "success."

ONE BIG LEAK.

Profit oozes out of many places. One of the largest leaks is sprung by taking on big quantities because an extra five or an extra ten off is given.

If you can use the goods within a reasonable time the extra five or ten represents a saving; but if it means carrying a surplus stock a long way into the future it is more likely to mean a loss.

More burdens have been piled on the shoulders of retailers by these extra discounts than by any other method, says the Hardware Trade.

It is one form of overbuying which has brought countless victims into the bankruptcy court. More merchants make mistakes in quantity in their buying than go wrong on price.

When you face that extra five or that extra ten look at the quantity. First consider how long it will last you. If it carries you too far into the future let it go. You will lose money on any long-winded deal, no matter what the discount.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 62.)

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Advanced 3 cents.
Turpentine—A decline of 1 cent.
Bright Wire Goods—Advance of $2\frac{1}{2}$ per cent.
Stove Bolts—List prices advanced.
Pig Iron—New list on Summerlee.
Old Materials—General decline.

Toronto.

Lead Pipe—Now net list.
Pig Lead—Some dealers quote advance.
Antimony—Declined to 20 cents.
Clothes Wringers—Advanced \$1 per dozen.
Bright Wire Goods—Advanced approximately 6 2-3 per cent. Trade discount is now 60 per cent.
Stove Pipe Wire—New shipping arrangements.

TORONTO HARDWARE MARKETS.

Toronto, June 21.—The continued warm weather which has prevailed throughout the week has augmented the volume of trade to a wonderful degree and the local hardware market is now in a most flourishing condition. The sale of some lines of seasonable goods which hitherto has been retarded on account of unfavorable weather, has received such a marked impetus during the last few days that a slight scarcity now exists on those articles for which the call is greatest. On every side one hears satisfaction expressed at the great improvement in the weather and the manager of one large jobbing house emphatically stated that the last three days have been the heaviest they have ever experienced in the history of their business. The sudden rise in the temperature has certainly been a godsend to retailers in enabling them to get rid of large quantities of seasonable goods, such as hammocks, rubber garden hose, lawn sprinklers, and similar hot weather necessities.

Poultry Netting—This commodity is still very scarce, but the situation is steadily improving and the manufacturers are putting forth every effort to catch up with the trade.

Green Wire Cloth—Apparently there is not the least improvement in the supply and the demand is steadily increasing with each rise in the temperature. The discomfort occasioned by the scarcity of this article has not been very great so far, thanks to the prolonged period of cool weather, but now that the warm weather shows a disposition to stay, the dearth of this article will cause a serious inconvenience to many of the retailers' customers.

Nails, Screws, etc.—The former are still scarce in common selling sizes, but supplies are slowly increasing. There is no apparent improvement in the sup-

ply of screws and indications are that the best sizes will remain scarce for some time.

Binder Twine—This has been the worst season in years for the sale of this commodity. Fall wheat has been a failure in many districts in Ontario and this crop has been ploughed under in some localities. To make conditions worse still, the straw of nearly all crops promises to be light. As a consequence twine has moved slowly and retailers in many cases have written to the jobbers requesting that their orders be cut in half or otherwise reduced. One result of all this is that the retailers are looking for a reduction in prices and this may lead to price-cutting among the jobbers in order to deplete the large stocks which they hold.

Wringers—On account of increased cost of labor and raw material, all makes of clothes wringers have advanced one dollar per dozen.

Seasonable lines—Owing to the warm weather prevailing a heavy demand has set in for hammocks, lawn sprinklers and rubber garden hose; some of the large jobbing houses are finding it exceedingly difficult to obtain an adequate supply of lawn sprinklers. A slight scarcity also exists in screen doors and window screens.

Bright Wire Goods—An advance of about 6 2-3 per cent. on such goods as screw eyes, screw hooks, gate hooks and gate eyes went into effect a few days ago. The trade discount, which formerly was 62 2-3 per cent., is now 60 per cent. off list.

Stove Pipe Wire—Is now being quoted, delivered at Toronto, Hamilton, London and Montreal, with freight equalized on these points, providing the order is large enough to warrant it.

MONTREAL HARDWARE MARKET.

Montreal, June 21.—The continuance of the warm weather is doing much for the hardware trade here. According to present prospects the season of 1907 will be a record breaker. A consideration of the external conditions which affect the trade will justify such a statement. First of all, is the building operations. The activity in evidence in the building trades throughout the Dominion this year is without a parallel. Never before have such a large number of permits been issued. This necessarily means that an unprecedented demand prevails for builders' hardware, such as building paper, bolts, nuts, screws, nails, and mechanics' tools, such as hammers, saws, wrenches, shovels, spades, picks, axes, etc. The reason for the erection of so many buildings—stores, factories and residences—lies in the fact that the country's population has greatly increased, mainly through immigration. A large percentage of the orders coming in to eastern dealers comes from the Northwest and New Ontario. Our country is bound to expand

and prosper, and all prospects have no place for reaction.

Screws.—A steady demand prevails for these, and the supplies, although still somewhat short, are gradually being replenished. It is expected that some months will elapse before the situation is again normal. An increased number of orders are being booked, some dealers anticipating an advance in price. No advance has yet been made.

Smooth Wire Goods.—Large orders continue to arrive. An advance in price has been made. The discount is now 60 per cent.

Sporting Goods.—No changes in prices have been made. With the arrival of the summer season when tourists are beginning to flock to the summer resorts, a good business in fishing tackle, tents, awnings and camping outfits is being done. The demand for all lines is strong.

Green Wire Cloth.—A scarcity of raw material and of efficient operators still exists and is therefore the cause of the low supplies. Prices continue firm and unchanged.

Building Paper.—The manufacturers are still experiencing a good deal of difficulty in procuring raw material. Their condition is best expressed by the phrase "living from hand to mouth." No changes have been made in the prices.

Cement and Fire-Brick.—The situation in these is unchanged. The season for fire-brick is about ended. A good demand prevails for cement, and supplies are adequate.

Fall Goods.—Orders for these are commencing to arrive, but are as yet hardly considerable.

MONTREAL METAL MARKET.

Montreal, June 21.—The trade in metals at present is very brisk, all lines being in strong demand and prices active. A steady tonnage is moving and in some lines more orders are coming in than can be comfortably filled.

The chief feature in the metal market at present is the transportation question. The transportation companies are refusing now to accept any more shipments of import goods except those, of course, already committed for, as they find it absolutely impossible to lift goods in time. The harbor commissioners have changed the demurrage period, and now companies will be charged for delays to move goods over four days. This action, no doubt, has been taken to hurry up the dilatory companies and any who impose upon the harbor people by making the wharves a storage district, from which to fill orders direct to save extra cartage charges. On the face it appears rather drastic inasmuch as it will be impossible for companies, in cases where inexperienced stevedores have inconveniently unloaded goods from the ships, to lift goods inside of four days. In some cases also, part of the short period of four days is occupied in load-

ing up ships and it is impossible to get near unloaded goods. The harbor commissioners will not be able to enforce the new regulation invariably, but it will be beneficial in stimulating the slow companies. If all the importers would together make efforts to prevent delays in removing goods from the wharf there would be no need of coercion from the harbor commissioners.

Ingot Tin—After the recent decline prices have taken another jump up. The prices quoted, however, cover this advance, which is not sufficient to warrant changes.

Lead—Demands are strong, and prices are very stiff. They have reached a high-water mark.

Antimony—Prices are weaker, and the demand is very limited. It is a well-known fact that as ingot tin advances antimony declines, and there is no exception to the rule at present.

Pig Iron—Large orders are coming in now, a number of dealers being anxious to get in a good stock as they fear an advance in prices. A new list on Summerlee iron is given this week.

Boiler Plates and Tubes—A good demand prevails for these. There is a tendency amongst some American manufacturers to stiffen prices in order to prevent too large an increase in demand. At present they will not commit themselves to new orders for three or four months.

Copper—Prices are unchanged, but the general condition of copper is weaker.

Tin Plates—The demand is good. Prices have been weak, but are becoming much firmer. The prices on tin plates have advanced in Great Britain.

Old Material—The business in these at present is very quiet with the exception of No. 1 cast iron, for which there is a strong demand, and of which there is a great scarcity on the market. All prices have declined.

The outlook for the summer market so far is very bright.

TORONTO METAL MARKETS.

Despite a weakening in the foreign speculative markets prices locally keep very firm. Slightly easier conditions are reported, but few changes are made in the current quotations. The market holds the bulk of the strength recently manifested with buying very satisfactory in quantity for this season.

Stocks continue rather light, as while shipments of booked orders of sheets and plates are being received in fairly good time by country customers, it is difficult to build up stocks, owing to boat tonnage being well taken up for the summer season. Railway transportation problems are not so prominent a feature as a month ago.

Lead—The strongest position is taken by pig lead, with some dealers reporting as much as a 15 cent advance. Shading of quotations has been eliminated, with \$5.50 now a close price and as high as \$5.60 quoted. Lead pipe has also advanced from 5 per cent. to net list.

Pig Iron—The local market on pig

iron shows little change. Supplies are being received in fair quantities, but not large enough to reduce prices. Concerning stocks of British pig iron, the London Iron and Coal Trades Review has the following to say: "Never in the history of our trade was there anything like so wonderful a report given by Connal & Co. relative to their stock of Cleveland pig iron—and they hold nothing else now in this district—as the return for May. There was a decrease of no less than 78,599 tons, and nearly one-fourth of the stock that was held at the commencement of the month had disappeared by the end. It may be remarked, that between July, 1904, and March, 1906, there was a continuous increase in the stock, not a single month showed the slightest decrease, so that in the twenty months the stock increased from under 100,000 tons to over 750,000 tons. The opposite state of matters has prevailed since the early part of March last year, for not a single month has shown an increase, and the stock has dropped from over 750,000 tons to 322,226 tons at the close of May. The nearest approach to the 78,599 tons decrease last month was in April, and that was just under 57,000 tons. The magnitude of the decrease last month was greater than was expected, and would have been larger still if the deliveries could have been made rapidly enough. The decrease is almost certain to be very heavy this month, and probably in July and August also, there being heavy American and German orders booked. The stock so far this month has been considerably reduced. At the end of May it consisted of 311,179 tons of No. 3 Cleveland G. M. B. pig iron, 10,897 tons of No. 4 foundry, and 150 tons of other pig iron not deliverable as standard."

Ingot Copper—New York reports show ingot copper slightly firmer in tone and the market tending towards recovery. Buying for nearby delivery is increasing, but in futures there is little doing. Local dealers say it is still hard to get stocks, deliveries being about three weeks behind.

Tin—Ingot tin continues strong with outside conditions strengthening, especially for spot delivery. Tin plates are very firm.

Old Material—Local dealers report a general decline of about one cent on quotations for the different grades of copper, brass, iron and rubbers.

U. S. IRON AND METAL TRADES.

New York, June 20, 1907.—The Iron Age to-day says:

The pig iron markets are dull throughout the country, and in some localities are distinctly weaker, and it is particularly the premiums on prompt delivery which are affected adversely. For forward delivery sellers are conservative and buyers maintain an attitude of indifference. The foreign markets have declined to the basis at which the Germans have been buyers during recent months in England. It remains to be seen whether now they will put the peg lower.

Under more liberal offerings by steel works, the steel market has weakened perceptibly. Some outlet has been found to Canada, where the anti-dumping clause has been temporarily suspended as to steel billets, because the Canadian steel works are unable to take care of the requirements of consumers. Before the end of the month the contract for 71,000 tons of rails for the Grand Trunk Pacific will be given out. This must go to the Canadian works to the extent of their ability to roll them, and therefore there is little chance that any part of it will go to our mills. However, it may lead to a further diversion of billet business to this country.

The demand for steel rails for delivery during 1908 from our own railroads has been to some extent held up, owing to the uncertainty as to the new specifications. When that question is settled the problem will need a solution at what advance above the current prices the rail mills will accept the much more onerous conditions.

The volume of business coming to the structural mills is very fair. Among the contracts closed are 2,700 tons for the American Steel & Wire Company and the American Sheet & Tin Plate Company, 6,000 tons for bridge work on the Great Northern, 1,200 tons for the Mills Building in San Francisco, 3,000 tons for an office building in a western city and additional work for the Pacific extension of the St. Paul road.

In the lighter branches the volume of business keeps up well. The buying of hoops and bands for fall delivery has started, and it is intimated that there may be a moderate advance in cotton ties on July 1.

The deadlock in the copper market continues. It seems a question as to what price will induce the large consumers to surrender their policy of buying only from hand to mouth. There is little disagreement, even among sellers, that the price must be lowered. It is only a question of how much. Exporters of iron and steel deplore the high prices for copper since they have checked new construction in the electrical field in many parts of the world.

LONDON METAL MARKETS.

London, June 19.—Cleveland warrants are quoted at 56s 6d and Glasgow standards at 56s 3d, making prices as compared with last week on Cleveland warrants 2s 3d lower and on Glasgow standards, 2s 3d lower.

Tin—Spot tin opened easy at £188 15s, futures at £181 15s, and after sales of 180 tons of spot and 100 tons of futures, closed easy at £187 10s for spot and £181 10s for futures, making price as compared with last week £2 10s higher on spot and 5s higher on futures.

Copper—Spot copper opened easy at £99, futures at £94, and after sales of 200 tons of spot and 400 tons of futures, closed easy at £99 for spot, £93 5s for futures, making price as compared with last week £1 15s higher on spot and £1 2s 6d lower on futures.

Lead—The market closed at £20 15s making prices as compared with last week 10s higher.

Spelter—The market closed at £24 10s, making price as compared with last week 2s 6d higher.



Travelers, hardware merchants and clerks are requested to forward correspondence regarding the doings of the trade and the industrial gossip of their town and district. Addressed envelopes, stationery, etc., will be supplied to regular correspondents on request. Write the Editor for information.

HALIFAX HAPPENINGS.

Halifax, N.S., June 17.—Trade is a little on the dull side just at present. Business to date, however, appears to have been up to the average, and collections are very good. There is a good business passing in paints and glass, and all the painters in the city have more work than they can handle conveniently just at present. There is quite a demand for nets, rope and corkwood, also builders' supplies. Prices throughout the list are pretty steady just now.

* * *

John B. Foster, of the Sterling-Oldham gold mine, was in the city last week, and brought with him a brick of gold weighing one hundred ounces. This gold was produced from forty tons of quartz. Mr. Foster also had with him a number of samples of rich quartz, taken from the lead which is now at a depth of 1,100 feet, and shows the quality of gold that can be obtained at this great depth. When Mr. Foster commenced operations at this mine he got but seven penny-weights to the ton, but is now averaging from 2½ to 3 ounces, and in three years he has taken out \$70,000 worth of gold.

* * *

Some time ago a syndicate, composed of Hon. C. J. Osman, of Hillsborough, N.B.; A. D. Richards, of Dorchester; and several American capitalists, secured an option on the gypsum areas at McKinnon's Harbor, N.B. They have sent experts to examine the property, and it is understood the syndicate will complete the purchase. The product will be shipped to the United States.

* * *

The town of Truro, N.S., is installing a new fire alarm system and at a meeting of the council, held last week, it was recommended that the Northern Electric and Manufacturing Company, Limited, of Montreal, be awarded the following: 150 cells, at \$145; 3 signal boxes, at \$197. Farquhar Bros., Halifax—300 insulators, \$12.10; 14 miles of No. 10 wire, \$885.44; 400 feet No. 8 wire, \$7.43; 1,000 feet No. 14 wire, \$10.08. John Starr, Son & Co., Halifax—45 6" gongs, \$900; 8" whistle and blowing machine complete, \$545; combination gong, and indicator, \$250. The tender of the Northern Electric Co. for a switch board was the lowest, but the difference was so great that P. R. Colpitt, city electrician of Halifax, advised the council to ask for a blue print, showing what the company intended to supply.

* * *

The Sydney Foundry and Machine Company, Limited, have secured an option on the Townsend property on Pitt St., Sydney, opposite the present foundry. The area is estimated at 200 by 100 feet, and the object is the location of the company's proposed steel manufacturing, one of the most important departments of the newly organized enterprise. The material for the new steel building is now being prepared and work on the structure will soon be commenced.

* * *

Frank J. Cragg, one of the leading retail hardware dealers of Halifax, who has been on a three weeks' visit to some of the large cities in the United States, has returned.

SCENIC ST. JOHN.

St. John, N.B., June 18.—The warmer weather of the past week has given an impetus to the retail trade in seasonable goods. The various dealers report a good business and are well pleased with the outlook. In almost every line of trade the report is very satisfactory. Sporting goods are in great demand, fishing tackle is selling well, and paints, builders' hardware, glass and general smallwares are meeting with a ready sale.

* * *

G. S. Campbell, of the Enterprise Foundry Company, Sackville, who was on a business trip to P. E. Island, reports having taken more orders than on any previous visit. Business on the Island is first class.

* * *

The Lands Produce & Cold Storage Company, which has been looking for a site here to erect a cold storage plant, have decided to build on the eastern side of the harbor, on the lot fronting on Main street. The plans have been changed somewhat and the plant will be more extensive than was at first intended. The plant will be constructed in three sections, the main building being 100 x 100 feet, the boiler house 50 x 100 and an annex 62½ x 100. The cost is estimated at \$125,000 to \$135,000, and the building is expected to be ready for business by October 1. R. J. Graham, of Belleville, Ont., manager of the company, said they intended also to erect ten factories for evaporating apples in the Annapolis valley in Nova Scotia. So far, sites have been decided on at Kentville, Canning, Kingston and Middleport. At Kentville a canning factory for fruits and vegetables will also be built, and a cider and vinegar factory at the same place is included in the plans.

The estimated cost of these factories is \$60,000, and employment will be given to about 1,500 people. Among the con-

tracts already let for the cold storage plant here are the following: Pile driving, S. H. Moyes; supplying piles, John McNamee, John McMulkin and Mr. McGuire, of Coldbrook; sand and gravel, Moses McNulty and Thos. Morrish; cement, Sydney Cement Works, C.B.; concrete work, J. H. Hague.

* * *

The recently discovered series of thefts from the warehouse of the McClary Manufacturing Co. still occupy some attention in police circles. Another arrest was made last week, a man named Wilson being the culprit. Geldast, who was examined in the police court last week, was allowed out on suspended sentence on \$1,000 bail, and instructed to appear June 29 for sentence. Petersen, the second defendant, was committed for trial at the next sitting of the Circuit Court.

* * *

Two workmen have been killed and about half a dozen injured in the past two weeks at the new Royal Bank building which is under construction by the Canadian White Company of Montreal. The first fatality was about two weeks ago, when Michael Gillen lost his life by being crushed under an iron door of a vault. An inquest is being held. The other victim was Melvin Spencer, who was killed by falling down the elevator shaft on the night of June 8.

Good progress with the construction is being made, both day and night crews being employed. The exterior work is nearly finished, the stone work on the top of the building being now placed in position.

* * *

The bridge over the I. C. R. tracks at Wall street is closed up while the structure is being removed by the I.C.R. engineers. A steel bridge will be erected in the course of a week or two.

Contractor Kinnear, of Moncton, has a gang of men employed in painting the I. C. R. elevator here. The work will take some weeks.

The hardware store of W. A. Mills, at St. Stephen, was slightly damaged by fire on Wednesday last. More damage was done by water than by the fire. The loss is covered by insurance.

KINGSTON KINETOSCOPE.

Kingston, June 17.—One of the latest articles to be introduced in Kingston is that of the Gadue dustless flour sifter, which is being manufactured in Canada by Simmons Bros., who have placed a large number on the market. The sifter is made from selected galvanized iron, enamelled a light blue shade. It has three small legs or standards and is made in two different sizes, to hold 25 or 50 pounds of flour, and occupies the same space as flour sacks of the same capacity. It has a close fitting cover at the top, which prevents any dirt whatever getting in and keeps the dust from getting out; at the bottom is a very fine wire sieve especially woven.

A pan or basin of suitable capacity is placed directly underneath the sifter to receive the sifted flour and gives no chance of wasting. When not in use the pan or basin is held in close contact with the bottom of the sifter by two small springs. Inside the sifter, just above the sieve, is an agitator with six curved spokes, three curved in one direction and three the opposite direction, which is constructed so that any foreign matter is thrown to one side and drops into the gutter or rim of the sieve instead of forcing it through the sieve and assisting in assimilating it with the flour. A steel shaft, fastened at the bottom to the agitator, passes up through the cover, to which a moveable handle or crank may be attached. The sifter is most useful as a receptacle for flour, and when filled requires only a few turns of the crank to result in a copious flow of fine feathery flour. One sifting is all that is required, and it is not necessary to raise the cover until every particle of flour has been sifted. The regular price of this sifter is \$2, but it is being sold by all the leading grocers here at \$1.50. The manufacturers have issued a small pamphlet giving the directions and other information regarding the sifter, which they have distributed among the surrounding towns and villages, and the sale of the sifter is rapidly increasing.

Simmons Bros'. store has been known here as the yellow hardware store. It is situated on Princess street, but owing to the increase of their business they have found it necessary to vacate their present stores as soon as possible and will in the near future remove to the premises they have just purchased, half a block lower down, on the corner of Montreal street, where they intend having all their hardware, stoves, etc., in the store confronting Princess street, and do their plumbing and tinsmithing in the adjoining buildings around the corner on Montreal street. The Gadue flour sifter is only one of the many useful articles they intend manufacturing in their new buildings. They have always kept a well conducted and up-to-date store, and it is their desire to have even a larger and better stock in their new premises than they have had in the past.

* * *

Duncan A. Cays, architect, of Kingston, is having a fine brick residence built on one of the principal streets. The contracts have been awarded, the successful tenderers being Taylor & Hamilton for plumbing, steamfitting, gasfitting and metal work; F. McMahon & Co. for painting and glazing; Joseph Hooper for carpentering and joining, and Douglas & McIlquhain for masonry. Work is rapidly going forward and Mr. Cays expects to have his new residence in fit shape to move into by about the first of August.

* * *

A great many merchants will doubtless remember the disastrous fire which completely destroyed McKelvey &

Birch's fine tinsmithing store early one morning the latter end of March. Owing to the good fire walls and the excellent work of the firemen the fire was confined to the one building and fortunately saved the plumbing and steamfitting departments. These, together with their large storehouse, which is situated about two blocks away, containing reserve stocks, left them in a position to fill all orders, and they immediately rented two other stores within the same block, in which they continued their business as usual. The burned building was built in 1903, and building and stock were valued at \$30,000, the insurance on this being \$18,000. In the cellar at the time of fire were several barrels of oil, which the firemen succeeded in keeping clear of the flames. Had these caught fire there would have been great danger of the whole block becoming a prey to the flames. Mr. McKelvey wrote out a check for the firemen for \$50, and Livingston Bros., gents' clothiers, next door, who were unharmed by the fire, also gave them a check for \$25 in recognition of the excellent work done by them; besides which, John Elmer, chief of the fire department, was waited upon at his home shortly afterwards and presented with a fine signet ring engraved with a fireman's helmet and nozzle, by the employees of both firms. Meanwhile, the work of cleaning out the debris has been going on rapidly and many of the housekeepers of this city were benefitted by this fire, as such lines as enamelled and tinware and cutlery were little the worse for the flames when found and were able to be sold much cheaper than usual. Mr. McKelvey expects to have their new store open for business about July 15th. They are adding another storey to its height, making a four-storey solid brick building, the additional storey being for enamelled ware, etc., leaving more floor space downstairs for their stoves and other heavy lines of hardware. Their new building is estimated to cost about \$31,500, and when finished will be one of the finest structures of that kind in the city. All the wiring will be encased, to avoid any possibilities of another fire. John McKelvey and Samuel Birch have been in business together for the past forty years, and were burned out about twenty-five years ago, this being their second fire. They are an old, reliable firm and hope to spend quite a few years more together in their new building.

* * *

W. A. Mitchell, of this city, has a fine attractive show case in the form of a counter in his store which has proved a very useful and helpful arrangement. It is a great time-saver, as formerly, the clerk would have to show a number of different articles over the counter; the customer can now see at a glance a far larger and better assortment than he could by asking the clerk to show them to him. This case is nicely decorated with handy tools, such as hammers, augers, brace and bits, and chisels, etc.; where formerly it was but

an ordinary counter with a large recess underneath. The top of the counter is also of glass, under which a good assortment of small articles such as knives, scissors and razors are kept. This style of counter, besides being very useful, is a great improvement to the store, and merchants would do well to adopt such a plan as this and make their stores much neater and more attractive.

PETERBOROUGH PARAGRAPHS.

Peterboro, June 18.—J. B. McWilliams, of this city, owns a valuable mica mine in Methuen township in the northern part of Peterborough. An American expert who recently visited the mine states that the property is a most valuable one. There is some talk at the present time of opening the Leason copper mine at the head of Stoney Lake in the same district as the mica mine.

* * *

A new business block is about to be erected on Simcoe Street in this city by the Toronto Savings and Loan Company. It will be three storeys high and will contain room for three single stores and one double. The double store has been rented by Adamson & Dobbin, hardware and plumbing merchants, who are now located on Simcoe Street. Their new premises will be 20 feet wide by 100 feet deep and the firm intend fitting them up so that they will have one of the best hardware stores in the province, outside of the larger cities. Two hustling young men constitute the partnership and the business is steadily growing. Adamson & Dobbin do a big store trade and also make a feature of plumbing.

* * *

Mr. MacPherson has introduced a new department in connection with his business. He has installed machinery and tools for die manufacturing and machine works. David Holt, formerly of the Canadian General Electric Company, is in charge, and a good business is being done and the future is bright.

* * *

F. R. J. MacPherson, of this city, has been awarded the contract for the heating in connection with the new \$200,000 armories which are being erected here by the Dominion Government. It is understood the price of the contract is in the neighborhood of \$45,000. Mr. MacPherson has also been given the contract for the re-heating system to be installed in the Separate School on Lake Street. It is a new combined system of heating and ventilating and a Pease furnace will be installed. The system is said to be one of the most modern extant and will cost about \$2,500. It will be ready when the school opens in September. The armory contract is a most important one, but Mr. MacPherson is well qualified to handle it.

GROWING GALT.

Galt, June 20.—Galt hardwaremen are complaining bitterly over the delay in receiving shipments from the wholesale houses. It is a common occurrence

to have goods undelivered for two weeks after the order has been filed. Why this state of affairs should exist is hard to understand. The wholesale men claim that all orders are shipped promptly, and the hardware merchants have perforce to arrive at the opinion that the railways are responsible for the delay. Serious as the matter is, there seems to be no means of redress.

* * *

The average citizen, with the advent of the recent hot spell, realizes that summer has at last arrived, and immediately proceeds to locate the lawn mower, which has been stowed away for the winter. That the Galt citizens are not in the class with those who procrastinate in regard to lawn mowing, is evidenced by the fact that the lawn mower trade among the local merchants has been larger than ever before. "A customer of mine remarked," said a Main St. merchant, "that if he had to cut grass he was going to have the best weapon obtainable. It seems that fashion has decreed that none but up-to-date lawn mowers shall be used."

* * *

"Judging from the amount of paint being purchased," said W. J. McMurtry, the Main St. hardwareman, to your correspondent to-day, "the town will certainly be at its best for the Old Boys' Reunion in August." It is expected that there will be over four thousand visitors to Galt during the days of the reunion. The official invitations are now being sent out.

* * *

It is probable that at the next meeting of the retail merchants the question of holding a banquet during the fall will be discussed. These informal gatherings of the business men of any town do more to promote good feeling than anything else.

* * *

A transient trader from London was recent fined by Police Magistrate Blake for an infraction of the hawkers' and pedlars' bylaw. At the time the case was heard the defendant stated in no uncertain terms that the case would be appealed, and the merits of the bylaw tested, but up to date nothing further has been heard from the man with the little grip of samples. It is quite probable that he has no desire to cross swords with the Galt Retail Merchants' Association, composed as it is, of the shrewdest business men in Galt.

* * *

The warm weather has resulted in an immense demand for screen doors and windows, and happy is the hardware man with a full stock.

* * *

The hardwaremen, in company with the other Main St. merchants are objecting strenuously to the dusty condition of their stores on Monday morning. The dust has full sway on Sunday and certain-

ly makes the best of its opportunity. It has been suggested that Main St. be sprinkled late on Saturday evening. This suggestion will probably be followed out, and if it does not prove successful, it is altogether probable that the town council will be requested to have the street watered early Sunday morning, although the latter suggestion would probably cause a great outcry among certain Lord's Day Alliance adherents. The matter is a serious one, and deserving of the serious consideration of the council.

* * *

The agitation for a weekly half-holiday during the summer months has evidently met with a premature end, as enquiry by your correspondent among a number of merchants elicited the information that nothing was being done.

* * *

Price-cutting, which some time ago was quite prevalent in Galt, has diminished to a great extent, and it is on very rare occasions that one merchant sells lower than his competitors.

* * *

The weekly half-holiday agitation has vanished, and the clerks have buried their hopes of a weekly outing during one day of the summer months. The premature demise of the scheme was owing to the contrary stand taken by two or three of the leading merchants. That this beneficial idea should be dropped is surely a mistake. It is quite possible that the druggists and jewelers may declare a weekly half-holiday, irrespective of the action of the other merchants.

CHAT FROM CHATHAM.

Chatham, June 18.—The Wolverine Brass Company's bylaw received its final reading at Monday evening's council meeting. Chairman Westman of the civic industrial committee stated that three or four other industries were on the way.

* * *

The city council has granted \$200 to assist the board of trade in pushing the interests of Chatham.

* * *

Efforts were recently made to form a farmers' telephone company in the township of Dover, similar to that recently formed in the vicinity of Blenheim. The promoters of the enterprise received little encouragement, however, from the farmers.

* * *

Leamington business men recently formed an association for the advancement of the interests of that town. The following officers were elected: President, S. G. Morse; vice-president, Mr. Purvis; secretary, Mr. McSween; treasurer, Mr. Burrows; executive committee, Station Agent Sands, W. J. Hazleton, W. D. Cox, A. T. Boles, J. E. Johnson and S. French. Harmony and enthusiasm were characteristics of the meeting.

The general hardware trade here during the past week is reported as rather quiet. Tinsmithing and work of all kinds, however, was very active, and the workmen in the various city establishments were kept busy.

* * *

The civic finance committee on Monday evening reported to the city council on the application of the retailers for the changing of their business assessment from a 35 per cent. to a 30 per cent. basis. The committee stated that, after consulting with the city solicitor, they had concluded that the city could not legally take any action in the matter and that any retailers desiring the change must appeal to the Court of Revision. The retailers will most assuredly accept the advice proffered, since, in view of the provincial secretary's letter upholding their contention, they are confident of winning out. The committee did not express any opinion upon the justice of the retailers' contention, merely viewing the matter from a legal standpoint.

* * *

A couple of representatives of an American glass factory were in Tilbury recently with a view to starting a factory there. They were favorably impressed with the outlook, particularly in view of the nearness of the natural gas supply, which their concern would diminish at the rate of one million feet per day. A number of wells were visited. The company manufactures window glass, and expects to employ 200 men.

* * *

The towns round about the gas field are all discussing gas franchises just now. Blenheim has already granted one franchise, and may grant a second. The Blenheim town council last week confirmed an agreement with W. R. De Gruchy, of Boston, for piping the town and supplying natural gas. Mr. de Gruchy agrees to have the supply ready for use by Nov. 1st. A deputation from the Maple City Oil & Gas Co. were also present and asked a franchise, their request being referred to the finance committee.

* * *

Merlin has two natural gas companies striving to supply its needs. The Maple City Oil & Gas Co. have completed their pipe line from the Burgess well and are ready to supply customers in the village. J. N. Halliday, of Merlin, also owns a gas well, and has a large force of men at work laying a pipe line to his home town, which line will be completed in a few days.

* * *

Tilbury expects to have the pipe line from the Bugess well to that village completed right away. The two rival companies, both of whom received franchises, recently amalgamated, forming the Tilbury Town Gas Company, notice of whose formation appeared in Saturday's Ontario Gazette. The company is capitalized at \$40,000, the provisional directors being Robert Edwin Kider, manager of the C. W. & L. E. and Garnet Wolseley Holmes and Kingsley Hulme Holmes, physicians, all of Chatham, and Joseph Arthur Tremblay, real estate agent, and James Stewart Richardson, merchant of Tilbury.

SUNNY ST. CATHARINES.

St. Catharines, June 19.—The new Sovereign Bank building will be four storeys above ground and will be ornamental. The plumbing has been awarded to John Peart.

* * *

Cunningham & Cunningham have under construction two engines of their own design. They do a general business in foundry and metal work, such as engine and boiler making.

* * *

The St. Catharines hardware stores close business on Wednesday afternoons to allow their clerks a holiday.

INDUSTRIAL INGERSOLL.

Ingersoll, June 19.—With the advent of the genuine summer weather has come an increased demand for the major portion of the articles to be found in the hardware or sporting goods store. This being the home of many poultry fanciers there has been a much larger demand this year for wire netting than previously. During the winter months a poultry show was held here and since that time many new fanciers have come to the fore, a fact that has brought business to the doors of the hardware merchants, as wire netting is indispensable to the poultryman who would make a success of the business.

* * *

The past week has also witnessed great activity in connection with garden tools. The month of May was so backward that very little gardening was done then, and since the weather has given some promise of being summer-like the rush has commenced for all the requisites in garden-making.

* * *

In sporting goods a brisk trade is reported by the various dealers. The small boy will go fishing, whether the weather be warm or cool, and there has been a great demand for tackle this season.

Ammunition is always in demand here, due to the fact that the town has a trap-shooting club, which has a large membership. The club meets for practice each Thursday afternoon and anywhere from two to five hundred shells are usually exploded. On the first of July the club will hold a tournament, and it is expected that many of the trap-shooters of western Ontario will be present.

* * *

While the season thus far has been unfavorable, present indications point to considerable building activity. With one factory and several dwellings in course of construction the hardware merchants, plumbers and tinsmiths are promised considerable business.

* * *

The Manchester Mill, owned by the Manchester Cereal Company, had a narrow escape from destruction by fire on Monday night. The fire broke out in the roof shortly after ten o'clock, and when the firemen arrived on the scene had made considerable headway. The fire was confined to the upper story and the

roof. All the machinery on the upper floor was destroyed, while that in other parts of the mill was seriously damaged by water. The damage, which is heavy, is fully covered by insurance. It is thought that the fire was caused by a spark from a passing locomotive.

* * *

Ingersoll is one of the few towns in which very little is heard in regard to price-cutting. This is especially true of the hardware merchants. Their customers seem well satisfied with the prices they are called upon to pay and the merchants do not endeavor to get the "other fellow's" patronage by knocking the bottom out of prices.

* * *

There was certainly a run on hammocks during the past few days. Just as soon as the heat began to feel uncomfortable, thoughts turned to hammocks and some shady nook. Previous to Monday scarcely a hammock was to be seen in position, but since that time dozens have been brought to view, many of them being new ones, which indicates that the hardware merchants have had a good week.

* * *

For the past three years it has been said that the Ingersoll water supply has been contaminated by an intestinal germ. This was the finding of the provincial analyst. Now that the town will discuss the advisability of acquiring the plant the purity of the water has come up for discussion. On Wednesday the council visited the source of the supply in a body and some interesting developments are expected.

LEAFY LONDON.

London, Ont., June 19.—The large building on the southeast corner of Richmond and Bathurst Sts., for years occupied by Stevens, Turner and Burns, the Stevens Manufacturing Co., and at present by the Labatt Manufacturing Co., all of which firms have been engaged in the metal trades, will in future be used as a boot and shoe factory, having been purchased for that purpose by the Cook-Fitzgerald Shoe Co. It is understood the Labatt Company will erect a new shop on Bathurst St., east of Richmond.

* * *

For a new concern, the Scott Machine Company is keeping pretty busy these days. They have just completed two L. and K. test boring machines for the Transcontinental Railway Company, one of which has already been shipped and the other will be sent forward this week. They have also received an order for one of these machines from the C.P.R., and at present are working on an order for 150 patent harrow disc grinders placed by A. E. Durner, of Evansville, Wis.

* * *

An idea of the amount of work turned out at the big establishment of E. Leonard & Sons may be gleaned from the shipments of the past four weeks. In that time they have sent four carloads of engines and boilers to British Col-

umbia, to be used mostly in lumbering operations; eight carloads to Quebec for various purposes; eight carloads to different places in Ontario, fitting up canning factories and other concerns, and four carloads to New Brunswick. At present the firm are at work on several orders from Manitoba and Alberta, which are keeping the staff well employed. E. Leonard & Sons are one of London's oldest industries, but their success is proof that age does not prevent them keeping well in the lead of those in their line.

* * *

Geo. Scott, of the Scott Machine Co., is able to be about again after being laid up for several weeks, the result of an accident.

LETTER BOX.

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Whip Manufacturers.

A subscriber signed "W.G.M." writes: "Kindly give me the names of all the whip manufacturers in Canada."

Ans.—J. E. Brown, Hamilton, Ont.; British American Whip Co., Hamilton, Ont.; Hamilton Whip Co., Hamilton, Ont.; Chas. Lenz, Hamilton, Ont.; Crown Whip Co., Rock Island, Que.; Imperial Whip Co., Rock Island, Que.; Lay Whip Co., Rock Island, Que.; Morgan Co., 43 Colborne St., Toronto; Toronto Whip Co., 26 Birch Ave., Toronto; J. F. Scholtz, Stratford, Ont.

SAW HANDLE.

An improved saw handle has been invented by W. B. McCain, Clearlake, Wash. The improvement has reference to saws manipulated by hand, and its object is to provide a saw handle which is simple and durable in construction and easily removed from the saw blade without the aid of a wrench, screw-driver, or other tool.

IMPROVED CARPENTER'S SQUARE

A patent has been taken out by J. A. McCloskey, Mount Vernon, N.Y., for an improved carpenter's square. In this patent the inventor has for his object the provision of a means adapted to enable a builder to readily determine from a given pitch the length of common and hip rafters, and the cut of the ends of said rafters.

A TRANSOM LIFTER.

An invention by L. C. Smith, New Orleans, La., pertains to transom lifters, such as are used in dwellings and similar places, for controlling the positions of transoms for windows. The inventor aims to produce a device which can be quickly operated to hold the transom in an open, closed, or intermediate position.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 a.m. Friday, June 21. Room 511, Union Bank Bldg, Winnipeg, Man.

Ideal weather prevails throughout the west and crop prospects are now considered equally as good as last year. As a result there is a marked revival of confidence in the business situation and dealers are buying more freely than for some time past.

ROPE—Sisal, 11c. per lb., and pure manila, 15½c.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.90; 11, \$2.96; 12, \$3.04; 13, \$3.14; 14, \$3.24; 15, \$3.39; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

POULTRY NETTING—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILS—No. 10 and larger, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c. per box. Capewell brand, quotations on application.

WIRE NAILS.—\$3 f.o.b. Winnipeg, and \$2.55 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES— $\frac{1}{4}$ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; $\frac{3}{8}$ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; $\frac{1}{2}$ x 8, 9, 10 and 12, \$4.05; $\frac{5}{8}$ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS — Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS — Bolts, carriage, $\frac{3}{8}$ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, $\frac{3}{8}$ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS — Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN— $\frac{1}{4}$ in., \$7; 5-16, \$5.35; $\frac{3}{8}$ in., \$4.75; 7-16, 4.50; $\frac{1}{2}$ in., \$4.25; 9-16, \$4.20; $\frac{5}{8}$ in., \$4.25; $\frac{3}{4}$ in., \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS — Wrought couplings, 60; nipples, 65 and 10; T.'s and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS — Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enameled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE — Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE — Rope sisal, 7-16 and larger, basis, \$11.25; Manilla, 7-16 and larger, basis, \$16.25; Lath yarn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS — Royal Canadian, \$35; B.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC. — Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

Stephens' Shingle Stains

*should be on the
shelves of every
dealer.*

*No other shingle
stain gives quite
the charming
effect of Stephens',
and no other so
effectually pre-
serves the shingles
from decay.*

*The genuine
merit of Stephens'
Shingle Stains is
daily increasing
the demand for
them.*

*But we keep the
output up to the
demand.*

*We have the
goods here wait-
ing for you.*

*Send along your
order. We will fill
it at once.*

G. F. Stephens & Co.

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PAINT MAKERS

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- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

SAMPLE SHINGLES SENT ON APPLICATION

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CALGARY **WINNIPEG**

"The Eldredge" B Sewing Machine

MAKE IT YOUR LEADER AND BE WITHOUT A COMPETITOR.



The No. 74 Improved "Eldredge" B, with New De Luxe Finish, as shown in Cut, is the very best business proposition ever offered the Sewing Machine trade. It is new, original and artistic—simple in arrangement—positive in operation. Progressive hardware dealers have come to recognize the fact that it is to their best interests to carry a line of Sewing Machines, and the discriminating ones are selling "The Eldredge"—The day of the transient trader in Sewing Machines has passed, and our most active agents for this line are hardware dealers. Write for our latest catalogue, which also shows a line of Sewing Machines we can sell you to retail at \$25. Guaranteed for 10 years.

MERRICK-ANDERSON CO.,

Winnipeg.

EMPIRE STOVES AND RANGES



MAJESTIC EMPIRE

This is the largest Oak Stove made in the world. You may say: "Why did you make it?" Because Canada is as cold as any country in the world. Did you ever sell a large heater where you ought to have sold a larger, but could not get it? You have! Needn't any more, we have it.

W. J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES

Fort William, Ontario.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

**WINNIPEG MAN
 AND AT BRANDON, MAN.**

Square your Accounts

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

CORRUGATED IRON AND ROOFING, ETC.—Corrugate iron 28 gauge painted \$3, galvanized \$4.10; 26 gauge \$3.35 and \$4.35. Pressed standing seamed roofing 28 gauge painted \$3.10, galvanized \$4.20; 26 gauge \$3.45 and \$4.45. Crimped roofing 28 gauge painted \$3.20, galvanized, \$4.30; 26 gauge \$3.55 and \$4.55.

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, $\frac{1}{2}$ -in., \$2.65; $\frac{3}{4}$, \$2.80; 1, \$3.50; 1 $\frac{1}{2}$, \$4.40; 2, \$6.35; 3, \$8.65; 4, \$10.40; 6, \$13.85; 8, \$19; 10, \$25. Galvanized iron pipe, $\frac{1}{2}$ -in., \$3.75; $\frac{3}{4}$, \$4.35; 1, \$5.65; 1 $\frac{1}{2}$, \$8.10; 2, \$11; 3, \$13.25; 4, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10 $\frac{1}{2}$ -oz., \$5.20; Queen's Head, 20 \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES — 18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE — Silver Star, in bbls., per gal., 20c.; Sunlight, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases, \$2.75.

PAINTS AND OILS — White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2 $\frac{1}{2}$ c.; in kegs, 3 $\frac{1}{2}$ c.; turpentine, barrel lots, Winnipeg, \$1; Calgary, \$1.07; Lethbridge, \$1.07; Edmonton, \$1.08. Less than barrel lots, 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gallon advance on these prices.

WINDOW GLASS — 16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.30.

ROLLING MILLS AT WINNIPEG.

The Manitoba rolling mills at Winnipeg have commenced operations, employing 50 men, which number will be increased rapidly to 150. As constitut-

STAUNTON'S

New

WALL PAPERS

for
1908

Superior Designs, then Exceptional Color Treatments, then Quality of Material, then Service, then Unequalled Value for the Price we ask.

These features combine to make our

WALL PAPERS

the most attractive line you could handle

WAIT FOR STAUNTONS' SALESMAN

STAUNTONS LIMITED

Makers of Superior Wall Papers

TORONTO

ed, the company lacks nothing, either in the way of practical experience or capital. The president of the corporation controlling the Winnipeg plant is L. A. McElroy, president of the United States Horseshoe Co., of Erie, Pa.

The field for the establishment in Winnipeg of a plant of this kind was observed a few years ago by T. M. Kirkwood, of Toronto, now vice-president of the company, who began the erection of the buildings and sought the financial assistance of the Erie manufacturers and capitalists in carrying out the plan.

The raw material for the mill will be gathered from all parts of the west. In former years much of this material was shipped to Montreal, Toronto and Hamilton. The freight charges against it were very large, but the net result was clear gain, since up to the present time there

has been no demand whatever for scrap wrought iron in the west.

The new company has a contract for one year with the Canadian Pacific to take their wrought iron, and will also ship scrap from points in Manitoba, Saskatchewan and Alberta.

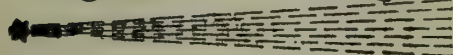
The investment at the present time is said to be in the neighborhood of \$150,000. Mr. McElroy, president of the company, regards the chance as good for the ultimate discovery of iron ore in the west and at no great distance from the city.

A tin mine in the extreme north of the province of Kwangsi, China, is operated on a small scale, its product being exported through the port of Wuchow. Another tin mine is to be opened in the prefecture of Wuchow.

Be Sure You're Right, then go ahead

When you're SURE, you'll order Gilbertson's, when you're NOT SURE, order Gilbertson's any way; then you can't go wrong.

GILBERTSON'S



COMET

Brand

GALVANIZED FLAT SHEETS

are well galvanized, true to gauge and especially soft for working purposes. Every sheet branded "Gilbertson".

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

Agent, Alex. Gibb, 12 St. John St., Montreal.

Anvils and Visse

Machinery Steel

Wire Rope

IN STOCK

A.C. LESLIE & CO.
Limited

MONTREAL

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE

or to

Canada Iron Furnace Co.
MIDLAND, ONT. Limited

**NOVA SCOTIA STEEL
& COAL Co., Limited**

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

"HAMMER THE HAMMER"

The best made, best advertised and best selling revolver in the world.



1,500,000

**IVER JOHNSON'S
SAFETY AUTOMATIC REVOLVERS**
now in use

It is a straight dealers' proposition. Never found in a premium list, and we never sell by mail where a local dealer can supply. Send for catalogues and terms—mighty good terms—to dealers. Or ask your jobber—he knows.

IVER JOHNSON'S ARMS AND CYCLE WORKS
330 River Street, Fitchburg, Mass.
MAKERS OF IVER JOHNSON TRUSS BRIDGE BICYCLES AND
SINGLE BARREL SHOTGUNS

IVER JOHNSON

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your orders and inquiries.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN, 644 Craig Street
MONTREAL**

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Heating and Housefurnishings

THE 'NEW HOME' WASHER, No. 60.

The Standard Mfg. Co., Shelby, O., have recently added to their line of washing machines their "New Home," No. 60, shown in accompanying illustrations. It has a detachable wringer board, so one can wring from the machine tub to the rinsing tub, also from the rinsing tub to the basket without changing the wringer from the detachable wringer board during the whole process of washing.

Fig. 1 shows the washer with wringer upon the swinging wringer attachment swung around out of the way, where it remains while the tub full of clothes is being washed; when ready to wring out the clothes the wringer upon the swinging wringer board is swung around to the proper position to wring the clothes from the machine tub,

ing of the water through them by this violent action and suction, absorbs the dirt and cleanses the clothes in five to ten minutes for a whole tubful at a time. It will wash anything, from a carpet to the finest lace curtains without injury. The tub is made from Louisiana cypress wood and bound with three steel wire electric-welded crimped hoops embedded into the staves of the tub by the crimping process after the hoops are in place, making it impossible for them to come loose and fall off. They also use their improved corrugated top rubber and hinged cover, as shown in cut. This washer has no centre post or other obstructions inside of the tub. The machine is very substantially built, from first-class material, and the best of workmanship throughout. It is placed upon the market through the retail and jobbing trade. Any information regarding printed mat-

sists of a suitable gas burner adapted to be suspended from the grate of a stove, oven fire-place or the like, and heat the fuel therein to the point of ignition in a few minutes.

KEEPING TRACK OF THE COST.

The desirability of a system of keeping an accurate track of the cost of doing work, whether for contracts or jobbing, has evidently made its impression upon many tradesmen. A reproduction of the blank used by James H. Brown, Rochester, N.Y., is reproduced from the Metal Worker.

The blank is made $4\frac{1}{2} \times 9$ in. in size and is printed on three different colors of paper. This is for convenience in classification in entering up the reports by the bookkeeper. The pink blanks are used for making up stock in the shop requiring a report of the material used.



The New Home Washer.



Another Position of Washer.

as shown in fig. 2. With this device the wringer is always in place to wring from either position with the right hand. This is a valuable improvement over wringer attachments where you can only wring from one position. The washer is of the oscillating type, where the tub turns to the right and to the left, about one-half turn around, carrying the water and clothes with it. This tub has ribs in the bottom. The water and clothes are put in, a whole tubful at a time, and top rubber put on top, which is held stationary while the tub, with the clothes and water, rotates to the right and to the left, coming against the reversing springs at the end of each stroke; this has the effect of producing a miniature whirlpool within the tub. This, with the light rubbing process going on at the same time, both at top and bottom of clothes, and the fore-

ter, prices, etc., will be gladly furnished on application to Emerson & Fisher, St. John, N.B., or the Canada Stove & Furniture Co., Montreal, Que.

CAN-SEAMING MACHINE.

E. P. Datow, New Orleans, La., has invented a machine adapted for use in connection with any type of pieced cylinder tinware. For example, it is designed to seam on the ends of coffee, baking powder, fruit, fish, meat, and all other cylindrical cans, dippers, pails, pots, and all manner of similar cylindrical pieced vessels made from one or more pieces of sheet metal.

FIRE KINDLER.

W. H. Haggerty and W. J. Dardis, New York, N.Y., have invented an improved means for kindling fires. It con-

This, with the record of the time, enables Mr. Brown to figure the exact cost of the stock and to add to this cost a percentage of the expenses incurred for rent, tax, interest, clerk hire, freight, cartage, insurance and other expenses which would not naturally find their way into the cost of either stock, contract work or jobbing. The white blanks are used for general jobbing and outside work, and the yellow blanks are used for extra work and material on contract jobs. These blanks are all filled out in the office with written directions for the work to be done, the name of the workman to do it, followed by a list of the material which is to be taken out. A workman is not allowed to take out any stock except that specified on his blank. If additional stock is needed the original blank must be returned to the office and the additional items entered on both the

books and the blank. In this way track is kept of all the items which enter into the cost. These blanks are placed in boxes on which are the names of the different workmen, and as they contain a list of all the material needed and written instructions as to the work, it is not necessary in the majority of instances to give any verbal instructions to the workmen. These blanks are handed in every night, and if the particular job is not finished a continue blank of the same color is given to the workman on which to keep a further record of the work.

TIME CARD.

Name
Address, No.Street
Order Book.....Date of Order.....

Stock Taken Out.

.....
.....
.....

Report of Stock Used:

...lbs. gross Galv. Steel ...lbs. Solder
...lbs. net Galv. Steel ...lbs. Sheet Tin

Report of
Time Start Time in.....
Date 1907Hours
Work Done

Stock Returned.

.....
.....
.....

These blanks are used for furnace work, both old and new, sheet metal work, roofing and all kinds of jobbing. When they are handed in with a memorandum that the work has been completed, a transcription of the records presented on the different blanks is entered upon the books as a charge against the customer, and to this is added on the charge the name of the workman. These blanks are also a time record, and from them the pay roll is made out, so that it is desirable for each workman to be accurate in his time account. The arrangement engenders the habit to be careful to include all items of material, either used or returned from the work.

A NEW POWER WASHER.

The Monarch Specialty Manufacturing Co., Columbus, O., manufacturers of the Monarch Water-lift, the Monarch Organ Motor, have issued a circular describing the Lewis power washer, a new washing machine operated by city water pressure of 20 pounds or more. They claim it is guaranteed to operate on a water pressure of 20 pounds, or over, and is the only motor on the market which will do satisfactory work on as low a pressure as 20 pounds. Further information may be obtained by applying to the company, mentioning this paper. .

QUALITY HIGH
PRICE RIGHT

ON ALL OUR

“Metallic”
Goods

“EASTLAKE” SHINGLES
MANITOBA SIDING
ROCK-FACED SIDING (4 in 1)
SKYLIGHTS
“HALITUS” VENTILATORS
FIREPROOF DOORS AND WINDOWS
GALVANIZED CORNICES
SHEET METAL FRONTS
CORRUGATED IRON

It is a pleasure to give information and prices on any of these goods.

“OUR DEALERS ALWAYS PROTECTED”

THE METALLIC ROOFING CO.
OF CANADA, LIMITED

Manufacturers

Established 22 Years

TORONTO AND WINNIPEG

Opportunity

The man who wants an opportunity or the man who has one to offer should use the Want Ad Columns of HARDWARE AND METAL. For a very few cents you can talk to practically all the hardwaremen from one end of Canada to the other, and talk to them in four days' time.

Our Want Ad page is a Clearing House for the hardware trade in Canada. Goods can be bought and sold to advantage by the insertion of an advertisement which will probably cost you 25 or 50 cents.

In no other way can you deliver a message to as many Hardwaremen in as short a period of time.

RATES:

2c. per word for the first insertion
1c. per word for subsequent insertions
Add 5c. for box number
Send cash with order.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

INDUSTRIAL DEVELOPMENT.

It is stated that Pratt & Letchworth, Brantford, are to enlarge their present plant.

The Greey foundry, Toronto, was damaged by fire on Monday, the loss being about \$10,000.

There is considerable excitement at Owen Sound over a find of rich copper ore near there.

A bonus has been granted John Hayne & Co. to locate a stair factory at Marmora, Sask.

A warehouse belonging to the Grenville Asbestos Works was destroyed by fire on June 12.

John Inglis & Co. will build a one-storey galvanized iron blacksmith shop on Strachan Ave, Toronto.

Damage by fire to the extent of \$1,750 was done to the furniture factory of A. M. Souter & Co., Hamilton.

MacGregor & MacIntyre will erect a one-storey brick iron works on Pearl Street, Toronto, to cost \$6,000.

A new paper mill has been added to the plant of the pulp mills which have been operating at Milton Falls, N.S.

The American-Canadian Oil Company have installed a complete plant at Morinville, near Edmonton. The boring machinery cost \$25,000.

Vancouver men are boring for coal on the banks of the Courtenay River. The prospects are good for a large yield of bituminous coal.

Work has commenced at St. John, N.B., on the new cold storage plant of the Lands Produce and Cold Storage Co., Montreal. The cost is \$100,000.

Ames-Holden, Limited, shoe manufacturers, Montreal, have commenced the erection of a new factory which will have a total floor area of 129,709 feet.

The sisters of the Grey Nuns, Ottawa, have begun the erection of a home for nurses in training. The construction will be in solid stone and the cost \$50,000.

The Temiskaming Railway Commission have awarded to O'Boyle Bros. Construction Company the contract for the railway stores building to be erected at North Bay.

The West Kootenay Power and Light Company have purchased the plant and other assets of the Cascade Water Power Company in order to supply their customers in the Boundary district with electric power.

The largest order for lumber ever placed in Vancouver was given to the Canadian Pacific Lumber Co. by a Japanese company. It calls for 5,000,000 feet for 1,000 railway cars.

A syndicate of Amherst and Antigonish men acquired control of timber limits in Newfoundland and Labrador, comprising 450,000 acres. The purchase price was a quarter of a million dollars.

Halifax has decided to grant a free site of ten acres to W. P. McNeill & Co., on condition that they establish their structural steel and bridge-building works in that city. The company is at present located in New Glasgow.

A large deposit of coal has been found on the Island of St. Pierre, Miquilon. The big French firm, La Morue Francaise, are taking great interest in the discovery and will spend \$10,000 in its development.

The Radcliffe Lumber Company, Duluth, have recently obtained extensive timber limits from the E. & N. Railway in the Alberni district, B.C. The company will build one of the largest saw mills on the coast on the Alberni canal.

Permits have been issued by the city architect for the erection of a three-storey building by the Horological Institute, Toronto, to cost \$8,500, and for a two-storey brick warehouse, to be built for the Imperial Glass Works, to cost \$14,000.

A big plan is on foot for the establishment of pulp and paper mills in Canada. Five million dollars is the capital backed by Harmsworth and other English men. Property consisting of fifteen hundred square miles in Exploits valley, Newfoundland, has been secured.

The Dominion Coal Company intend to build a new steamer for cargo and passenger traffic between Montreal and the Gulf ports. The new vessel will register 4,000 tons, carry 2,500 tons of cargo and maintain a speed of 15 miles per hour. There will be accommodation for 140 passengers.

The Red River Valley Brick Corporation may establish a brick works at Vancouver. It is proposed to erect a plant similar to their present one at Grand Forks, N.D., which has an output of \$200,000 pressed bricks daily. Suitable clay has been found.

The International Harvester Co. have decided to make a large extension to their Hamilton works. An entirely new plant will be constructed hardly as extensive as the present one but nevertheless complete and on a large scale. Gas and gasoline engines will be manufactured for the Canadian trade.

There is a proposition before the town of Goderich for the development of electrical energy at the Black Hole on River Maitland, and the building of an electrical road from Goderich north to Lucknow and another branch to Amberley. Some time ago the town passed a by-law granting \$15,000 for this purpose.

Shaw & Mason, brass founders, have prepared plans for a frame factory to be erected at Sydney, N.S. The floor space will occupy fifteen thousand square feet. Besides the brass foundry there will be an iron foundry and nickel-plating and sheet metal work will be carried on. The machinery will be operated by electricity.

The Schwartz Brick Co. are building a brick-making plant at North Battleford, Sask. The cost is \$75,000 and it is expected that in a month they will be turning out 20,000 bricks per day.

The Clark Foundry Company will build new foundry works at Sydney, C.B. The building will be of steel and concrete, and will be equipped with the most modern machinery.

The Pacific Whaling Company have commenced work on the third of their whaling stations. The new station is to be built in the vicinity of Nanaimo. The station will be complete in every detail. It is also proposed to establish a barrel factory and a glue factory in connection with this station. These two industries alone will give constant employment to 100 hands.

A plant for the manufacture of steel and wooden cars is now almost assured for Moncton. It is proposed to utilize the old I.C.R. shops, on a ninety-nine year lease. Capital for the new enterprise has been already arranged for, and the board of trade are petitioning the council to grant certain privileges in the way of free water and light and exemption from taxation. E. A. Wallberg is promoting the company.

The Stratford Mill Building Co., Stratford, has been awarded the contract for the Medicine Hat Milling Co., for machinery to double their capacity, at a cost of \$80,000. The Milling Company is installing a 100-h.p. steam plant and many large machines of the very latest improved type. The first car of machinery is to be shipped not later than the 15th of July. The ratepayers of Medicine Hat voted a loan of \$20,000 to the company.

Fire which broke out in the works of the Canadian Shipbuilding Co. at Bridgeburg on June 12 destroyed the blacksmith and machine shops, and would have swept the entire plant but for the splendid work of the Niagara Falls fire department, which sent an engine, reel, and thirty men on a special train, reaching the scene in the nick of time. The blacksmith shop and the machine shop, four hundred feet long and a hundred feet wide, were all afire, but the pattern shop, the five hundred foot vessel in the stocks, and the other buildings of the plant had not been touched and by good work they were saved. The loss is roughly estimated at \$200,000, covered by insurance.

The properties of the Spanish River Pulp Company, comprising the right to cut spruce and other woods on Crown lands along the Spanish, Vermillion, and Onaping rivers and their tributaries, with the exception of the Sauble branch of the Spanish River, for a distance of five miles back from the shore, in all fifty square miles of territory in Algoma district, together with the water power and pulp mill near Webbwood, have been sold for \$2,500,000 to a syndicate at Rhineland, Wisconsin, headed by the Edmonds family, large paper manufacturers. Pulpwood is subject to stumpage dues of 20 cents per cord and 10 cents for other woods. The principal shareholders of the Spanish River Pulp Company are: W. J. Sheppard, Waukegan; James R. Tudhope, M.P., Orillia.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES.

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and water-marks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [1f]

FOR SALE—Established hardware, implement and undertaking business in good Manitoba town; annual turnover \$25,000 to \$30,000; stock, \$6,000; best reasons for selling. For particulars apply to Marshall & Ross, Rossburn, Man. [26]

FOR SALE—Hardware stock of \$4,000; will sell at rate on dollar; will rent or sell building. Apply to Box 623, HARDWARE AND METAL. [25]

FOR SALE.

FOR SALE—First-class set of tinsmith's tools second-hand but almost as good as new; includes an 8-foot iron brick almost new. Apply Pease Waldon Co., Winnipeg. [1f]

FOR SALE—Established, profitable furnace, stove and tinware business, in live growing manufacturing city in old Ontario; excellent stock; good stand with long lease; business growing rapidly (last year nearly 20,000); stock and tools about \$5,000. Box 631, HARDWARE AND METAL, Toronto. [26]

SITUATIONS VACANT.

TINSMITHS WANTED—First-class tinsmiths wanted for points west of Winnipeg; must be good mechanics capable of taking charge of a metal department; thorough knowledge of furnace work necessary. Pease Waldon Co., Winnipeg, Man. [1f]

WANTED for North Bay—First class bookkeeper, capable of taking charge of office and acquainted with the hardware business; state qualifications and salary expected. Reply to Box 377, Pembroke. [26]

WANTED for about 2 months an experienced hardware catalogue man; position may be permanent. Box 630, HARDWARE AND METAL, Toronto. [25]

TINSMITH—Wanted at once tinsmith who understands plumbing; state experience and wages expected. Geo. D. Wallace, Wetaskiwin, Alta. [26]

WANTED—Traveller, on salary or commission, in old Ontario, west of Toronto, to sell our wood and coal heaters for 3 or 4 months; state experience and give references. Telephone City Stoves Limited, Brantford. [26]

AN experienced hardware salesman who can keep stock tidy and is willing to do it; must be a good salesman and have a taking manner; to a good man this is a good job; state age, size, salary expected, when can come and send references. Taylor Bros., Limited, Carleton Place, Ont. [25]

HARDWARE CLERK WANTED—Experienced salesman for sample-room; must speak English and French. Frothingham & Workman, Limited, Montreal, Que. [25]

WANTED—Experienced hardware traveller, state references and experience. Decatur, Bull & Co., Montreal. [26]

SITUATIONS WANTED.

WANTED—Young man representing five large American manufactures desires to make connection with a Canadian machine supply house or hardware firm wishing to open a mill supply department. Box 628, HARDWARE AND METAL. [25]

WANTED—A situation by a thoroughly experienced hardware salesman—heavy and shelf hardware, stoves and tinware; competent to take charge; bookkeeper; unmarried. Address Box 627, HARDWARE AND METAL. [25]

Here is One of the Many Things We Do to Safeguard the Purity of *Sherwin-Williams Screw Press Linseed Oil*

THE value of linseed oil depends upon its purity. Any foreign matter which may get into the oil in its manufacture helps to shorten its life. For this reason the greatest care must be exercised in every process from start to finish. One of the many things we do to safeguard quality is illustrated below. We know the flaxseed must be clean, to begin with, so we take the precaution to remove all foreign matter. The pile at the left represents a bushel of flaxseed as it is often used for making linseed oil; next is what we take out of a bushel for making our linseed oil, and the last pile represents the screenings we throw away.

We use the "screw press process" in making our oil. We control this process exclusively in Canada. It enables us to extract a better quality of oil from the seed than heretofore possible, because the oil is extracted at a low temperature. Where the seed is highly heated the albumen and mucilaginous matter are freed and get into the oil. Our process leaves this matter in the meal.

We offer these special oils to the trade:

S.W. Strictly Pure Screw Press Raw Linseed Oil.

S-W. Strictly Pure Screw Press Kettle Boiled Linseed Oil.

S-W. Strictly Pure Screw Press Bleached or Refined Linseed Oil.



THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters & Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York Street, Toronto, and Winnipeg, Man.

lia; James Playfair, Midland; Marshall Dodge, of the Georgian Bay Lumber Company; John R. Barber, Georgetown.

COMPANIES INCORPORATED.

Canadian Bessemer Ores, Toronto; capital, \$100,000; to carry on the operations of a mining, milling and reduction company. Provisional directors: Thos. Taylor, Wm. Gilchrist, Alan F. Aylesworth, H. W. Shapley and Nellie Boynes, all of Toronto.

The Cody Manufacturing Company, Sarnia; capital, \$50,000; to manufacture cooking, heating and lighting apparatus; provisional directors: A. S. Cody, R. D. Cody and Thos. French, Sarnia, Ont.; C. R. Black and F. C. Kennedy, Port Huron, Mich.

The Tilbury Town Gas Company, Chatham, Ont.; capital, \$40,000; to prospect for and deal in oil and gas. Provisional directors: R. E. Kizer, Garnet W. Holmes, and Kingsley H. Holmes, Chatham, Ont., and I. A. Tremblay and James Stewart, Tilbury, Ont.

The National Corundum Wheel Company, Toronto; capital, \$30,000; to manufacture corundum and emery wheels. This company is already incor-

porated under the laws of the State of New York, and is now authorized to transact business in Ontario, with Jas. R. Roaf, Toronto, as its attorney.

The Portage la Prairie Construction Company, Portage la Prairie, Man.; capital, \$100,000; builders and contractors. Incorporators: Henry Stephens, G. B. Housser, Wm. Armstrong, Wm. Richardson, M. A. Ferris, Frgh Armstrong, A. L. Hamilton and Peter

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT.

Whimster, all of Portage la Prairie, Man.

The Glen Hayes Coal Mining and Development Company, Winnipeg; capital, \$1,000,000; to deal in coal, oil, coke and other metals. Incorporators: G. A. Bull, H. V. Kobold, R. S. Armstrong, H. C. Hamelin, Isaac Pitblado, Winnipeg; S. L. Head, Rapid City, Man.; T. C. Bulloch, Crystal City, Man.

The Virden Manufacturing Company, Virden, Man.; capital, \$100,000; to manufacture the Whiteford justice measurer and to deal in threshers and farmers' machinery and supplies. Incorporators; Honorable John Hume Agnew, Winnipeg; Wm. Whiteford, A. E. Smith, Chas. E. Ivens, H. Gilliard, A. W. Hunter Smith, all of Virden, Man.

BUILDING NOTES.

W. G. Hogarth will erect a \$10,000 business block in Fort William.

The Smart Bag Company will erect a factory on Logan Ave., Toronto.

Plans are being prepared for a wing on the Ontario Parliament Buildings.

The Maple City Oil and Gas Co. have asked the city of Chatham, Ont., for a gas franchise.

The new Roman Catholic cathedral at Hamilton will cost in the neighborhood of \$200,000.

The contract for a new school at North

Battleford, Sask., has been let to W. J. Broley for \$32,200.

The Massey-Harris Co., will erect a warehouse at Saskatoon this summer costing about \$50,000.

The Northern Bank have secured a permit for the construction of a \$17,500 building at Vancouver.

The Sydney Foundry and Machine Co. have secured a site on which a new steel building will be erected.

Steps are under way for the rebuilding of the Sacred Heart Church, at Ottawa, destroyed by fire on June 10. The damage was \$180,000.

The Western Cannery will establish a factory at Medicine Hat. A site has been purchased and machinery will be installed at once.

Geo. McNeil, Calgary, intends to erect a seven storey apartment house. There will be over forty suites of rooms with all modern improvements.

The building permits in Regina for 1907 are estimated at three million dollars. Among the more important buildings going up are, the new post office, costing \$250,000; the Northern Bank, costing \$115,000; the Canada Permanent, costing \$42,000; and the Mackenzie & Brown Building, costing \$15,000. Many warehouses are going up. Among these are buildings of the International Harvester Co., The Nichols & Shepherd Co., and the Reeves Co.

Galt "Sure-grip" Shingles

are simply wonders TO SELL, TO LAY AND TO MAKE FRIENDS. Once used and you would never use any other—your customers wouldn't let you.

"Sure-Grips" make a really handsome roof, as well as the most weatherproof. Try them—that's all we ask.

"GALT" CORRUGATED SHEETS are best English galvanized stock, pressed, straight and true. Our prices are right, and we can ship promptly.

Consult us before purchasing CEILINGS, SIDINGS, ROOFINGS, CORNICES, SKYLIGHTS, VENTILATORS, FINIALS, FIRE-PROOF WINDOWS, EXPANDED METAL LATH, ETC.

The "GALT KIND" is the line to push; we protect and assist our customers.

THE GALT ART METAL CO., Limited

GALT, - ONT.



**Consolidated
Plate
Glass
Company
of Canada
Limited**

**Glazing
Glass
of all kinds**

LOWEST PRICES
ASK FOR THEM

— Write Nearest Office —

TORONTO
MONTREAL
WINNIPEG

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.



For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

JOBBER AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

? Where's the Saving?

It's like burning Dollar Bills to invest money in the
"cheap" light-weight Furnaces that
are on the market to-day!

Every dealer in heating apparatus **knows** that the ability of a furnace to endure the strains of expansion and contraction while in active operation, and the attacks of cellar-damp, etc., during the summer, depends almost entirely on the weight of metal used in constructing its vital parts.

So, when you get a furnace the same size as a Pease but considerably lighter, you will find that although its buying cost may be \$25.00 or more "cheaper," yet its working cost will be so much greater as to more than make up the apparent saving, sometimes in a single season's use.

? What is Our Record?

"Economy" Furnaces cost more to buy,

BECAUSE they are made of more metal and better metal than the "cheap" kinds.

"Economy" Furnaces cost less to keep,

BECAUSE with ordinary intelligent care they will last longer than any other make on the market;

BECAUSE with their non-contracted casings and large surfaces they can supply more warmed air on a smaller consumption of fuel;

BECAUSE they will give better service with far less time and trouble for firing, cleaning or repairing;

BECAUSE with our "anti-clinker" grate and general excellence of construction, such thorough combustion takes place that the bulk of ashes is very small and too fine to be worth sifting.

Let us help you increase your business

Pease Foundry Co., Ltd., Toronto
Pease-Waldon Co., Ltd., Winnipeg



News of the Paint Trade

THE WHITE LEAD MARKET.

With the advance in linseed oil, says the Paint, Oil and Drug Review in describing the American market, it seemed probable that white lead in oil also might advance, especially if the higher tendency in oil was to continue. But almost at the very time when oil was marked up pig lead declined. The drop in lead was slight, but was sufficient to forestall any upward movement in white lead in oil. It is the opinion of some people in the paint trade who are in a position to know what they are talking about that no increase in white lead prices has been contemplated and that none will be put into effect. They say that while dry white lead was advanced some weeks ago, owing to its relatively low level compared with pig lead, and while linseed oil has since advanced sharply, yet lead in oil is about at high point for this season, and can hardly go higher unless all other paint materials advance with it.

That lead in oil is now being sold at dangerously near cost of production is generally admitted. In fact, there are some who maintain that it is selling at or below cost, considering the high price of both pig lead and linseed oil. But other considerations than cost of production enter into the selling price of white lead in oil. It finds its market mainly as a competitor with other paint making materials, particularly with mixed paints. When oil and lead are high the consumer naturally turns to some cheaper article, of which he can find a choice assortment in the paint trade. The fact that ochres and mineral paints, roof and barn paints, etc., are available in quantities and at low cost, and for some purposes are specially adapted, puts white lead in oil in a position where it cannot be advanced in price beyond a certain point, regardless of its cost to produce. The law of substitution comes in to check any such advance. Just as zinc has been substituted for copper for many uses where such a change is possible, so other pigments would be resorted to if lead in oil were put up to a figure that might really be justified in view of the higher cost of both oil and lead.

TESTING BOILED OIL.

The following method of testing boiled linseed oil is used by a writer in the Oil and Color Trades Journal. It is certainly simple, gives fairly constant results, and can be used by anyone without the aid of costly apparatus. All that is required is a wooden box, about nine inches long, nine inches deep and six inches wide, some glass (quarter-plate negatives, with films washed off), which any photographic friend will give you, and a thermometer (Fahr.). The box is to be placed on its side, so that when the coated glasses are placed inside, resting against the bottom, they are protected from draughts or currents of air passing over the oiled surfaces, which would modify the results obtained. The oil should be warmed to about 75 degrees, and enough of it run on to one of the cleaned and dry glass plates to cover one side. The plate is then

We Have a Heap

of other lines to sell you that are sure to follow if we can once get you started on **Elastilite Varnish**

It is so good and does so well all we claim it will do, your customers will demand other lines from the same makers.

Elastilite is a MAGNET THAT ATTRACTS TRADE AND HOLDS IT. For outside or inside.

In tins only, $\frac{1}{2}$ pts. to 1 gallon.

See Catalogue No. 10, page 3—
then follow on for other lines.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE GUARANTEED WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

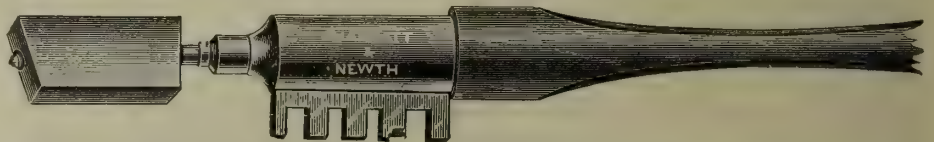
MONTREAL — TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

kept upright for a few minutes to drain after which it is placed in the box, film outwards, and supported against the bottom at an angle of 60 degrees. The box must be kept in a dry room at a temperature as near 65 degrees as possible. This is fairly easy, except in very

hot weather. The glass should be examined, say, in five to six hours, and at intervals thereafter, and the oil judged to be dry when it will bear a firm momentary pressure in the centre of the film without "tackiness." The oil should dry in from eight to ten hours.

The claims made for some brands of paint are as absurd as they are inferior. A really good reliable paint, a brand like

NEW ERA PAINT

with lasting life and lustre in every drop, needs no extravagant claims. Endure! why it is the most durable thing ever marketed in cans and labelled paint. All practical men know that. Have you our catalogue?

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR

ONTARIO

Your CUSTOMERS ARE HUNGRY

for something really
satisfactory for their
Floors

Give them

JAMIESON'S FLOOR ENAMEL

and they get what, up
to the present, they
have hoped and longed
for in vain.

DRIES HARD OVER NIGHT

DOES NOT PEEL OFF

IS NEVER STICKY

MIRROR GLOSS

HARD AS IRON

STANDS REPEATED WASHING

Manufactured by

R. C. JAMIESON & CO.
LIMITED

16-30 Nazareth St., - MONTREAL

Write for prices and show card.

Ask the Veteran Decorator

to tell you just why

Pearcy's Pure Prepared Paints

are so immensely superior to the fairly good brands. He knows.

OUR SPECIALTY

PROMPT DELIVERIES

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada



THE NEW FOOT PRESSURE DUST PAN

leaves both hands free to use the broom, no more stooping, no more back aches. The pressure of the foot on the spring rest holds the extreme lip of the pan close to the floor and takes up the sweeping at the first attempt.

THE NEW "SPRING FRAME" BROOM ATTACHMENT

saves the broom. Keeps it firm for a clean sweep, and for heavy piled carpets especially good.

SOLD BY

E. T. WRIGHT & CO., Hamilton, Ont.

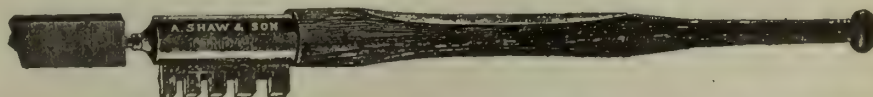
McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal,

PAINT AND OIL MARKETS

MONTREAL.

Montreal, June 18.—Trade conditions continue very satisfactory on account of the spell of warm weather which has at last arrived. Orders are coming in almost too briskly to be handled with despatch and comfort, and it looks as if the painters all over the Dominion are trying to compensate for the time lost during the unseasonable weather during the month of May. It is quite safe to predict that the brisk demand now experienced will continue for some weeks at least, as is evidenced all around by the great building activity, which necessarily means an increased consumption of paint.

Linseed oil prices have been advanced another cent. The only weak line on the market at present is turpentine, which has declined three cents per gallon further.

Instances of long delays in the forwarding of supplies to the manufacturers by the railways are being multiplied daily. A member of a prominent paint manufactory here stated that a shipment of material to them took seven weeks to arrive from Philadelphia. Another firm making a shipment from St. John to Winnipeg found that two months elapsed before it arrived at its destination. The transportation situation is improving each week, but it is yet far from being perfectly satisfactory.

Linseed Oil.—Prices again have advanced. We now quote: Raw, 1 to 4 barrels, 69 cents; 5 to 9 barrels, 68 cents; boiled, 1 to 4 barrels, 72 cents; 5 to 9 barrels, 71 cents.

Turpentine.—A further decrease of 3 cents has been made. We now quote: 83 cents per gal. For smaller quantities, 5 cents extra.

Ground White Lead.—A good demand prevails. Prices are firm and unchanged. We continue to quote: Government standard, \$7.25 to \$7.50; \$6.90 to \$7.15; No. 2, \$6.55 to \$6.90; No. 3, \$6.30 to \$6.55; all f.o.b. Montreal.

Dry White Zinc.—The strength of the European market keeps prices steady here, and stocks are abundant. We quote: V.M. Red Seal, 7½c to 8c; Red Seal, 7c to 8c; French V.M., 6c to 7c; Lehigh, 5c to 6c.

White Zinc Ground in Oil.—This is in good demand, with firm and unchanged prices: Pure, 8¼c to 9¼c; No. 1, 7c to 8c; No. 2, 5½c to 6½c.

Putty.—The demand for putty continues strong and manufacturers are very busy filling orders. Prices are unchanged. We quote: Pure linseed oil, \$1.75 bulk, in barrels, \$1.50; in 25 lb. irons, \$1.80; in tins, \$1.90; bladder putty, in barrels, \$1.75.

Orange Mineral.—A steady volume of business is being done in this line. Prices are unchanged. We quote: casks, 8c; 100-lb. kegs, 8½c.

Red Lead.—Business in this is somewhat quiet at present. Back orders are being well filled. We quote: Genuine red lead, in casks, \$6; in 1-lb. kegs, \$6.25; in less quantities, at the rate of \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6; and smaller quantities, \$6.75.

Paris Green.—The continued hot weather will do much to stimulate the trade in paris green, and a large in-

crease in demand is expected. Prices are unchanged.

Gum Shellac.—There is a brisk demand for this; supplies are adequate, and prices unchanged. We quote: Fine orange, 60c per lb.; medium orange, 55c per lb.; white (bleached), 65c.

Shellac Varnish.—Large shipments are being made by the manufacturers. There is still a tendency towards easing quotations to encourage sales. We quote: Pure white bleached shellac, \$2.80 to \$3.05; pure orange, \$2.60 to \$2.84; No. 1 orange, \$2.40 to \$2.64.

Petroleum.—The situation in this market is unchanged. We quote: American prime white coal, 15c per gallon; American water, 16½c per gallon; Pratt's astral, 19½c per gallon.

TORONTO.

Toronto, June 21.—A marked impetus has been given to trade throughout the paint and oil markets by the warm weather of the last few days. Retailers have been able to deplete their stocks of ready-mixed paints to a considerable degree and sorting orders for these and kindred lines are now coming into the local jobbing houses much faster than heretofore. Should the present warm weather continue the local houses will be taxed to their utmost capacity in fulfilling orders.

Turpentine has declined two cents again this week. The demand for this article has become very strong during the last few days, no doubt because many retailers believe the market will not go much lower. All is mere guesswork, however, the facts being that the Jacksonville people are holding about 12,000 casks in an effort to force prices up, while the Savannah people, who have not yet bought to any extent, are endeavoring to bear the market down.

Orders are beginning to arrive for Paris green in sorting quantities. The present warm weather is most favorable for the propagation of potato bugs and farmers will probably be kept busy for the next few weeks in keeping in check this annual pest.

White lead is in strong demand and the price remains very buoyant. With dry white lead and linseed oil still scarce and high in price it is not to be wondered that the tendency of the white lead market is upward.

A strong demand exists for linseed oil and last week's prices are well maintained, with one large dealer even quoting one cent higher. Linseed oil has recently advanced in England and apparently is reflecting the nervousness of the English cotton seed oil market which is very stringent at the present time.

White Lead.—The demand is very brisk. Prices continue to show an upward tendency. We quote as before: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40; ½c will be charged extra for 12½-lb. packages; genuine dry white lead in casks, \$7.

Red Lead.—A fair demand exists.

"Japanese" Enamel White

is a hard-drying, high lustre Enamel of superior quality.

It has been sold and used with great success for the past 25 years.

The extensive demand this season for a

High Grade Interior Gloss White

for walls, woodwork, furniture, etc., has increased the sale of "Japanese" Enamel White all over Canada.

It is put up in attractive form, in convenient sizes, and is a good seller, proving eminently satisfactory wherever sold.

Try your trade with a few cases of "Japanese" Enamel White.

We manufacture "Japanese" Enamels in over thirty shades besides black and white.

BRANDRAM-HENDERSON, LIMITED

MANUFACTURERS

Montreal, Halifax,
St. John, Winnipeg.

RAMSAY REMOVAL

All orders are now filled from our large new warehouses :

**10, 12, 14, 16, 18, 20, 22
INSPECTOR STREET**

No stoppage to business during removal. All orders executed promptly as heretofore.

Don't forget the old premises on Recollet Street are now closed to the paint business. Friends are invited to visit us at our new offices and warehouses at above address.

A. RAMSAY & SON COMPANY

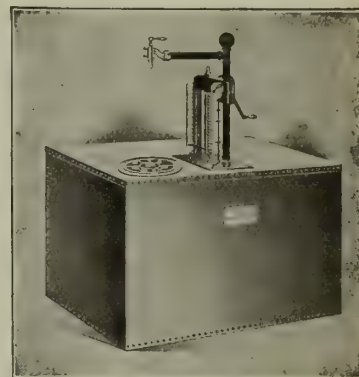
Est. 1842

MONTREAL

PAINT MAKERS

Reduced Expenses Mean Increased Profits

A large part of your oil profits are eaten away by unnecessary expenses. Figure out how much more money you would make on your oils if you lost nothing by evaporation, dripping, leakage and careless handling, then you will know just what the Bowser Oil Tank is worth to you.



Cut 9—For Heavy Oils.

The Bowser Tank is the cheapest you can buy because it is the only one which means a saving instead of an additional expense.

Write us for catalog V describing our outfits and we will tell you more about the Bowser.

S. F. BOWSER & CO., Limited

66-68 Fraser Ave.

Toronto, Can.

BLANCHITE

We can supply you with the best **paints** and absolutely the finest **enamels** in Canada, also the only washable and practical cold water paint.

Our Three Star (XXX) White in paste form is superior to white lead in oil. It will not change color like white lead, and is cheaper, and has greater covering capacity. All our goods are double ground. These are big statements. Try our goods and be convinced.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, ONT.

Prices remain unchanged. We continue to quote: Genuine, in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

Shellac—The demand is fair with prices unchanged. We still quote: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange), \$2.50.

Turpentine—We record another drop of two cents this week, with one firm even quoting a cent lower still. We now quote: Single barrels, 85c; two barrels and upwards, 84c, f.o.b. point of shipment, net 30 days; less than barrels, 5c. advance. Terms, 2 per cent., 30 days.

Linseed Oil—There is no further advance this week, though one firm is quoting one cent higher than the figures below. Prices are very firm in the English market and the demand is very strong: Raw, 1 to 3 barrels, 71c; 4 to 7 barrels, 70c; 8 barrels and over, 69c. Add 3 cents to this price for boiled oil f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

Petroleum—Prices remain the same with good demand. We quote: Prime white, 13c.; water white, 14½c.; Pratt's astral, 18c.

Paris Green—The price is unchanged. The warm weather has increased the sale and orders are coming in for sorting quantities. We continue to quote: English and Canadian at 29½c. base.

For additional figures see current quotations at back of paper.

WHITE LEAD BY NEW PROCESS.

The Wet Process Reduction Company, Toronto, are installing apparatus for a fifty-ton plant, which they are establishing in that city. They will manufacture white lead by the "Kingsley" wet process, which is a radical departure from any other method now in use. Almost all the apparatus is now in position and the company expect to be producing white lead within a very short time at the rate of twenty tons of refined product a day.

The company claims that by this new process a superior grade of white lead can be produced from the ore in the remarkably short space of twenty-four hours, whereas good lead cannot be produced by the old method in less than from seven to eleven weeks. By the new process the lead is carried down in solution through a series of apparatus where the introduction of certain acids brings about a chemical reaction and the white lead is produced by precipitation. The new firm claims they can extract one hundred per cent. of the lead values from the ore, as well as save all the various by-products and reclaim the chemical values at the end for use again in further production, none of which things are even attempted in the other methods of manufacture now in vogue.

It is the intention of the company to treat lead-zinc ores which cannot be treated by the smelters at present. They will also refine cobalt and extract all the cobalt, arsenic, and silver from it, whereas by present methods, only ninety per cent. of silver can be obtained and the arsenic and cobalt is lost. To show the economical importance of the

new method, it is only necessary to state that cobalt oxide is worth \$2.50 per pound.

White lead, chrome lead, as well as all colors with lead or zinc base will be produced by the company direct by precipitation, without the introduction of the slightest particle of coloring matter. Samples of the company's white lead have been submitted to large English and Canadian consumers, and the company have letters on file from these stating that the coloring power, body and capacity of their product is equal to the best quality of English lead now on the market.

ADULTERATED WHITE LEAD.

The white lead used in Australia, imported from England and Germany in quantities of about \$1,500,000 worth annually, is said to be a heavily adulterated article, ranging from 20 to 50 per cent., the adulterants being baryta, French chalk, china clays, and similar substances.

It is anticipated that the Commonwealth Government will next session raise the import duty of about \$10 per ton on white lead to \$15 or \$20, to enable a local company to resume operations. It closed down about twelve months ago in consequence, it is claimed, of heavy imports from England and Germany of a less pure article at a much lower price than was formerly shipped. The local product is said to have an absolutely pure white lead by a patent chemical process entailing considerable less time than the "stack" or "old Dutch" method.

It is reliably stated that the product of this process has stood the most severe tests against the best English and German and proved the most lasting; also that it was used by the state railways, by the metropolitan board of works, which controls the sewerage system of Melbourne, with the best results, and both the Commonwealth and state public works departments, after testing, recommended its future use.

COLORS AND THEIR COMPLEMENTARIES.

The primary colors are three in number—red, yellow and blue. From these the secondaries are produced, as orange, green and purple; and from these the tertiary colors—citrine, olive and russet. Red is complementary to green, yellow is complementary to purple and blue is complementary to orange. In the same way the secondaries have their complementaries to the tertiaries, as orange and olive, green and russet, purple and citrine.


PAINT GOSSIP.

A. Lapointe & Co., Montreal, have been registered to carry on a painting establishment in that city.

H. Cabana and Alphonse Vallee, Montreal, have been registered to carry on a painting business, under the firm name of Cabana & Vallee.

The large frame building at Listowel, formerly used as a flax mill, the property of the J. and P. Livingston estate, was gutted by fire on Monday.

**LIGHT HARD
OIL FINISH
VARNISH**

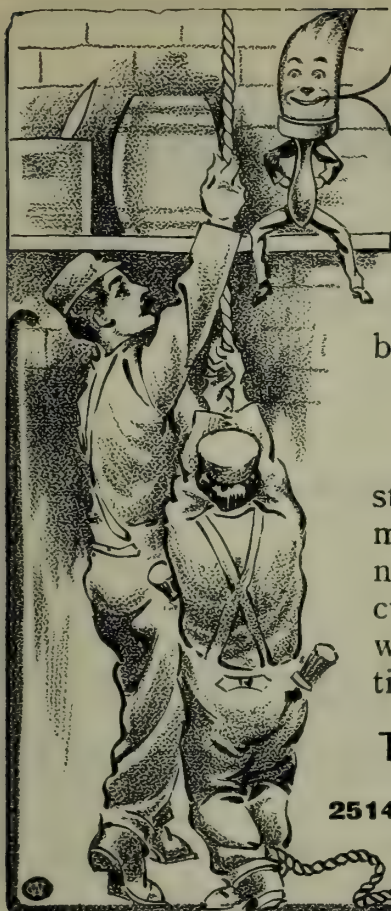


**THE C. P. CO'S.
LIGHT HARD
OIL FINISH**

may be applied to Church Seats, Furniture and wood work generally, where a quick drying Varnish is required without having a high gloss. It is one of the most useful Varnishes manufactured. It is in universal use for a variety of purposes.

All surfaces to be coated should be free from dust. The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes should be clean and soft and the LIGHT HARD OIL FINISH applied with an even light coat.

**THE
CANADA
PAINT CO.
LIMITED
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG**



A Strong Pull

A strong pull on public confidence is a great help in holding trade. As a trade puller and business builder there is nothing better than a line that gains a reputation by real worth and genuine quality. That's why

100 Per Cent Pure

steadily maintained as the standard of Martin-Senour Paint makes it such a profitable article for dealers to handle. It never disappoints. Present sales bring future orders and one customer makes another. We want agents everywhere. Write for our special agents proposition. It's a winner.

THE MARTIN-SENOUR CO. Ltd., "Pioneers of Pure Paints"

142-144 Inspector St., Montreal.

2514-2520 Quarry St. and Archer Ave., Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co. Ltd., Winnipeg.

The Maritime Paint and Varnish Co. Ltd., Halifax, N. S.



BUSINESS INSURANCE



100% Durability

The shrewd dealer takes out a policy assuring lasting commercial success by stocking a paint with **lasting qualities**. The business acumen of hardwaremen accounts for the ever-increasing sales of

ARK BRAND PAINT

because of its durability and lasting lustre. You can preach economy to your customers when recommending Ark Brand Paint. The best paint is always the most economical for your customers to use. To preach economy is sound business policy. Stocking Ark Brand is positive assurance of the paying trade and a lasting reputation.

MURESCO WALL FINISH

is so much superior to the next best Wall Finish that it stands in a class by itself. **Muresco** is peerless in **quality** and **durability**, and the ease with which it is applied makes it the next best thing to **Ark Brand Paint** as a trade-builder and profit-maker.

We have interesting particulars for the man who wants more business

Manufactured by

THE BENJAMIN MOORE CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICES AND WORKS:

TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N. J.



BERRY BROTHERS' VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
PHILADELPHIA
BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE, ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO

A Money Consideration

There are few other considerations worth serious thought when it comes down to business, unless it be the securing of one's reputation. Perhaps this accounts for the unprecedented success of our

VARNISH TURPENTINE

but we are inclined to favor the belief that it captured the market because of merit and merit alone. We guarantee our Varnish Turpentine will do any work that spirits of turpentine will do, and do it better. Send for a barrel of our turpentine, test it as you please, and if it is not satisfactory return it at our expense. Is that fair?

The Defiance Mfg. and Supply Co.

TORONTO ONTARIO



DON'T SELL PAINT THAT IS CHEAP AND INFERIOR. The **Falcon Brand** for paints and varnishes, etc., means that they are not only **good**, but that they are the very **highest grade** that up-to-date paint making can produce.

There's good money in it for you.

Send us a sample order and we will prove our statement.

PHASANTITE

an ideal water paint.

FALCONITE

White Enamel of high-grade.

LACKERITE

Our new Varnish Stains in 12 colors.

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

LUCAS

PHILADELPHIA

BOSTON

NEW YORK

SAN FRANCISCO

CHICAGO



ISLAND CITY ANTI-RUST PAINTS

To Architects and Structural Steel Manufacturers.

Our Anti-Rust Paints are made specially to prevent the effects of Electrolysis on iron and steel. They are guaranteed to stand moisture, heat, frost and contraction, and will keep the metal covered to its standard strength—being made expressly for Bridges and Structural Work. Prices and Samples for testing can be had by applying to

P. D. DODS & CO.

162-164 MCGILL STREET,

MONTREAL.

CLAUSS BRAND DENTAL SNIPS

Fully Warranted

Manufactured from select stock. Steel Faced on Composition Metal. We suggest dealers giving these a trial, as the same usually find an early purchaser.

Write for Trade Discount

The Clauss Shear Co., :: :: Toronto, Ont.



ENAMELS			96 to 100	20 50
Subway brand	1 90	2 00	101 to 105	24 00
Decorative	4 20	4 31	106 to 110	27 50
GLAZE			Discount—18-oz., 25 per cent; 21-oz., 30 per cent. per 100 feet. Br ken boxes 50 per cent.	
Domestic sheet	0 10	0 10 1/2	WHITING.	
French medal	0 12	0 12 1/2	Plain, in bbls	0 70
PARIS GREEN.			Gilders bolted in bands	0 91
Berger's Canadian			WHITE DRY ZINC.	
600-lb. cask	0 27 1/2	0 27 1/2	Extra Red Seal, V.M.	0 07 1/2
250 lb. drums	0 27 1/2	0 27 1/2	WHITE GROUND ZINC.	
100-lb. "	0 28 1/2	0 28 1/2	Pure, in 25-lb. irons	0 08 1/2
50-lb. "	0 28 1/2	0 28 1/2	No. 1, "	0 07
1-lb. pkgs, 100 in box	0 29 1/2	0 29 1/2	No. 2, "	0 05 1/2
1/2-lb. "	0 31 1/2	0 31 1/2	VARNISHES.	
1-lb. tins, 100 in box	0 32 1/2	0 32 1/2	In 5-gal. lots. Per gal cans	
1/2-lb. bag	0 32 1/2	0 32 1/2	Carriage, No. 1	1 50
F.o.b Toronto.			Pale durable body	3 50
PARIS WHITE.			" hard rubbing	3 00
In bbls	0 90		Finest elastic gearing	3 01
PREPARED PAINTS.			Elastic oak	1 50
Pure, per gallon, in tins	1 31		Furni ure, polishing	2 00
Second qualities, per gallon	1 15		Furniture, extra	1 15
Barn (in bbls.)	0 65	0 90	" No. 1.	0 90
Sherwin-Williams paints	1 55		" union	0 80
Canada Paint Co.'s pure	1 25		Light oil finish	1 45
Standard P. & V. Co.'s "New Era"	1 30		Gold size japan	1 80
Benj. Moore Co.'s "Ark" Bd	1 25		Brown japan	0 95
" British Navy deck	1 50		No. 1 brown japan	0 95
Brandram-Henderson's "English"	1 45		No. 1 black japan	0 90
Ramsay's paints, Pure, per gal.	1 30		Benzine black japan	0 70
" Thistle, "	1 10		Crystal Damar	2 80
Martin-Senour's 100 p.c. pure	1 55		No. 1	2 50
Senour's Floor Paints	1 25		Pure asphaltum	1 41
Jamieson's "Crown and Anchor"	1 20		Oilcloth	1 50
Jamieson's floor enamel	1 50		Lighting dryer	0 70
Blanchie's preservative and floor 1 15	1 25		Asiastite varnish, 1 gal. can, each	2 00
Sanderson Percy's, pure	1 20		Granitine floor varnish, per gal	2 10
Robertson's pure paints	1 20		Maple Leaf coach enamels, size 1,	1 20
PUTTY.			Sherwin-Williams kopal varnish, gal.	2 50
Bulk in bbls	1 61		Canada Paint Co's sun varnish	2 00
Bladders in bbls	1 85		" Kyanize " Interior Finish	2 40
25-lb. tins	1 90		" Flint-Lac, " coach	1 80
Bladders in bulk or tins less than 100 lb.	1 95		B. H. Co's "Gold Medal" in cases	2 00
Bulk in 100-lb. irons	1 85		Jamieson's Copaline, per gal.	2 00
SHINGLE STAINS.			BUILDERS' HARDWARE.	
In 5 gallon lots	0 75	0 80	BELLS.	
SHELLAC.			Brass hand bells, 60 per cent.	
White	0 65		Nickel, 55 per cent.	
Fine orange	0 60		Gongs, Hargrett's door bells	5 50 8 00
Medium orange	0 55		American, house bells, per lb.	0 35 0 40
F.o.b. Montreal or Toronto.			Peterboro' door bells, discount 37 1/2 and 10 per cent. off new list.	
TURPENTINE AND OIL.			BUILDING PAPER, ETC.	
Castor oil	0 08	0 10	Tarred Felt, per 100 lb.	2 25
Gasoline	0 22 1/2		Ready roofing, 2-ply, not under 45 lb. per roll	1 00
Benzine, per gal	0 17	0 20	Ready roofing, 3-ply, not under 65 lb. per roll	1 25
Turpentine—single barrels	0 85		Carpet Felt	60 00
Linseed Oil, "	0 70		Heavy Straw Sheathing	40 00
" boiled	0 73	0 74	Dry Surprise	0 41
WHITE LEAD GROUND IN OIL. Per 100 lb			Dry Sheathing	0 50
Canadian pure	7 15		Tar	400 "
No. 1 Canadian	6 80		Dry Fibre	400 "
Munro's Select Flake White	7 40		Tarred Fibre	400 "
Elephant and Decorators' Pure	7 40		O. K. & I. X. L.	400 "
Monarch	7 40		Resin-sized	400 "
Standard Decorator's	7 15		Oiled Sheathing	600 "
Essex Genuine	6 80		Oiled	400 "
Brandram's B. B. Genuine	8 70		Root Coating, in barrels	0 17
" Anchor, " pure	7 40		Roof small packages	0 21
Ramsay's Pure Lead	7 00		Refined Tar	5 00
Ramsay's Exterior	6 65		Coal Tar	4 00
" Crown and Anchor, pure	6 50		Coal Tar, 10 per gal	0 15
Sanderson Percy's	7 40		Roofing Pitch	per 100 lb. 0 80
Robertson's O.P., lead	7 20		Slater's Felt	per roll 0 70
WHITE AND RED DRY LEAD.			Heavy Straw Sheathing f.o.b. St. John and Halifax	42 50
Genuine, 560 lb. casks, per cwt	6 75	6 00	BUTTS.	
Genuine, 100 lb. kegs, "	7 50	6 50	Wrought Brass, net revised list.	
No. 1, 560 lb. casks, per cwt	6 25	5 75	Wrought Iron, 70 per cent.	
No. 1, 100 lb. kegs, per cwt	7 00	6 25	Cash Iron Loose Pin, discount 60 per cent.	
WINDOW GLASS			Wrought Steel Fast Joint and Loose Pin	70 per cent.
Size United			CEMENT AND FIREBRICK.	
Inches	Star	Double	Canadian Portland	2 00 2 10
Under 26	\$4 25	\$6 25	Belgium	1 60 1 90
26 to 40	4 65	6 75	White Bros. English	1 80 2 05
41 to 50	5 10	7 50	" Lafarge " cement in wood	3 40
51 to 60	5 35	7 50	" Lehigh " cement, in wood	2 54
61 to 70	5 75	9 75		
71 to 80	6 25	11 00		
81 to 85	7 00	12 50		
86 to 90		15 00		
91 to 95		17 50		

"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick, Scotch, per 1,100	27 00 30 00
" English	17 00 21 00
" American, low	23 0 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1 000.	
Blue metallic, 9"x4"x3 1/2, ex wharf	35 00
Stable pavers, 12"x6"x2 1/2, ex wharf	50 00
Stable pavers, 9"x4"x3 1/2, ex wharf	36 00
DOOR NETS.	
Peterboro, 37 1/2 and 10 per cent.	
DOOR SPRINGS.	
Torrey's Rod	per doz. 1 75
Coil, 9 to 11 in.	0 95 1 65
English	2 00 4 00
Chicago and Reliance Coil 25 per cent.	
STORE DOOR HANDLES.	
Per Dozen	1 00 1 50
ESCUTCHEONS.	
Discount 50 and 10 per cent, new list	
Peterboro, 37 1/2 and 10 per cent.	
ESCUTCHEON PINS.	
Iron, discount 40 per cent.	
Brass, 45 per cent.	
HINGES.	
Blind, discount 60 per cent.	
Heavy T and strap, 4-in., per lb. net.	0 06
" 5-in., "	0 07 1/2
" 6-in., "	0 08 1/2
" 8-in., "	0 09 1/2
" 10-in. and larger	0 05
Light T and strap, discount 65 p.c.	
Screw hook and hinge	
under 12 in., per 100 lb.	4 65
over 12 in., "	3 65
Spring, No. 20, per gro. pairs	10 80
Spring, Woodvatt pattern, per gro., No. 5,	
12 \$20; No. 10, \$18; No. 20, \$10.80; No.	
20, \$12.50; No. 51, \$10; No. 50, \$27.50.	
Crate hinges and back flaps, 65 and 5 p.c.	
Hinge hasps, 65 per cent.	
SPRING HINGES.	
Chicago Spring Butts and Blanks 12 1/2 per cent.	
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 37 1/2 and 5 off.	
Garden City Fire House Hinges, 12 1/2 p.c.	
CAST IRON HOOKS.	
Bird cage	per doz. 0 50 1 10
Clothes line, No. 61.	0 00 0 70
Harness	0 60 12 00
Hat and coat	per doz. 1 10 10 00
Chandelier	per doz. 0 50 1 00
Wrought hooks and staples—	
1/2 x 5	per gross 2 65
5-16 x 5	3 30
Bright steel gate hooks and staples, 40 p.c.	
Hat and coat wire, discount 62 1/2 per cent.	
Screw, bright wire, discount 65 per cent.	
KNOBS.	
Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin	per doz. 2 75 3 25
Rose, Genuine	6 00 9 00
Shutter, porcelain, F. & L.	
screw	per gross 1 30 2 00
White door knobs	per doz. 2 00
Peterboro knobs, 37 1/2 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	
KEYS.	
Lock, Canadian dis. 40 to 40 and 10 per cent	
Cabinet trunk and padlock	
American	per gross 0 60
LOCKS.	
Peterboro 37 1/2 and 10 per cent.	
Russell & Keweenaw steel rim \$2.50 net doz	
Eagle cabinet locks, discount 30 per cent	
American padlocks, all steel, 10 to 15 per cent, all brass or bronze, 10 to 25 per cent.	
SAND AND EMERY PAPER.	
R. & A. sand, discount, 35 per cent	
Emery, discount 35 per cent.	
Garnet (Rutland's) 5 to 10 per cent. advance	
SASH WEIGHTS.	
Sectional	per 100 lb. 2 00 2 25
Solid	1 50 1 75
SASH CORD.	
Per lb.	0 31
BLIND AND BED STAPLES.	
All sizes per lb.	0 07 1/2 0 10

WROUGHT STAPLES.		
Galvanized	2 75	
Plain	2 50	
Coopers', discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
Bright spear point, 75 per cent. discount.		

TOOLS AND HANDLES.

ADZES.		
Discount 22 1/2 per cent.		
AUGERS.		
Gilmour's, discount 60 per cent. off list.		
AXES.		
Single bit, per doz.	6 10	9 10
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled.	5 75	
" hunters	5 25	
BITS.		
Irwin's auger, discount 47 1/2 per cent.		
Gilmour's auger, discount 60 per cent.		
Rockford auger, discount 50 and 10 per cent.		
Jennings' Gen. auger, net list.		
Gilmour's car, 47 1/2 per cent.		
Clark's expansive, 40 per cent.		
Clark's gimlet, per doz.	0 65	
Diamond, Shell, per doz.	1 00	
Nail and Spike, per gross.	2 25	
BUTCHERS CLEAVERS.		
German	per doz. 7 00	9 00
American	12 00	18 00
CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt. 0 60	0 65
CHISELS.		
Wormock's, discount 70 and 5 per cent.		
P. S. & W. Extra, discount, 70 per cent.		
CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair 0 13	
S. & D., " 5	0 11 1/2	
S. & D., " 6	0 18	
Boynton pattern	0 20	
CROWEARS.		
3 1/2 c. to 4 c. per lb.		
DRAW KNIVES.		
Coach and Wagon, discount 75 and 5 per cent.		
Carpenters' discount 75 per cent.		
DRILLS.		
Miller's Falls, hand and breast. net list.		
North Bros., each set, 50c.		
DRILL BITS.		
Morse, discount 37 1/2 to 40 per cent.		
Standard, discount 50 and 5 to 55 per cent.		
FILES AND RASPS.		
Great Western	75 per cent.	
Acrode	75 "	
Kearney & Foot	75 "	
Diamond	75 "	
American	75 "	
J. Barton Smith	75 "	
McClellan	75 "	
Eagle	75 "	
Nicholson	66 1/2 "	
Globe	75 "	
Black Diamond, 60, 10 and 5 p.c.		
Jowitt's, English list, 27 1/2 per cent.		
GAUGES.		
Stanley's discount 50 to 60 per cent.		
WIRE GAUGES.		
Winn's, Nos. 26 to 33	each 1 65	2 40
HANDLES.		
O & B, fork and hoe, 40 p.c., revised list.		
American, saw	per doz. 0 25	
American, plane	per gross 3 15	3 75
Canadian, hammer and hatchet 40 per cent.		
Axe and cant hook handles, 40 per cent.		
HAMMERS.		
Maydole's, discount 5 to 10 per cent.		
Canadian, discount 25 to 27 1/2 per cent.		
Magnetic tack	per doz. 1 10	1 20
Canadian sledge	per lb. 0 07	0 08 1/2
Canadian ball peen, per lb.	0 22	0 25

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

HATCHETS.		
Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz.....		4 40
" " 2,		4 80
Barrel Underhill.....		5 06
MALLETS.		
Tinmiths'.....per doz.	1 25	1 50
Carpenters' hickory, ".....	1 25	3 75
Lignum Vitae....."	3 85	5 00
Caulking, each.....	0 60	2 00
MATTOCKS.		
Canadian.....per doz.	5 50	6 00
MEAT CUTTERS.		
German, 15 per cent.		
American discount, 33½ per cent.		
Gem.....each.....		1 15
NAIL PULLERS.		
German and American.....	0 85	2 50
No. 1.....	0 85	
No 1573.....	0 75	
NAIL SETS.		
Square, round and octagon, per gross		\$ 38
Diamond.....		1 00
PICKS.		
Per dozen.....	6 00	9 00

HATCHETS.		
Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz.....		4 40
" " 2,		4 80
Barrel Underhill.....		5 06
MALLETS.		
Tinmiths'.....per doz.	1 25	1 50
Carpenters, hickory,	1 25	3 75
Lignum Vitae....."	3 85	5 00
Caulking, each.....	0 60	2 00
MATTOKES.		
Canadian.....per doz.	5 50	6 00
MEAT CUTTERS.		
German, 15 per cent.		
American discount, 3¾ per cent.		
Gem.....each.....		1 15
NAIL PULLERS.		
German and American.....	0 85	2 50
No. 1.....	0 85	
No 1573.....	0 75	
NAIL SETS.		
Square, round and octagon,per gross		\$ 38
Diamond.....		1 00
PICKS.		
Per dozen.....	6 00	9 00

Wood bench, Canadian discount 40 per cent.
 American discount 35 per cent.
 Wood fancy Canadian or American 37½ to
 40 per cent.
 Stanley planes, \$1.55 to \$3.60, net list prices.

PLANE IRONS.

English	per doz.	2 00	5 00
Stanley, 2½ inch, single 24c., double 39c.			

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.			
Button's imitation.....per doz.	5 00	9 00	
Berg's wire fencing.....	1 72	5 50	

PUNCHES.

Saddlers.....per doz.	1 00	1 85
Conductors.....	3 00	15 00
Finners, solid.....per set	0 72	
" hollow.....per inch	1 00	

RIVET SETS.
Canadian, discount 35 to 37½ per cent.

RULES.
Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Diston's Hand, discount 12½ per cent
Diston's Crosscut . . . per foot 0 35 0 55
Huck, complete each 0 75 2 75
 " frame only each 5 00 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, saws, 30 per cent; cross-cut, 35 per cent; hand saws, butcher's, 30 per cent; buck, New Century, \$6.25; buck, New Maple Leaf, \$5.25; buck, Happy Medium, \$4.25; buck, Watch Spring, \$1.25; buck, common frame, \$4.00.

Spear & Jackson's saws—Hand or rip 25 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9.25; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.

SAW SETS.	
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50
Maple Leaf and Premiums saw sets, 40 off.	
S. & D. saw swages, 40 off.	

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00
North Bros., No. 30	per doz.	....	16 80

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.)		\$18 50
(Hollow Back) (Reinforced 8 Scoop.)		
Moose.....	\$17 50	\$16 30
Bear.....	15 00	15 30
Fox.....	12 50	14 30
Black Cat.....	10 00	13 30
Canadian, discount 45 per cent.		

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.		
English, ass skin	per doz.	2 75 5 00
English, Patent Leather		5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 90 2 00
Berg's, each		0 75 2 50
TROWELS.		
Diaston's, discount 10 per cent.		
" " discount 25 per cent.		
Berg's, brick, 924x11		4 00
" pointing, 924x5		2 10

BELLS.

American cow bells, 63¢ per cent.
 Canadian, discount 45 and 50 per cent.
 American, farm bells, each . 1 35 3 00

BULL RINGS.

Copper, \$2.00 for 24-inch

CATTLE LEADERS.

Nos. 32 and 33 . . . per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns wood track	4 50	6 00
Zeith.	5 00	9 00
Same wood track	5 00	6 50
Atlas	5 00	6 00
Perfect	8 00	11 00
New Milo	6 00	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 (in 100 ft)	3 75	4 75
" " 1 1/2 x 3-16 (100 ft)	6 40	6 40
Double strap hangers, doz. sets	6 40	6 40
Standard joined hangers, "	6 25	6 25
Steel King and	7 00	7 00
Storm King and safety hangers	4 25	4 25
" " rail	4 25	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

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" " rail	4 25	4 25

Chicago Friction, Oscillating and Big Twin
 Hangers, 5 per cent.

HARVEST TOOLS.

Discount 60 per cent.

S. & D. lawn rakes, Dunn's, 40 off.

" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list

HEAD HALTERS.		
Jute Rope, 8-inch.....	per gross	9 00
" " " " " "	"	10 00
" " " " " "	"	12 00
Leather, 1-inch.....	per doz.	4 00
Leather, 1½ ".....	"	5 20
Web.....	"	2 45

HOES.			
Garden, Mortar, etc., discount 60 per cent.			
Planter.....	per doz.	4 00	4 50
LAWN MOWERS			
Low wheel, 12, 14 and 16-inch			\$2 30
9-inch wheel, 12-inch			2 85
" " " 14 " "			3 10
" " " 16 " "			3 12½
High wheel, 12 " "			4 05
" " " 14 " "			4 25
" " " 16 " "			4 50

SCYTHES.		
Per doz. net.....	6 25	9 25
SCYTHE SNATHS.		
Canadian, discount 40 per cent.		

SNAPS.

Harness, German, discount 25 per cent.			
Lock, Andrews'	4	50	11 00

STABLE FITTINGS.
Warden King, 35 per cent.
Dennis Wire & Iron Co., 33½ p c.
WOOD HAY RAKES.
Ten tooth, 40 and 10 per cent.
Twelve tooth, 45 per cent.

HEAVY GOODS, NAILS, ETC.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over.....	0 09½
Brook's, 80-lb. and over.....	0 11½
Taylor-Forbes, handy.....	0 05
Columbia Hardware Co., per lb.	0 09½
FINE.	
Wright's.....	0 13½
Berg's, per lb.....	0 12½

Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
No. 2.....	5 50
Saw Vise.....	4 50
Blacksmiths' (discount) 60 per cent.	5 00
parallel (discount) 45 per cent.	

BOLTS AND NUTS		Per cent.
Carriage Bolts, common (\$1 list)		80, 10 and 10
" " " and smaller..		55 and 5
" " 7-16 and up....		55 and 5
" " Norway Iron (\$3 list).....		50
Machine Bolts, 7-16 and less.....		60 and 10
Machine Bolts, 7-16 and up....		55 and 5
Plough Bolts.....		55 and 10
Blank Bolts.....		55
Bolt Ends.....		55
Sleigh Shoe Bolts, 7 and less.....		60 and 10
" " 7-16 and larger.....		50 and 5
Coach Screws, coach sizes, 40 and 50.....		50 and 5
Nuts, square, all sizes, 40 per cent. off.		
Nuts, hexagon, all sizes, 41c. per cent. off.		
Stove Rods, 7 lb., 54 to 60.		
Stove Bolts, 75 per cent.		

CHAIN.

Proof coil, per 100 lb., $\frac{1}{2}$ in., \$6.00; 5-16 in., \$4.85; $\frac{3}{8}$ in., \$4.25; 7-16 in., \$4.00; $\frac{1}{2}$ in., \$3.75; 9-16 in., \$3.70; $\frac{5}{8}$ in., \$3.65; $\frac{3}{4}$ in., \$3.60; $\frac{7}{8}$ in., \$3.45; 1 in., \$3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixture, 35 per cent.; Trace chain, 45 per cent.; Jack chain, iron, 35 per cent.; Jack chain, brass, 40 per cent.

HORSE NAILS.
M.R.M. cold forged process, list May 15, 1907,
50 and 5 per cent.
"C" brand, 57½ per cent. off list.
Canewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium No. 1 and smaller, \$3.90; No. 2 and larger, \$3.65; snow pattern, No. 1 and smaller, \$4.15; No. 2 and larger, \$3.90; "X L" new light steel, No. 1 and smaller, \$4.75; No. 2 and larger, \$4. "X L" new medium steel, No. 0 to 1, \$5.60; toe-weight, all sizes, \$5.85. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, \$3.90; snow, \$4.15; light steel, \$4.25; No. 2 and larger, light and medium iron, \$3.65; snow, \$3.90; light steel, \$4. F.o.b. Belleville. Two per cent., 30 days.

HORSE WEIGHTS.		
Taylor-Forbes, 3½c. per lb.		
	NAILS.	Cut. Wire.
2d.....		4 00 3 50
3d.....		3 15 3 20
4 and 5d.....		2 90 2 90
6 and 7d.....		2 80 2 80
8 and 9d.....		2 65 2 65
10 and 12d.....		2 60 2 60
16 and 20d.....		2 55 2 55
30, 40, 50 and 60d (base).....		2 50 2 50
F.o.b. Montreal.		Cut nails, Toronto 20c.

higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, $\frac{1}{2}$ diameter, per 100 lbs \$3.15

DRILLS AND BITS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 15 p.c.
Copper Burrs only, net list.
Extras on Coppered Rivets, $\frac{1}{2}$ -lb. packages
1c. per lb.; $\frac{1}{4}$ -lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 87½ per cent.		
" R. H., bright, dis. 82½ per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., dis. 70 per cent.		
Drive Screws, dis. 87½ per cent.		
Bench, wood per doz.	3 25	4 00
iron	4 25	5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 5; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75 and 10; $\frac{1}{4}$ inch 80; Swedes, cut tacks, blued and tinned, bulk, 80 and 15; dozens, 75; Swedes, upholsterers', bulk, 85 and 12 $\frac{1}{2}$; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12; zinc tacks, 35; leather carpet tacks, blued and tinned, bulk, 80 and 10; trunk nails, black, 10; brass, 15; brass, blued, 85; clout nails, blued and tinned, 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 25; zinc, in dozens only, 40; zinc glaziers' points, 5; double pointed, in papers, 10; double pointed tacks, bulk, 40; clinch and duck rivets, 45; cheese box tacks, 85 and 5; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.
Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and $\frac{1}{2}$ per cent.; Rim Fire B.B. Round Caps, 60 and $\frac{1}{2}$ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and $\frac{1}{2}$ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.
 "Crown" Black Powder, 15 and 10 p.c.
 "Sovereign" Empire Bulk Smokeless Powder,
 30 and 10 p.c.; "Regal" Ballistite Dense
 smokeless Powder, 30 and 5 p.c.; "Imperial"
 Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.
Paper Shells, 25 and 5; Brass Shells,
55 and 5 p c.

	Wads.	per lb.
Best thick brown or grey felt wads, in 3-lb. bags		\$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges ..		0 25
Best thick white card wads, in boxes of 500 each, 10 gauge		0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges		0 20
Thin card wads, in boxes of 1,000 each, 10 gauge		0 25
Chemically prepared best edge grey cloth wads, in boxes of 250 each—		Per M.
11 and smaller gauge		0 60
9 and 10 gauges		0 70
7 and 8 "		0 90
5 and 6 "		1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—		
11 and smaller gauge		1 15
9 and 10 gauges		1 40
7 and 8 "		1 65

SHOT.
Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 5 per cent; cash discount 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c. buck and seal, 80c.; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, Etc. John and Halifax, and freight equalized thereon.

TRAPS (steel.)
Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.
Skates, discount 37½ per cent.
Mac Mac hockey sticks, per doz 4
Empire hockey sticks, per doz . . 3 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

CUTLERY AND SILVER-WARE.

RAZORS.		per doz.	
Elliot's	4 00	18 00	
Boker's	7 50	11 00	
" King Cutter	13 50	18 50	
Vade & Butcher's	3 60	10 00	
Lewis Bros. "Klean Cutter"	8 50	10 50	
Hemckel's	7 50	20 00	
Berg's	7 50	20 00	
Clausen Razors and Strope, 50 and 10 per cent			
KNIVES			
Farriers-Stacey Bros., doz	3 50		
PLATED GOODS			
Hollowware, 40 per cent. discount.			
Flatware, staples, 40 and 10, fancy, 40 and 5.			
Hutton's "Cross Arrow" flatware, 47½.			
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.			
SHEARS.			
Clausen, nickel, discount 60 per cent.			
Clausen, Japan, discount 67½ per cent.			
Clausen, tailors, discount 40 per cent.			
Seymour's, discount 50 and 10 per cent.			
Berg's	6 00	12 00	

HOUSE FURNISHINGS.

APPLE PARERS.		per doz., net	
Woodyatt Hudson, per doz., net	4 50		
BIRD CAGES.			
Brass and Japanned, 40 and 10 p. c.			
COPPER AND NICKEL WARE.			
Copper boilers, kettles, teapots, etc.	30 p.c.		
Copper pitta, 30 per cent.			
ENAMELED WARE.			
White ware, 75 per cent.			
London and Princess, 50 per cent.			
Canada, Diamond, Premier, 50 and 10 p.c.			
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.			
Premier steel ware, 40 per cent.			
Star decorated steel and white, 25 per cent.			
Japanned ware, discount 45 per cent.			
Hollow ware, tinned cast, 35 per cent. off.			
KITCHEN SUNDRIES.			
Can openers, per doz.	0 40	0 75	
Mincing knives per doz.	0 50	0 80	
Duplex mouse traps, per doz.	0 65	0 75	
Potato mashers, wire, per doz.	0 60	0 70	
wood	0 50	0 60	
Vegetable slicers, per doz.	2 25		
Universal meat chopper No. 1.	1 15		
Enterprise chopper, each	1 30		
Spiders and fry pans, 50 per cent.			
Star Al chopper 5 to 32	1 35	4 10	
" " 100 to 103	1 35	2 00	
Kitchen hooks, bright	0 62½		
LAMP WICKS.			
Discount, 60 per cent.			
LEMON SQUEEZERS.			
Porcelain lined	2 20	5 60	
Galvanized	1 87	3 85	
King, wood	2 75	2 90	
King, glass	4 00	4 50	
All glass	0 50	0 90	
METAL POLISH.			
Tandem metal polish paste	6 00		
PICTURE NAILS.			
Porcelain head	1 35	1 50	
Brass head	0 40	1 00	
Tin and gilt, picture wire, 75 per cent.			
SAD IRONS.			
Mrs. Potts, No. 55, polished, per set	0 80		
" No. 50, nickel-plated,	0 92		
Common, plain	4 50		
" plated	5 50		
Asbestos, per set	1 25		

TINWARE.

CONDUCTOR PIPE.			
2-in. plain or corrugated, per 100 feet.			
\$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45;			
6 in., \$9.90.			
FAUCETS.			
Common, cork-lined, discount 35 per cent.			
BAYETROUGHS.			
10-inch	per 100 ft.	3 30	
FACTORY MILK CANS.			
Discount off revised list, 35 per cent.			
Milk can trimmings, discount 25 per cent.			
Creamery Cans, 45 per cent			

LANTERNS.

No. 2 or 4 Plain Cold Blast, per doz.	6 50
Lift Tubular and Hinge Plain, " "	4 75
No. C, safety	4 00
Better quality at higher prices.	
Japanning, 50c. per doz. extra.	
Prism globes, per doz., \$1.20.	

OILERS.

Kemp's Tornado and McClary's Model	
galvanized oil can, with pump, 5 gal-	
lon, per dozen	10 92
Davidson oilers, discount 40 per cent.	
Zinc and tin, discount 50 per cent.	
Coppered oilers, 20 per cent. off.	
Brass oilers, 50 per cent. off.	
Malleable, discount 25 per cent	

PAISLS (GALVANIZED).

Dufferin pattern paisls, 45 per cent.	
Flaring pattern, discount 45 per cent.	
Galvanized washtubs 40 per cent.	

PIECED WARE.

Discount 35 per cent off list, June, 1899.	
10-qt. flaring sap buckets, discount 35 per cent.	
6, 10 and 14-qt. flaring pails dis. 35 per cent.	
Copper bottom tea kettles and boilers, 30 p.c.	
Coal hods, 40 per cent.	

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.	
Retinued, 72½ per cent. revised list.	

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64	7 91
7 inch	8 18
Nestable, discount 40 per cent.	

STOVEPIPE ELBOWS.

5 and 6-inch, common	per doz.	1 32
7-inch		1 48
Polished, 15c. per dozen extra.		

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.	
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TINNERS' SNIPS.

Per doz.	3 00	15
Clausen, discount 35 per cent.		

TINNERS' TRIMMINGS.

Discount, 45 per cent.		
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WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13½, \$4.10;	
No. 14, \$4.25; No. 15, \$4.50; in lengths 6 to	
11, 25 per cent.; other lengths 20c. per 100	
lbs. extra; if eye or loop on end add 25c. per	
100 lbs. to the above.	

BRIGHT WIRE GOODS

Discount 60 per cent.		
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CLOTHES LINE WIRE.

18, \$3.00; No. 19, \$2.70; 6 wire solid line
No. 17, \$4.45; No. 18, \$2.80. No. 19, \$2.
All prices per 1000 ft. measure. F.o.b. Ham
ton Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.90, No. 11, \$3.45;	
No. 12, \$3.15.	

COPPER AND BRASS WIRE.

Discount 37½ per cent.		
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FINE STEEL WIRE.

In 100-lb. lots:	No. 17,	\$5 -	No. 18,	\$5.50 -	No. 19,	\$6 -	No. 20,	\$6.65 -	No. 21,	\$7 -
	No. 22,	\$7.30 -	No. 23,	\$7.65 -	No. 24,	\$8 -	No. 25,	\$9 -	No. 26,	\$9.50 -
	No. 27,	\$10 -	No. 28,	\$11 -	No. 29,	\$12 -	No. 30,	\$13 -	No. 31,	\$14 -
	No. 32,	\$15 -	No. 33,	\$16 -	No. 34,	\$17.	Extras net-tinned wire, Nos. 17-			
	25c. - Nos. 26-31, \$4 - Nos. 32-34, \$6. Coppered,									
	75c. - oiling, 10c. - in 25-lb. bundles, 15c. - in									
	5 and 10-lb. bundles, 25c. - in 1-lb. hanks, 2c. -									
	in ½-lb. hanks, 35c. - in ½-lb. hanks, 50c. -									
	packed in cases or cases, 15c. - bagging									
	papering, 10c.									

FENCE STAPLES.

Bright	Galvanized	\$ 15
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HAY WIRE IN COILS.

No. 13, \$2.60; No. 14, \$2.70; No. 15, \$2.85;	
f.o.b., Montreal.	

GALVANIZED WIRE.

Per 100 lb.-Nos. 4 and 5, \$3.70 -	
Nos. 6, 7, 8, \$3.15 - No. 9, \$2.50 -	
No. 10, \$3.20 - No. 11, \$3.25 - No. 12, \$2.65	
- No. 13, \$2.75 - No. 14, \$3.75 - No. 15, \$4.30	
- No. 16, \$4.30 from stock. Base sizes, Nos.	
6 to 9, \$2.35 f.o.b. Cleveland. In carlots	
12½c. less.	

LIGHT STRAIGHTENED WIRE.

Over 20 in.			
Gauge No.	per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	\$0.50	\$0.75	\$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2 50
12 to 14	1.50	2.25	3 50
15 to 16	2.00	3.00	4 50

SMOOTH STEEL WIRE.

No. 0.9 gauge, \$2.30; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb. - Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

POULTRY NETTING.

2 in mesh, 19 w.g., discount 50 and 5 per	
cent. All others 50 per cent.	

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.62½, per	
100 sq. ft.; in 50-ft. rolls \$1.67½, per 100 sq ft.	
Terms, 2 per cent. off 30 days.	

WIRE FENCING.

Galvanized barb.	2 95
Galvanized, plain twist	3 30
Galvanized barb. f.o.b. Cleveland, \$2.70 for	
small lots and \$2.60 for carlots.	

WOODENWARE.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,	
\$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto	
Hamilton, London and St. Marys, 30 and 30	
per cent.; f.o.b. Ottawa, Kingston and	
Montreal, 40 and 15 per cent. discount.	
Taylor-Forbes, 30 and 30 per cent.	

CLOTHES REELS.

Davis Clothes Reels. dis. 40 per cent.	
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FIBRE WARE.

Star pails, per doz.	\$ 3 50
0 Tubs, "	15 20
1 " "	13 30
2 " "	11 40
3 " "	9 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.	
Wagoner Extension Ladders, dis. 40 per cent.	

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"Good" mops	1 25
Folding ironing boards	12 00
16 50	

REFRIGERATORS

Discount, 40 per cent.		
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SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in. style	per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.		9 55

WASHING MACHINES.

Round, re-acting per doz.	80 00
Square	63 00
Eclipse, per doz	54 00
Dowsell	39 00
New Century, per doz	75 00
Daily	54 00

WRINGERS.

Royal Canadian, 11 in., per doz.	34 00
Royal American, 11 in.	34 00
Eze, 10 in., per doz	3 75
T. rms, 2 per cent., 30 days.	

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.	
Standard, 60 and 10 per cent.	
No. 1, not wider than 6 in., 60, 10 and 10 p.e.	
Agricultural, not wider than 4 in., 75 per cent	
Lace leather, per side, 75c.; cut laces, 80c.	

BOOT CALS.

Small and medium, ball	per M	4 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 00
Bullard's		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

PINE TAR.

½ pint in tins	per gross	7 90
" "		9 60

PULLEYS.

Hothouse	per doz.	0 55
Axle		0 22
Screw		0 22
Awning		0 35

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout ...	1 80	3 16
Boris's wing pump \$5 per cent		

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Carriage Mountings Co., Ltd., Toronto.

Awning.

Tobin Tent and Awning Co., Ottawa

Babbitt Metal.

Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
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Carriage Mountings Co., Ltd., Toronto.
Forsyth Mfg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto

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Gutta Percha and Rubber Mfg. Toronto.

Sadler & Haworth, Toronto.

Bicycles and Accessories.

Johnson's, Iver, Arms and Cycle Works
Fitchburg, Mass.

Binder Twine.

Consumers Cordage Co., Montreal.

Bolts.

Toronto & Belleville Rolling Mills,
Belleville.

Box Strap.

J. N. Warminton, Montreal.

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Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
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Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
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Taylor-Forbes Co., Guelph, Ont.

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treal.

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United Factories, Toronto.

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Acme Can Works, Montreal.

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Guelph Spring and Axle Co., Guelph.

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Consumers' Cordage Co., Montreal.

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Scott, Bathgate & Co., Winnipeg.

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Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
Lyssaght, John, Bristol, Eng.
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Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
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Thompson, B. & S. H. & Co., Montreal.

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Galt Art Metal Co., Galt.
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Blanchite Process Paint Co., Toronto.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Consolidated Plate Glass Co., Toronto.
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Imperial Varnish and Color Co., Toronto.
Jamieson, R. O., & Co., Montreal.
Lucas, John & Co., New York.
McArthur, Cornelle & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co., Toronto.
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Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
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Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Screw Cabinets.

Cameron & Campbell, Toronto.

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Canadian Sewer Pipe Co., Hamilton.
Hyde, F., & Co., Montreal.

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Shovels and Spades.

Eclipse Mfg. Co., Ottawa.
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Hutton, Wm., & Sons, Ltd., London, Eng.
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Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

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Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

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Cavers Bros., Galt

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

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Copp, W. J., Son & Co., Fort William.
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Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
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Howard, Wm., Toronto.
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McClary Mfg. Co., London.
Merrick Anderson, Winnipeg.
Pease Foundry Co., Toronto.
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Stewart, Jas., Mfg. Co., Woodstock, Ont.
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Ontario Tack Co., Hamilton.

Tents.

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American Sheet & Tin Plate Co., Pittsburg, Pa.
Baglan Bay Tin Plate Co., Briton Ferry, South Wales.
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Deñance Mfg. Co., Toronto.

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The Shultz Bros. Co., Brantford.
Taylor-Forbes Co., Guelph, Ont.

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Buffalo Mfg. Co., Buffalo, N.Y.

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London Foundry Co., London, Ont.
Schultz Bros. Co., Ltd., The Brantford.

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Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

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Hobbs Mfg. Co., London, Ont.

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Fencing Tools, etc.

Banwell-Hoxie Fence Co., Hamilton.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mfg. Co., Montreal.
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound.
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.

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Canada Paper Co., Toronto.
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Stairs, Son & Morrow, Halifax, N.S.

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Connor, J. H. & Son, Ottawa, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Spring rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

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ARCADE

KEARNEY and
FOOT

McCLELLAN



GLOBE

EAGLE

GREAT
WESTERN

J. B. SMITH

Dominion Works, Port Hope, Ont.

“Seeing is Believing”

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

“Galt, Canada”



It is usually accepted that goods bearing this stamp are of highest grade, and no other company here has done more to make the above true in every sense than we have done.

McDougall Pumps are standard—Quality first, then price to fit, and the combination is hard to beat.

Now, will you please come in and talk it over? We can do it by mail.

The R. McDougall Co., Limited

GALT, - CANADA

That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**

It has stood the tests of scientific experts

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

Testimony

Montreal, June 7th, 1901

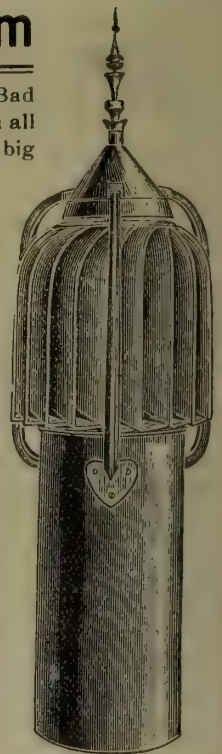
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Dear Sirs,

I have been using your “AEOLIAN” Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK

Ask for booklet re Aeolian and Zephyr Ventilators, also booklet on Filter, etc.



The J. W. HARRIS CO., Limited

General Contractors and Manufacturers
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No. 1, No. 2, No. 3

The wearing quality of our
HARDWARE BABBITTS
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HARDWARE MERCHANTS
are sending us. If not on our list
GET IN LINE

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ONEIDA COMMUNITY, Limited

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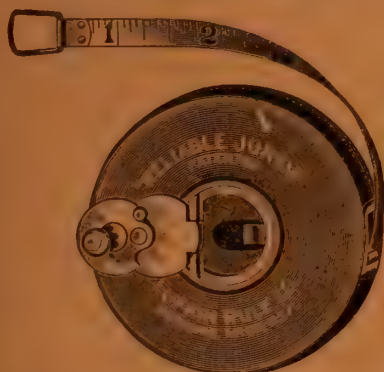
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SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL, OIL TEMPERED. ANTI-RUST, NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



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Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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London Office and Warehouse—24 and 26 Holborn.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1885

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals



Awarded

By **JURORS** at

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Special Prize

Gold Medal at Atlanta, 1895

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"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.
of TORONTO, LIMITED**

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47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

**SHEET ZINC
ZINC SPELTER
INGOT TIN
INGOT COPPER**

We can quote lowest market prices for immediate shipment from stock Montreal.

B. & S. H. THOMPSON & Co.

LIMITED

Metals, Hardware, Chemicals, etc., etc.

381 and 383 St. Paul St., Montreal

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Do you realize the importance of carrying a small stock of requisites for Motor Cars and Boats?

There is an increasing demand and the man who has the goods in stock WHEN WANTED makes the sale.

It will pay you to write us for further information.

Write for our Catalogues B & C.

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Limited

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MONTREAL**

**132 Bay Street
TORONTO**

Western Canada Board of Trade Number

HARDWARE^{AND} METAL

JUNE 29

1907



FIRST AVENUE, WEST PRINCE ALBERT, SASKATCHEWAN.

THE MACLEAN PUBLISHING CO., Limited

Montreal

Toronto

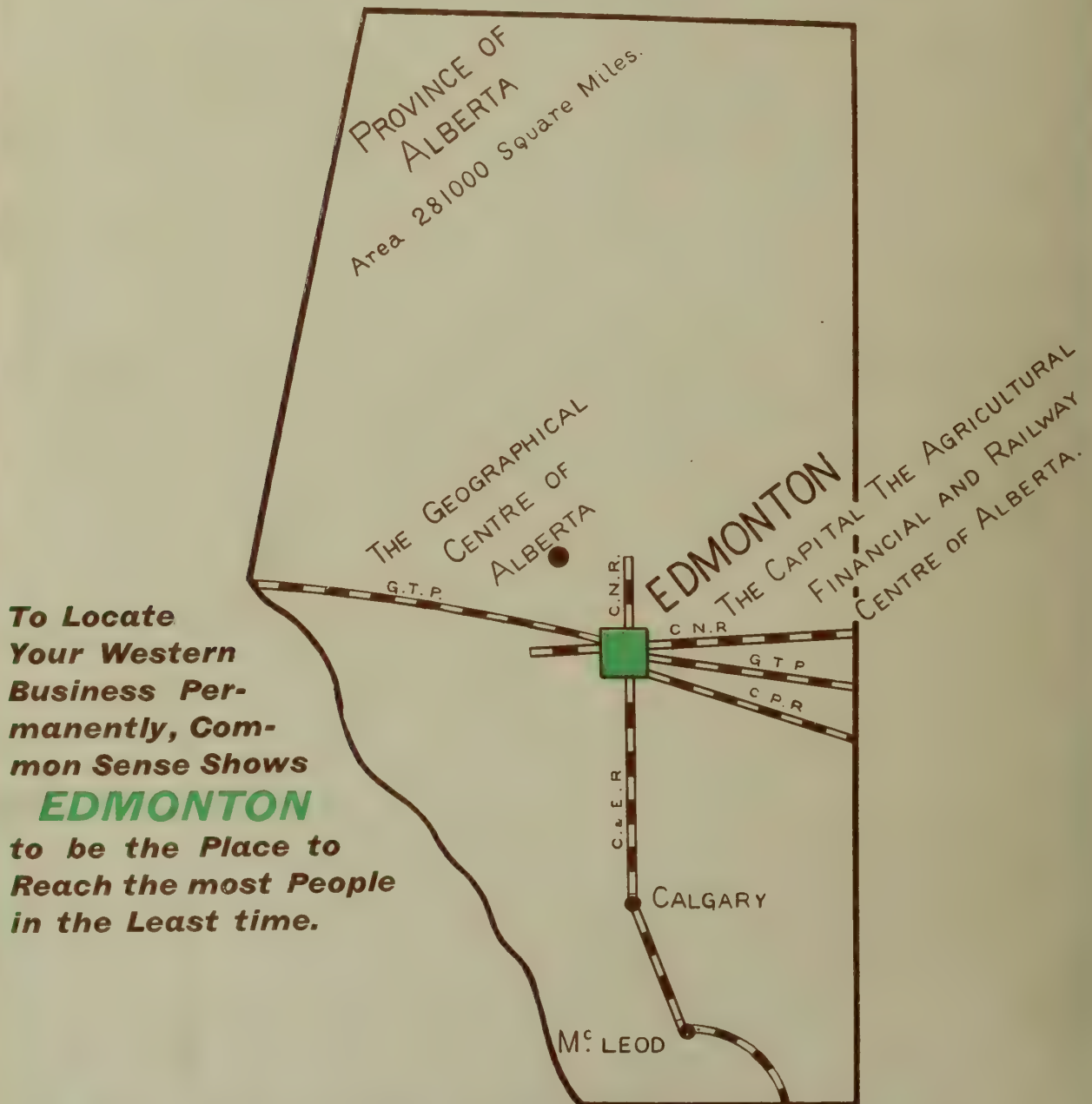
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Wholesale Merchants and Manufacturers of Canada

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**To Locate
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HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, JUNE 29, 1907

NO. 26.

"QUEEN'S HEAD" SHEETS

BLACK

GALVANIZED

The highest grade on the market.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd, MONTREAL
Managers, Canadian Branch.

EMERICKSON'S

CARVERS
CASED GOODS
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TRADE MARKS
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & CO.
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SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

Adjustable Display Bracket.

Saving dollars is making money,
and men who know have
decided that our **Adjust-
able Display Bracket**
is a money
saver.



**CAN BE USED
AT ANY ANGLE**

Occupies little or no useful space
because it can be closed up when
not in use.

ARMS—Malleable Iron.
BRACES—Steel.
PLATES—Grey Iron.
FINISH—Japanned.

Manufactured by

TAYLOR-FORBES Co., Ltd.
GUELPH, CANADA



See Classified List of Advertisements on Page 36.

HARDWARE AND METAL

PLEASE THE WOMEN

The great secret of success with the retailer is to satisfy his customers. Women, as a rule, are more difficult to please than men; but by providing household necessities and utensils for lightening their



arduous duties, devices that experience and practice have proved a success, you can always depend upon them as giving you strenuous support.

*We stock everything in the hardware line
that can be required in the household*

RICE LEWIS & SON

LIMITED

TORONTO.

If you have to do a

CREDIT BUSINESS

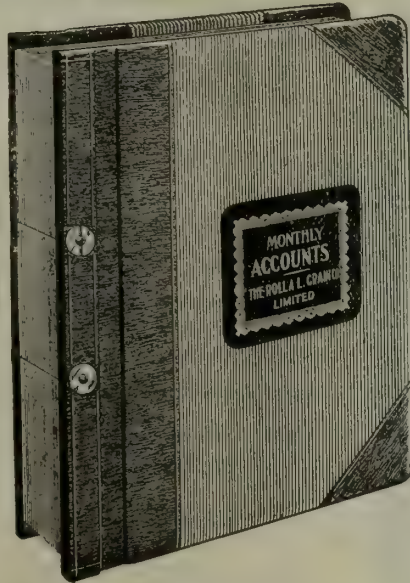
why not make it as easy and convenient as possible?

THE CRAIN MONTHLY ACCOUNT SYSTEM

is designed especially for the retail trade. It will cut your bookkeeping in half; accounts are always ready.

We manufacture and devise systems for any kind of business.

Write us for Catalogue "E," which will give you all information.



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OTTAWA, CANADA

Branches—TORONTO, 18 Toronto Street; MONTREAL, 28 Alliance Bldg., WINNIPEG, 11 Nanion Block.

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sargent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sargent's Front, Store Door and Inside Locks

Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,

Wholesale Hardware

LIMITED

OTTAWA, ONT.



American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

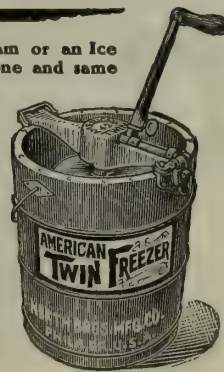
SOMETHING ENTIRELY NEW — NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the

other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the Automatic Twin Scrapers by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS



ICE CREAM FREEZERS THAT SELL



THEY ARE

Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results



Send for Catalog.

North Bros. Mfg. Co.

Philadelphia, Pa.



Pink's MADE IN CANADA Lumbering Tools

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

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Long Distance
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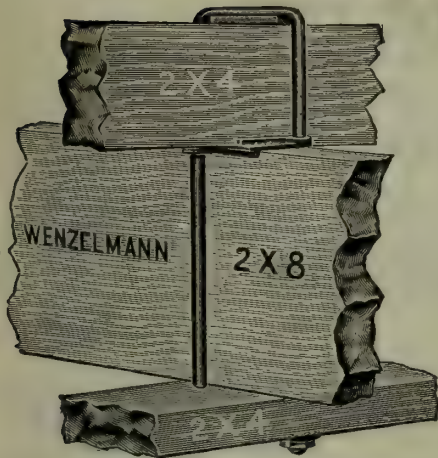
THOMAS PINK
Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO

HAY TOOLS



Wenzelmann Patent Hay or Hay Frame Fixtures

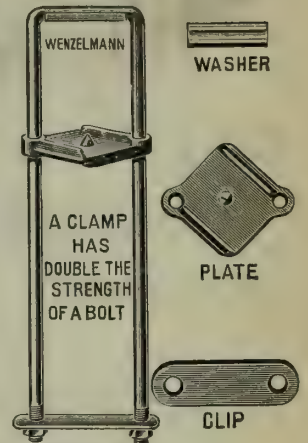
The Modern Way of Building Hay Racks.

Ask your farmer friends why they construct their Hay Racks in the old time way by using bolts and boring holes in the timbers (which method destroys fully half of the strength) when they can procure from you a modern device at a very low cost, which is very quickly applied to the timbers and saves a great part of the cost in constructing the rack.

By Using the Wenzelmann Hay Rack Fixture, the boring of holes in the timbers is not necessary. By their use the full strength of the timbers is retained, and does away with the holes, which simply collect water and hasten decay.

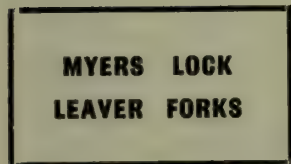
In the old way it requires a long time to build a rack, but with the use of these fixtures it can be done in one quarter of the time and all the tools necessary are a Monkey Wrench and a Saw.

These are made in two sizes, as follows:—

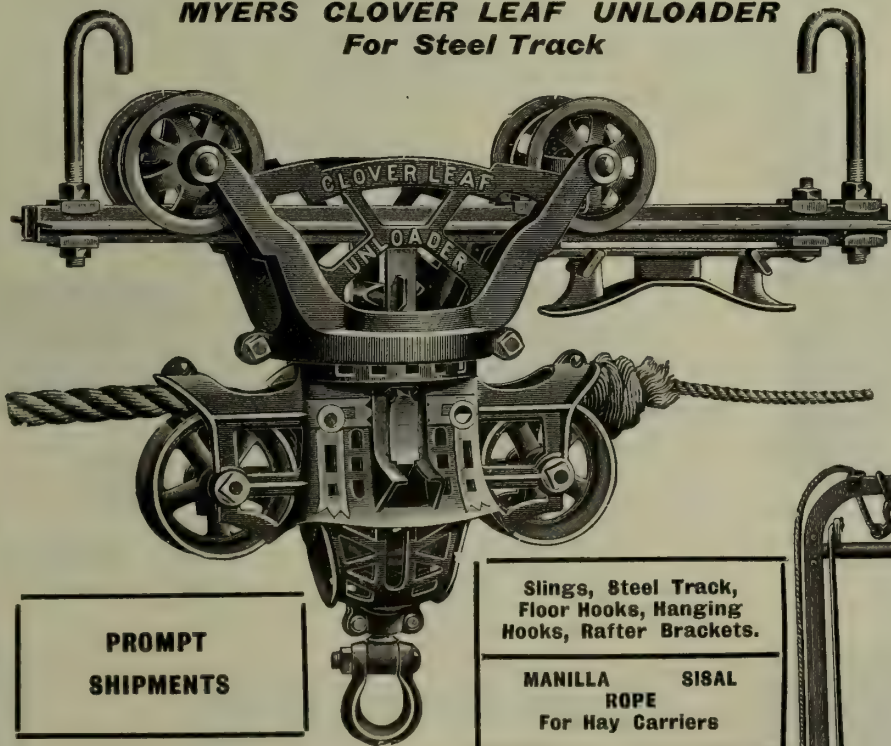


- No 1.** Consists of 8 steel clamps, 14in. long, 4 left and 4 right Brackets, 8 Upper Grooved Steel Washers, 8 Lower Clips or Washers, and 16 Nuts. This outfit is for 2 x 8 cross pieces and is most commonly used.
- No. 2.** Consists of same number of pieces as No. 1, except that the clamps are 16 inches long to accomodate 2 x 6 cross pieces where an extra strong rack is wanted.

MYERS CLOVER LEAF UNLOADER For Steel Track



MYERS LOCK
LEAVER FORKS



MYERS
HAYING
TOOLS

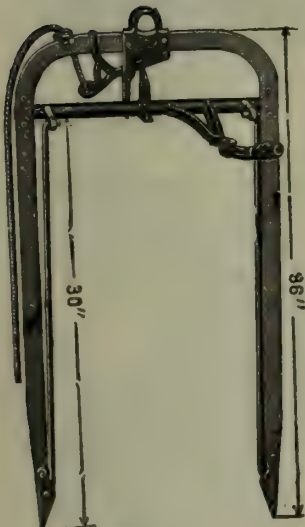


Fig. 670

PROMPT
SHIPMENTS

Slings, Steel Track,
Floor Hooks, Hanging
Hooks, Rafter Brackets.

MANILLA SISAL
ROPE
For Hay Carriers

Fig. 1031

From appearances this will be a good Hay Year, so look up your stock of Myers Tools.

We are headquarters for these goods, and will send you a catalogue and prices on request.

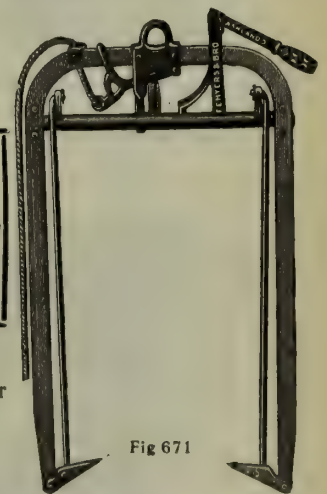


Fig 671

LEWIS BROS., Ltd.
Montreal
WINNIPEG

OTTAWA
TORONTO

VANCOUVER
CALGARY

Goods that Sell Readily and Give Satisfaction

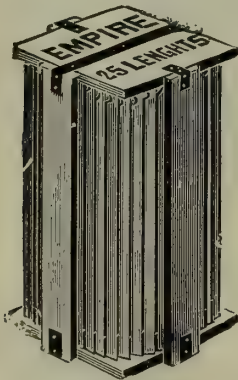
**Davidson's
Colonial and
Premier Brand
of
Enameled
Steel Ware**



**Attractive
in Color
Smooth
in Finish
Light, Compact
and Cleanly**

CAREFULLY SORTED

IF NOT ALREADY SELLING OUR WARE, WE WOULD
BE GLAD TO RECEIVE YOUR ENQUIRIES.



Patented 1900. Improved 1905.

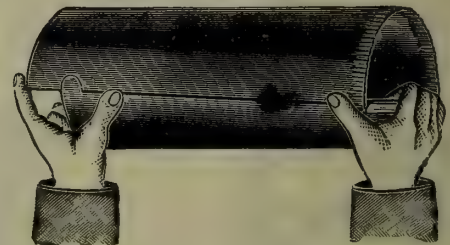
Davidson's "Empire" Stove Pipe Improved Patent

Neatly packed in crates of 25.
Secures lowest possible freight rate.

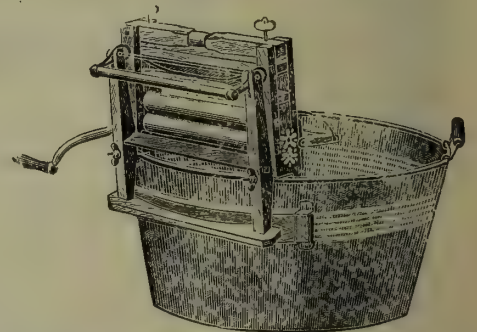
**Deep Swage Prevents Telescoping.
Coated to Prevent Rust.**

Sold as low as ordinary Stove Pipes.

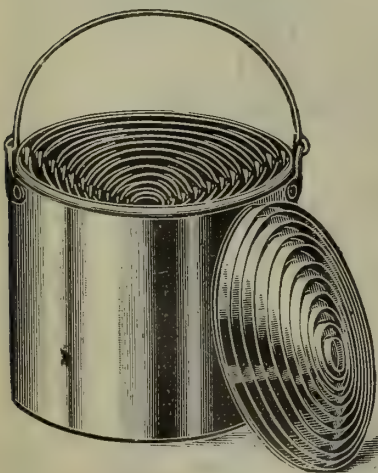
SIMPLE and EASY to put together.
No Profane Language Necessary.
The only tools required are a pair of hands.
Pipes being cut out with dies ensure
absolute fit and conformity.



Wash Tubs—Galvanized WITH WRINGER ATTACHMENT



Nos.	1	2	3
Top Measurement, inches.....	21½	22¾	25
Bottom " ".....	17¾	18¼	20
Height " ".....	9½	10½	11



Miners' Camp Kettles

HUDSON BAY PATTERN

Strong and substantially made in extra
heavy tin.

Nineteen sizes, from ¼ quart to 29 quarts.

The THOS. DAVIDSON M'F'G. CO., Ltd.
MONTREAL and WINNIPEG

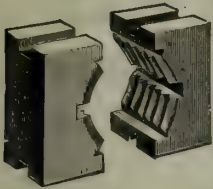
HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

Only
Wholesale

HARDWARE MERCHANTS
138-140 WEST FRONT STREET, TORONTO.

Wholesale
Only

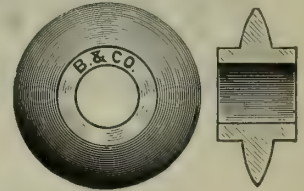


Blacksmith's Dies

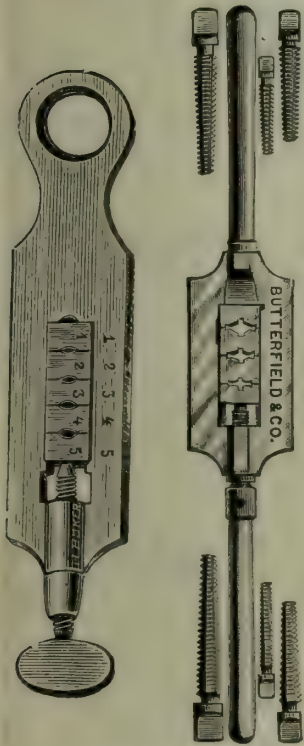
STOCKS AND DIES, ETC.



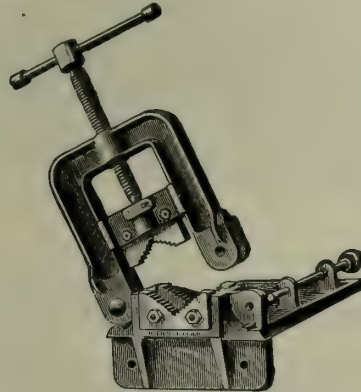
Pipe Cutters Two and Three Rollers, one Cutting Wheel.



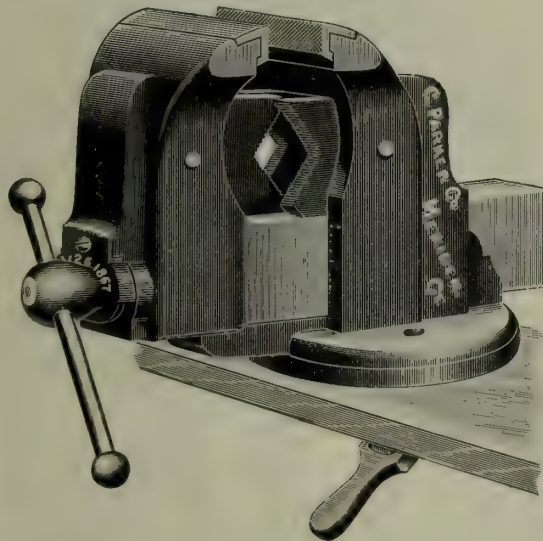
Pipe Cutting Wheel



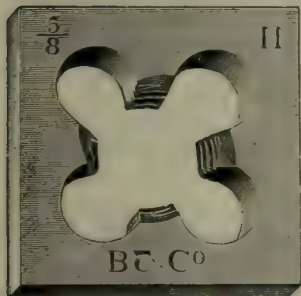
Stocks and Dies



Hinged Pipe Vise



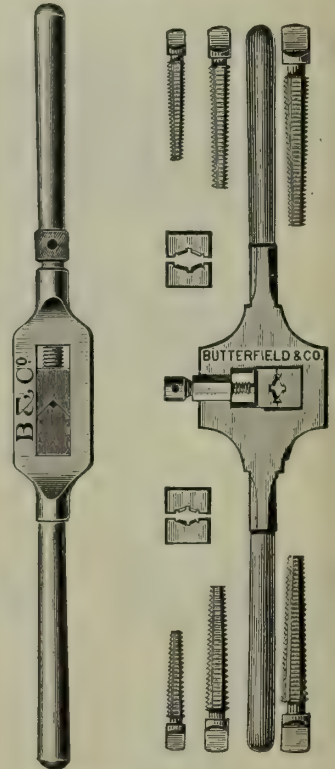
Parker's Combination Vise. Width of Jaws 4 in. Holds Pipe $\frac{1}{4}$ to 2 in. Weight 41 lbs



Solid Pipe Die

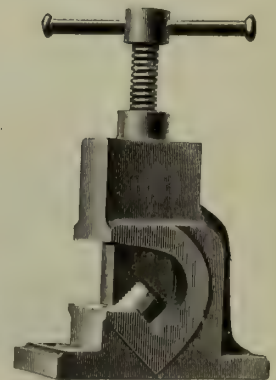


Solid Die Plates --For Threading Steam, Gas and Water Pipe.



Adjustable
Reamer
Wrench

Stocks
and Dies



Solid Pipe Vise

For fuller lines see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

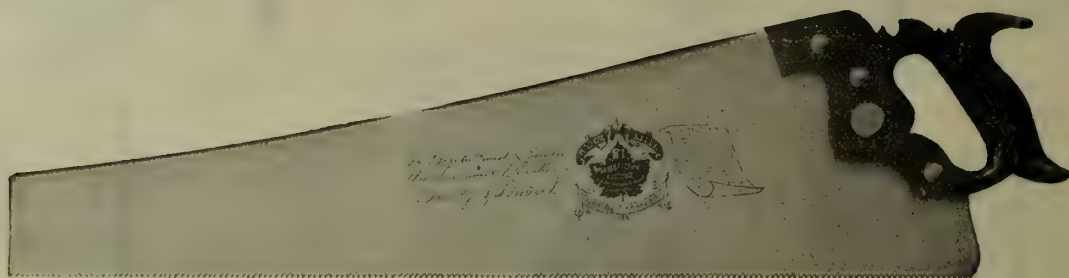
GRAHAM NAILS ARE THE BEST

Are you receiving our monthly illustrated circular? IF NOT WRITE FOR IT.

We Ship Promptly

Our Prices are Right

Canada Leads the World in the Manufacture of
HIGH-CLASS SAWS



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

GALT, Ontario

FIRE BARGAINS

After our recent fire we find we have a few lines of very slightly damaged goods. While they last, we are selling them at greatly reduced prices. They will not last long at the prices we are asking. If you want bargains act quickly.

"Blizzard" Ice Cream Freezers

Damage amounts to smoke stains only. This can be washed off. The tubs are not charred and can be made to look like new.



Our stock and prices are as follows:

QUARTS	1	2	3	4	8
PRICE	\$1.15	\$1.30	\$1.50	\$1.80	\$2.90
No. IN STOCK	11	31	18	27	15

Sand and Garnet Paper in Rolls

Beader & Adamson's make. Damaged slightly on ends by water. Waste will not average 10 per cent.

SAND PAPER

	No.	1½	2	2½	3
24 in. (Per Roll	\$2.25	2.80	3.05	3.40	
wide (Rolls in stock	3	1	4	10	
30 in. (Per Roll	\$3.30	3.50	3.65	4.00	
wide (Rolls in stock	1	8	3	4	
36 in. (Per Roll	\$3.80	4.00	4.15	—	
wide (Rolls in stock	1	2	7	—	

SAND PAPER

	No.	1½	2	2½	3
40 in. (Per Roll	\$4.50	4.70	4.90	—	
wide (Rolls in stock	1	1	2	—	
48 in. (Per Roll	\$5.95				
wide (Rolls in stock	1				

GARNET PAPER

4 Rolls, 24 inches wide, No. 3, per roll \$5.65

All the above rolls are the regular 50 yards in length.

Caverhill Searmont & Co.

MONTREAL

Winnipeg

Ottawa

Quebec

Fraserville

DO NOT MISS

the sale of Ice Cream Freezers by not having the proper kind in stock.



Sizes in Stock,
2, 3, 4, 6, 8, 10 Qts.

Freezes two flavors of Ice Cream, or Water Ice, or Sherbet and Ice Cream at one time. The can is divided in two parts, and the partition bears against the lid, so that during the freezing nothing can pass from one side to the other. The rocking motion of the crank is an important labor-saving device.

The American Twin — and — Dana Peerless Iceland

are the ones that **sell**. They appeal to those who want the best and most up-to-date freezers on the market.



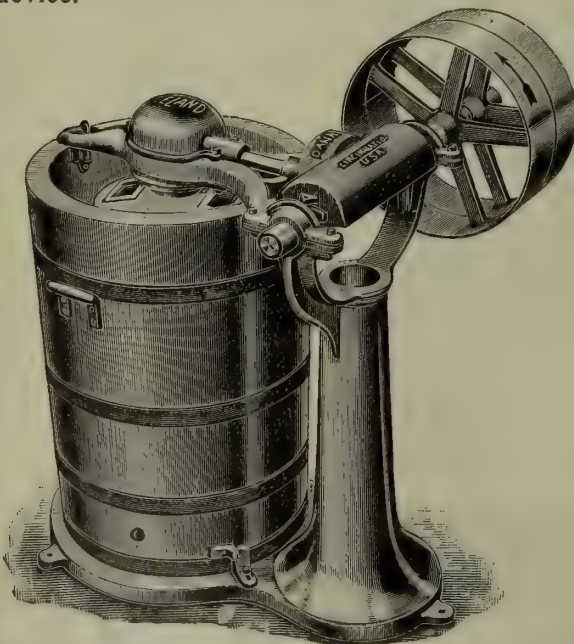
Sizes, 1, 2, 3, 4, 6, 8, 10, 12 Qts.

"Dana Peerless Iceland" WITH CRANK

This Freezer has a larger freezing surface than any other make.

Rapidity in freezing is thereby assured.

It also produces smoother frozen creams and desserts with little bother and less work.



Sizes, 25 and 40 Quarts.

"Dana" Peerless Freezers

For Power
or
with Fly Wheel

For Fuller
Particulars see
our Catalogue
Pages 573 & 574

Our Large Stock
insures Prompt
Shipment.



Sizes, 8, 10, 12, 16, 20, 25 Qts.

ASK OUR TRAVELLERS TO QUOTE, OR WRITE DIRECT.



Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. **Made of Simonds Steel.** It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada.

Simonds Canada Saw Co., Limited
TORONTO, ONT. MONTREAL, QUE. ST. JOHN, N.B.

Consumers Cordage Co., LIMITED

CORDAGE

Manufacture every variety of

PACKING

BINDER TWINE

LATHYARN

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

MacGOWAN & CO., Vancouver

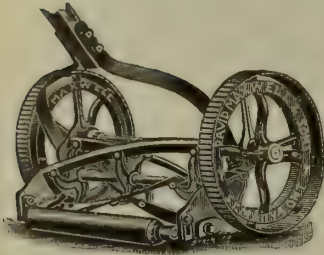
TEES & PERSEE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

A TRINITY OF TRADE BUILDERS

Maxwell Lawn Mower



The name means clean-cutting, durability and finish.

Two Household Favorites



Stock them. They come near selling themselves.



David Maxwell & Sons, St. Mary's, Ont.

SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

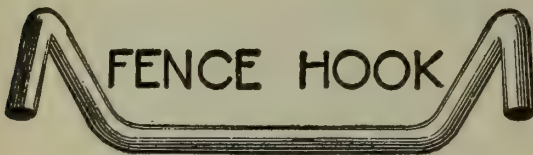
DEALERS: When you handle this line you handle QUALITY.

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W. L. HALDIMAND & SON, Montreal
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ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



FENCE HOOK

WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT.

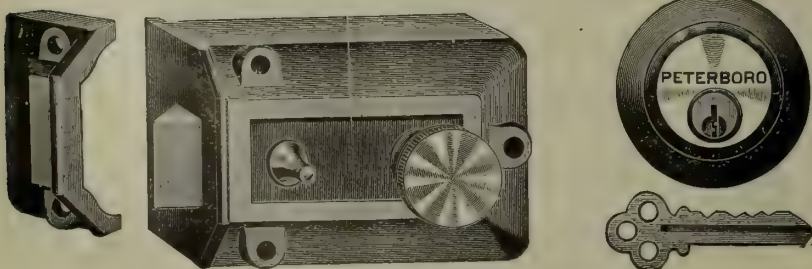
PRIEST'S CLIPPERS

Largest Variety.
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
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American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Weibusch & Hilger, Limited special New York
representatives, 9-15 Murray Street.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds



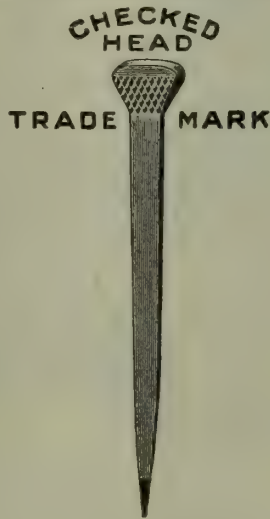
Cylinder Night Latch, No. 103.

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

HARDWARE AND METAL

"THE BEST IN THE WORLD"



UNSCRUPULOUS IMITATION

Certain unprincipled parties, afraid to offer in fair and honorable competition a horse nail bearing their regular brand, or trade mark, are placing on the market nails closely imitating the checking on the heads of

CAPEWELL HORSE NAILS

which has been used continuously by us for many years, and which is registered and copyrighted as our TRADE MARK.

Deception is the object of this unworthy imitation, and we wish to assure our numerous customers in the hardware trade of Canada that we are losing no time in taking steps to protect their, and our, interests.


In the meantime, we ask you to insist on having the genuine article,

CAPEWELL HORSE NAILS

and to reject inferior imitations.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch Offices and Warehouses: WINNIPEG AND VANCOUVER.



PRESERVING KETTLES

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.

ATKINS SILVER STEEL SAWS



are profitable Saws. Full of Quality, you can safely recommend them to your trade. Every Atkins Saw you sell, sells others—There's money in them for YOU. Shall we call?

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The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St., E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

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part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

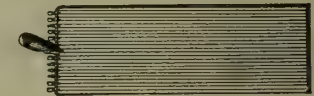
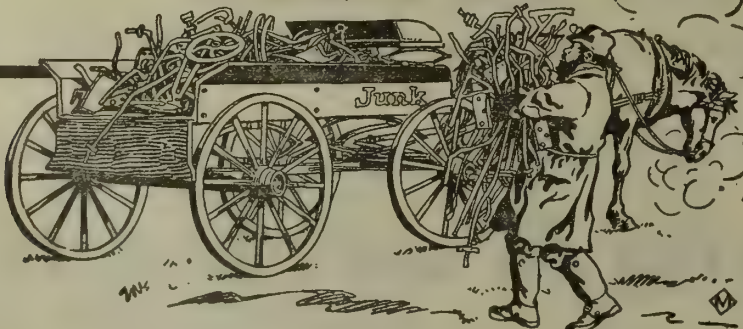
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London Bars are made from selected scrap and come in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands.

Large stock always on hand, insuring prompt shipment.

London Rolling Mills
London, Canada.



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—Manufacturers of the celebrated—

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Prices on application. Prompt shipment

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PRICES
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GALVANIZING** ONT.
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The Best Door Closer Is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St., BIRMINGHAM

Dominion Wire Manufacturing Co., Limited

MONTREAL



TORONTO



It is useless to ARGUE about the present trade conditions in Canada. All the manufacturers are pretty well loaded up with business and the far-seeing Hardware buyer will no doubt anticipate his requirements as far as possible.

We can make prompt deliveries on some lines, but on others we are sold up for some time to come. Send along your inquiry and we will tell you just what we can do. Don't put off, as delays in the Hardware business at present may prove expensive.

We aim at putting Quality into all our Products

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
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Wood's "A" Planished Iron,

**Black Steel specialties for all purposes,
Tinsplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

The Best by Actual Test

When it comes to **Axe Handles**, practical men will tell you the **Empire, Imperial and Champion** are the best because they have proven their superiority. Stock them now if you have not a supply on hand.

We also manufacture all kinds of **Hammer, Sledge and Pick Handles.**

Write for free lists and discounts.

J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

Limited

A CHAIN of REASONS

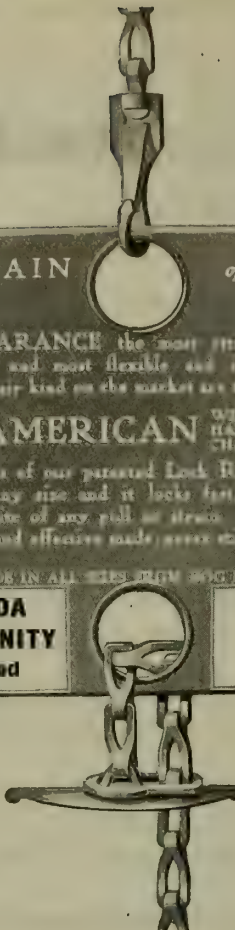
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AMERICAN WELDED HALTER CHAINS

By means of our patented Lock Ring you can adjust the loop to any size and it locks fast. No slipping is possible, in spite of any pull or strain. The Snap is the most durable and effective made, never sticking on account of rust.

MADE IN ALL SIZES FROM 1/8" TO 1" LEADS UP.

ONEIDA COMMUNITY Limited	NIAGARA FALLS Ontario
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McArthur, Corneille & Co.

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Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our
goods you know you
get THE BEST.

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High Grade and
exceedingly present-
able.

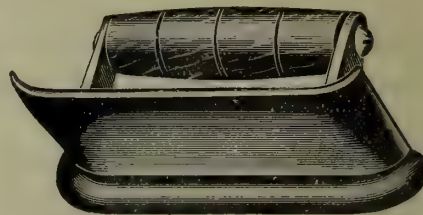
Represented by
H. F. McINTOSH & CO.
34 Yonge Street,
TORONTO, - ONT.



Write for Catalogue

The Contractors

are busy. Get your
supplies of



**Edgers, Jointers,
Pounders, Dot Rollers,
Curb and Gutter Tools,
Wheelbarrows, etc.**

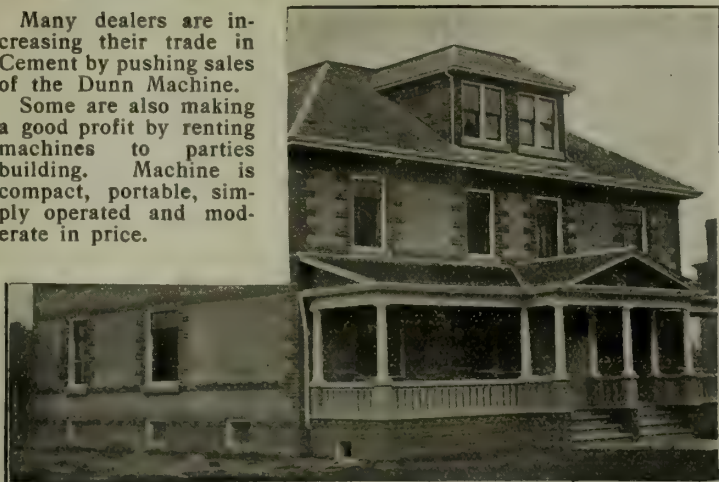
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The London Foundry Co.
London, - Canada

The Dunn Hollow Concrete Block Machine

Many dealers are increasing their trade in Cement by pushing sales of the Dunn Machine.

Some are also making a good profit by renting machines to parties building. Machine is compact, portable, simply operated and moderate in price.



WRITE US FOR CATALOGUE H.

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CARRIAGE SPRINGS & AXLES

ANCHOR BRAND



THE GUELPH SPRING & AXLE CO. LIMITED
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A New and Scientific System for the Transmission of Messages by Telegraph or Cable, so arranged that one word may convey several meanings, such as Article, Quality, Price Quantity, Terms, etc.

By other codes three and four words are required to express what this system will convey in one word, thus costing three and four times as much as the same message if sent by this system.

Code Words

LUDELSPIEL MEBDIKOLAF WOCUMZEXGI—Ship by Cunard Steamer from your port 28th June, 150 pieces Bevelled Plate Glass, 1 1/2" bevel, 18 1/2 x 24".
WULYRSABNI—Steel sheets 27 g. 24 x 10 1/2", 10,000 packages.
WUPUHRABHE—Wire Nails 5d. Buy 500 kegs.
WUWULAFDE—Kosin, 'T' quality quote cost and freight shipment 1st half of next month, 200 barrels.
XASYSJABBA—Delivery Waggon Platform Springs 2 to 3,000 lbs. increase our order to ten.

Try these with your codes. An 8-page prospectus with full particulars sent free on request.

The Mitchell Self-Testing Safety Code Co.
8 COLBORNE ST. TORONTO, CANADA

EXAMPLES

COMET

Gilbertson's Sheets and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales
ALEX. GIBB, 13 St. John St., Montreal, Agent



Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

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CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

BANNER COLD BLAST LANTERNS



Made from

Heavy Welsh
Tin Plates

Fitted with

Side Crank
Lift and
Countersunk
Oil Feed

— Attractive —
— Windproof —

Manufactured by

ONTARIO LANTERN AND LAMP CO. LIMITED
HAMILTON, ONT.

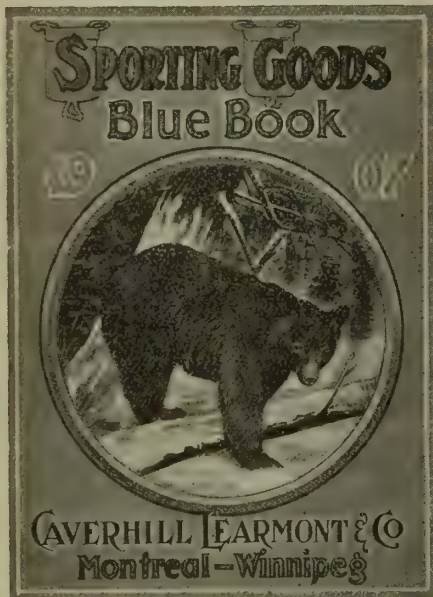
A Hammerless Single Barrel Gun That is a Seller

This illustration shows Hopkins & Allen No. 512 Series Single Barrel Shot Gun, which you will find a ready seller. It fits well to the hand, arm and shoulder, has a pleasurable balance, and its perfect alignment greatly reduces the recoil. Many hunters and sportsmen are fond of using a single-barrel gun, and in this high-grade hammerless pattern single barrel gun we know they will secure value for their money not easily secured elsewhere. At the trap or in the marsh or field, this gun will do good work under every condition, and will win high regard for its good handling and fine shooting qualities

No. 512—12 ge., 30-in. barrel

No. 516—16 ge., 30-in. barrel

No. 520—20 ge., 28-in. barrel



Cover of Our 1907
"Sporting Goods Blue Book"

Our 1907

"Sporting Goods Blue Book" shows this gun, as well as many others. We are mailing it this week. Our list is a large one, but it may not include you. If you don't receive one within a week, send us a post card request. We want every hardware dealer in Canada to have one.



Caverhill Searmont & Co

MONTREAL

WINNIPEG,

OTTAWA,

QUEBEC,

FRASERVILLE

"We Work With the Trade"



We have just finished mailing our new Trade Catalogue No. 18, containing information about our complete line of

"Acorn Quality" Metal Building Goods

Have you received yours? If not, please let us know, and we shall take pleasure in forwarding a duplicate immediately.

Remember, with our recently increased facilities we can handle your business better than ever.

The Metal Shingle and Siding Co., Limited
Preston, Montreal and Toronto

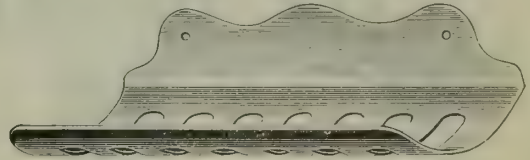
SALES AGENTS:

ST. JOHN, N.B.	QUEBEC	WINNIPEG
Emerson & Fisher, Limited	J. A. Bernard	Clare & Brockest
CALGARY	VANCOUVER	
Ellis & Grogan	McLennan, McFeely & Co.	

Bath-Room Accessories



Stationary Tooth-brush Holder, nickel-plated on brass plate. Holds six brushes. Openings shown by old English letters.



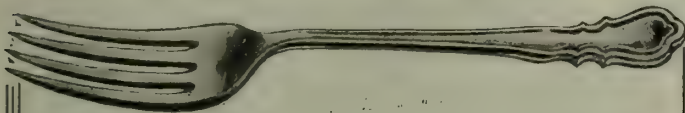
Comb and Brush Shelf, nickel-plated on brass plate. Just as substantial as it looks. It does not accumulate dirt.

Two fast sellers. All our Bathroom Accessories have "**Forsyth**" Finish, which places them in the peerless class.

Secure our literature. It will interest you.

Forsyth Manufacturing Co.
Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



THE ORIGINAL

"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



SUPPORT CANADIAN INDUSTRIES

FREE TO HARDWARE DEALERS



We are supplying electros of the cut in this ad. for use in your local advertising, besides offering special terms for immediate orders for

"LION" Brand

PUTZ TRIPLE EXTRACT

METAL POLISH

IN LIQUID OR PASTE

The most reliable metal polish in the market. Once tried always used.

Support Canadian Industries

Manufactured by

English Embrocation Co., Montreal



COMPETITION

**AUTOMATIC
INJECTOR**

ECLIPSES ALL COMPETITION

WHY?

The Experience of One Quarter of a Century

AND

The Satisfaction Given to Half a Million Engineers

"THE PEER OF AUTOMATIC INJECTORS"

MANUFACTURED BY

PENBERTHY INJECTOR CO., LIMITED,

-

WINDSOR, ONT.



"Safety"



"Short Stop"



"I. X. L."



"Sico"



"Sachem"



"Salute"



"Slide Top"



"Saturn"



"Sancho"



"Sultan"



"Samson"



Plain Whistle



"Silex"



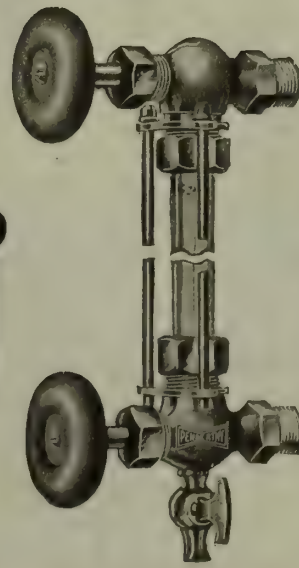
Priming Cup



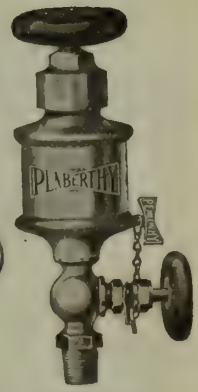
XL-96 Ejector



"Screw Top"



Finished Water Gauge



Plain Engine Lubricator

Manufactured by

PENBERTHY INJECTOR CO., Limited,

Windsor, Ont.

**FOOLS SELL THE CHEAPEST,
WISE MEN THE BEST**



THE BEST

*Being supported by good and liberal advertising among the
actual users of saws*

SPEAR & JACKSON, LIMITED

ÆTNA WORKS

SHEFFIELD, ENG.



**Babbitt,
Solder,
Lead Pipe,
Etc.**

**The
Canada Metal Co.
Limited
TORONTO**

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

Stanley's Ball-Bearing Hinges

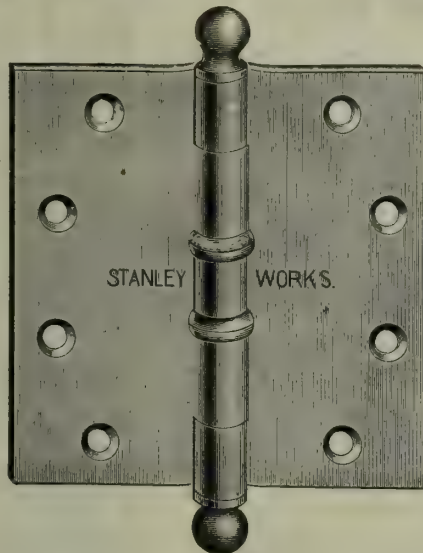
FOR ALL THEIR IMPORTANT WORK.

DEALERS SHOULD HAVE THEM IN STOCK.



CUT OF WASHER
FULL SIZE

IT IS SO CONSTRUCTED
THAT IT WILL NOT
COME APART
IN USE

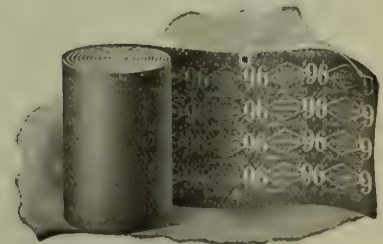


MADE OF
WROUGHT
BRONZE
AND
STEEL

ARTISTIC BOOKLET ON APPLICATION

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.



Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street,

Boston, Mass.

New York

Philadelphia

Chicago

London, E. C.

Architects, Builders and Plumbers
freely endorse

Standard Ideal Porcelain Enameled Ware



Dealers handling Standard Ideal Ware are assured of larger sales, better satisfaction and greater profits. Manufactured in Canada, this ware is the equal of any foreign product of a like nature.

Standard Ideal Ware has the strength of iron, together with a beautiful, smooth, china-like surface, which ensures its freedom from dust, dirt and germs.

We manufacture Bath Tubs, Sitz Baths, Shower Baths, Sinks, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances, Etc.

The Standard Ideal Co., Limited

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO,
128 West Craig Street, MONTREAL, and 24 Telfer Block, WINNIPEG

SCIENTIFIC DRAINAGE
IN CAST IRON



HYGIENIC SANITATION
CAN BE OBTAINED BY
USING MACFARLANE'S
GLASS ENAMELLED
DRAIN & SOIL PIPES
WHICH ARE RECOMMENDED
AND SPECIFIED BY THE
LEADING SANITARY
AUTHORITIES

WALTER MACFARLANE & Co.

SANITARY ENGINEERS. **SARACEN FOUNDRY,**
GLASGOW.

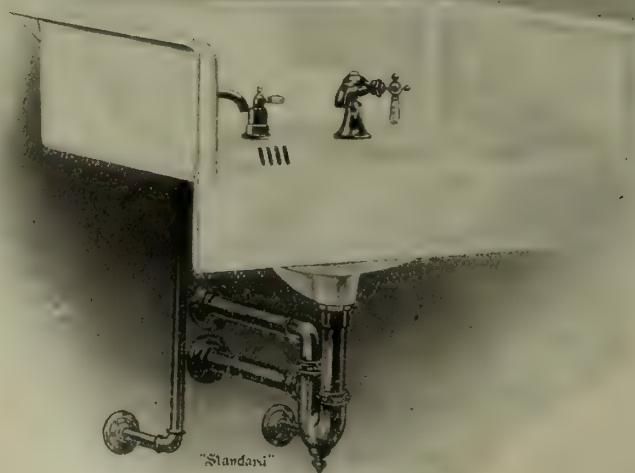
CASTINGS SUPPLIED CUT & FITTED
TO REQUIRED MEASUREMENTS
DRAINAGE PLANS ARRANGED
CATALOGUES ON APPLICATION.

AGENTS :

W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg, Man.
BAXTER, PATERSON & CO., 102 St. Antoine St., Montreal.

"Standard"

Fixtures in a Place By
Themselves.



"Standard" Plate P. 545 Porcelain Enameled "Recess" Design Lavatory, with Slab, Bowl, Overflow, Back and Ends all in one piece, Nickel-plated "Torrance" pattern Fuller Faucets with China Handles and Indexes, Supply Pipes, Keystone Waste with China Handle and "P" Trap with Waste and Vent to Wall.

Designed for use in Alcoves, Closets and Wardrobes in offices, hotels and other public buildings.

Standard Sanitary Mfg. Co.

PITTSBURGH, PA.

U. S. A.

To
EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge

Non-Staining Cement

Iron Glad

Portland Cement

United Paving

Best in the World

Bricks

Enamelled Bricks

All Colors

Drain Pipes

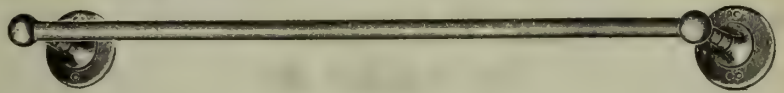
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

High-grade Bathroom Fixtures



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto



There are reasons for the constant demand for
"Diamond" brand Fittings

The finish is smooth, the threads perfect, the material first-class.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA



Don't Stop

Tackle Block. Saves the labor of two or three men. 600 to 5,000 pounds capacity.

to ask your neighbor, lift the load yourself with
The Burr Self-Locking

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio



BEAVER POST-HOLE DIGGER

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break

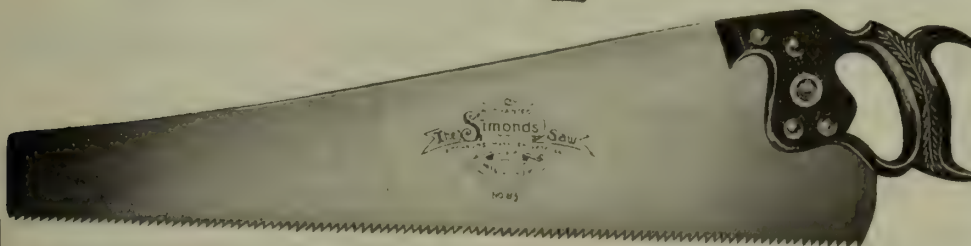
Special Discounts to Trade

CANADA FOUNDRY COMPANY

LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: **Montreal, Halifax, Ottawa, Winnipeg**
Vancouver, Rossland



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches throughout The United States.

SIMONDS No. 8 1/2

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle, with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

HOW MANY DOLLARS WOULD YOU SAVE ?

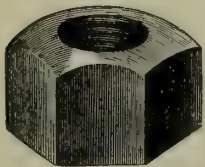
Mr. Dealer! If you could diffuse the light of day throughout your store, while daylight lasted, how much would you save in hard cash annually? Figure it out for your profit's sake, as well as for your customers', and tell us the result.

MAXIMUM LIGHT GLASS

will flood the darkest corner of your store with Natural Light while there's light in the sky. It can be effectively used when placed directly in the window sash, where ordinary prismatic glass would be useless.

Shouldn't you know more about this dollar-saving window glass, just as a matter of good business sense? Our big illustrated catalogue will interest you. Send for it!

The Hobbs Manufacturing Co., Limited
LONDON TORONTO WINNIPEG



The John Morrow Screw, Limited

MANUFACTURERS OF
Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO

CELEBRATED

HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.



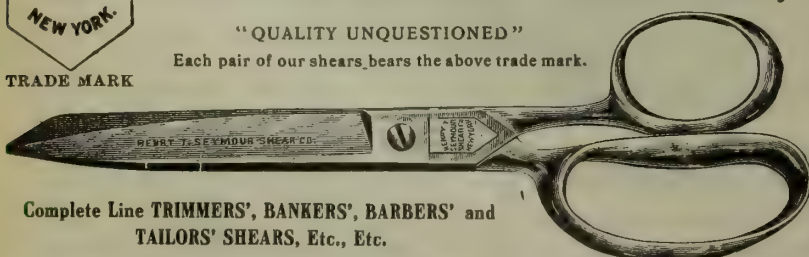
TRADE MARK

SEYMOUR SHEARS

have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.



Complete Line TRIMMERS', BANKERS', BARBERS' and
TAILORS' SHEARS, Etc., Etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Steel Troughs and Tanks

We Manufacture

Steel Tanks, Stock Tanks, Steel
Cheese Vats, Thresher's Tanks,
Hog Troughs, Water Troughs, Feed
Cookers, Grain Boxes, Coal Chutes,
Smoke Stacks.

Agents Wanted.

The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

Wrought Iron and Steel
Washers

Belting and Packing of all
kinds

Bishop's "Adamant" and
"Invicta" Gauge Glasses

Safety Emery Wheels and
Grinding Machinery

White and Coloured Waste
Sponge Cloths



Cogged Scissors

Rules

Pliers

Meat Choppers

Gronkvist Drill Chucks

Wrenches

and General Hardware and Mill Supplies

Baxter, Paterson & Co.

Schuchardt & Schutte

TELEPHONES MAIN 847 & 958

102 St. Antoine St.

MONTREAL

The Standard Paint Co. of Canada

Limited

Factory : Near Highlands, MONTREAL, P.Q.

"RUBEROID" Roofing

"RUBEROID" Dampcourse

"RUBEROID" Flooring

"P. & B." Paints

Electrical Insulating Compound

Varnishes

Insulating Tape

"P. & B." Building, Sheathing and Insulating Papers

Cast Lining Papers

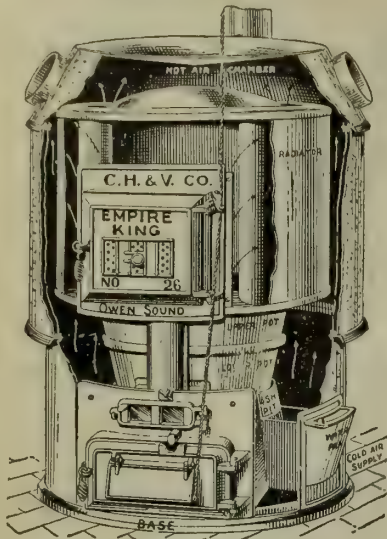


SELLING AGENTS FOR ONTARIO AND QUEBEC

Lockerby & McComb 65 Shannan St. **Montreal, P.Q.**

Specified in The Contract

The Furnace for the Dealer to handle and recommend is undoubtedly the one specified in the contract. Did you ever consider why architects and practical house-builders should invariably choose



The **Empire King** **Furnace**

from the few best? The reasons are plain. The Empire King is a fuel-saver, as well as a permanent investment. It is as easily adjusted as it is to operate. In brief, The Empire King Furnace is the best of all hot air generators and we are going to prove that statement in the following series of ads. Two points worth remembering - **The price is reasonable—The profits good.**

The Canadian Heating and Ventilating Co.,

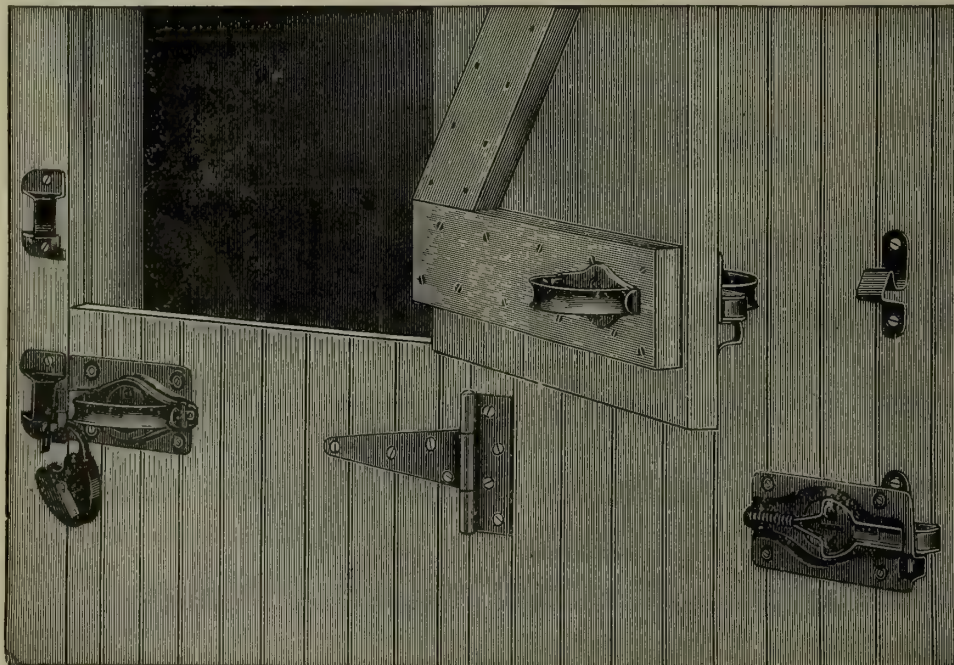
OWEN SOUND, ONT.

LIMITED

THE CANADA STOVE AND FURNITURE CO., 126 West
Craig St., Montreal, Que., Agents for the Province of
Quebec.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg,
Man., Western Agents.
The Abercrombie Hardware Co., Vancouver, B.C.

IT'S A LATCH THAT EVERY BARN NEEDS



WHITCOMB

**STEEL
BARN
DOOR
LATCH**

It is convenient; it is strong; it is durable; it is adapted to any thickness of door; and harness, etc., will not catch on it. Fully guaranteed.

Get a sample and see what an excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of **PATENTED SPECIALTIES BY CONTRACT**
ALBANY, WISCONSIN, U.S.A.

You Invite Commercial Disaster

If you sell a rifle which is liable to burst in the hands of the man or boy who uses it. We do not know how other rifles are made; but we do know that

HAMILTON RIFLES

cannot explode. They are made of **specially selected and tested rolled steel** by workmen who have given proofs of more than ordinary skill. You are safe in stocking one or all of our three models.

No. 15 sells at \$2.00

No. 19 sells at \$2.50

No. 23 sells at \$3.50

You should know the "Profit Story."

THE HAMILTON RIFLE CO.

Dept. 71 *Plymouth, Mich.*

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

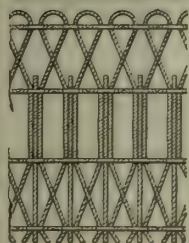
JOHN FORMAN, - 644 Craig Street MONTREAL.



PAGE WHITE FENCES

The Acme style you see above costs only from 16 cents a linear foot. Handsome and durable for lawns, parks, cemeteries, etc. Any height or length. Gates to match from \$2.25. Write for catalog, or inspect this ideal fence. From us direct or any Page dealer.

The PAGE Wire Fence Co., Limited Walkerville Toronto Montreal St. John Winnipeg



ORNAMENTAL WIRE LAWN FENCE. Sold in Rolls With or without posts and rails.

You can sell our
Wire and Iron Fences, Gates, Lawn Seats, Vases, Trellises
and other specialties for **Lawns and Cemeteries** from Catalogues.

Send for Booklets and Price Lists of these seasonable lines.

Dennis Wire and Iron Works Co.

Limited
LONDON, ONT.



WIRE AND IRON GATES

Extra Quality
Special Prices to the Trade

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Persons addressing advertisers kindly mention having seen their advertisement in Hardware and Metal.

No Horse Nails in the World

are made of better material than is used for the "C" brand. It is a special quality of Swedish Charcoal Steel Nail Rods, which have the highest tensile strength combined with great toughness. This is demonstrated by the average of several tests, which shows that the test piece of these rods will stretch over one-third of its length, and require a force equal to 55,000 pounds per square inch before breaking.



No Horse Nails in the World

have ever, or do now excel the "C" brand in any test of quality impartially and scientifically applied. We challenge comparison with the product of any maker in the wide world.

No Horse Nails in the World

will drive easier or make better clinches, or hold the shoes on longer. They are of the right temper, which, combined with the fine hardened bevel points, penetrate the hardest hoofs easily. You will never bend or buckle a "C" nail in driving, or find split or crooked nails.

No Horse Nails in the World

can offer you forty years continuous manufacturing experience in producing by Canadian labour for Canadian requirements except the makers of the "C" brand.

No Horse Nails in the World

are better entitled to your preference for reasons of quality and fair price. They may be obtained on order from all the leading Hardware Merchants in Canada. If not obtainable through them, we shall supply you direct. Samples and quotations furnished on application.



CANADA HORSE NAIL CO.,

Established 1865

MONTREAL

SAFEGUARD YOUR PROFITS--MR. DEALER

Every hardware dealer should make room for an effective display of gas ranges, and he should do it now. **THE OXFORD GAS RANGE** should occupy a prominent place on your floor because it gives complete satisfaction and assures the paying trade—the trade most Dealers strive hard to gain and hold.



The Oxford Gas Range

"B" Series

has many devices and exclusive features which make for range perfection. These captured the trade while the superiority of The Oxford Oven construction won the women of Canada. **THE OXFORD GAS RANGE** means the maximum of pleasure obtainable in cooking through the hot days of summer, and the wise Dealer will not ignore this source of profit.

Our literature tells an interesting Profit Story. A Post Card brings it.

The Gurney Foundry Company, Limited

Toronto

Winnipeg

Vancouver

Hamilton

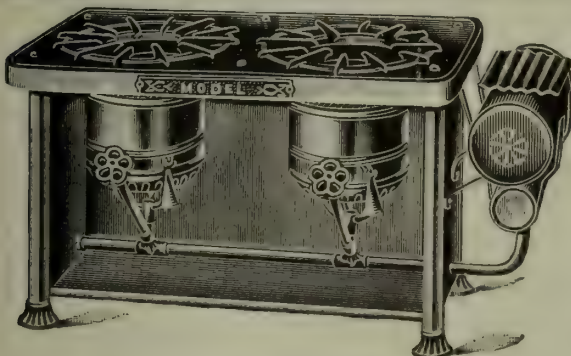
and

London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.

THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta.

Warm Weather Goods



MODEL
Wickless Blue Flame Oil Stove

The sale of Gas, Gasoline and Oil Stoves, Gas Hot Plates, Refrigerators, Ice Cream Freezers, and other specialties for summer use will open up with a rush one of these days. Have you a sample of our different lines in stock? If not, you should lose no time in getting them, as many sales will go to the other fellow if your stock is not freshened up.

We have heavy stocks in all lines at all our warehouses, and can supply on short notice. Telephone, telegraph or write your orders at once, and they will be filled the same day.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

"Everything for the Tinshop"

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON



CHAIN

Proof, B.B., B.B.B., Cable, Stud Link, etc.

This Chain is manufactured from A SPECIAL GRADE OF SOFT STEEL by a reliable maker, and not bought in the open market.

JAMES BARBER, Era Works, Sheffield.

HIGHEST GRADES OF

TABLE and POCKET CUTLERY, RAZORS, CARVERS, Etc.

J. H. ROPER

CANADIAN REPRESENTATIVE

82 St. Francois Xavier Street, - MONTREAL



Dillon Hinge Stay Field Fence

is the best on the market. It's easy to make a statement like that, but it isn't so easy to prove it.

We are willing to prove all statements we make to any reasonable man. If you note the **Hinge** in the **Stays**, the crimps in the **Strand** wires and the **Quality** of the wire we use, your commercial sense will endorse our claims.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by

Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

FOREIGN TRADE TOUR

Of Interest to Canadian Manufacturers

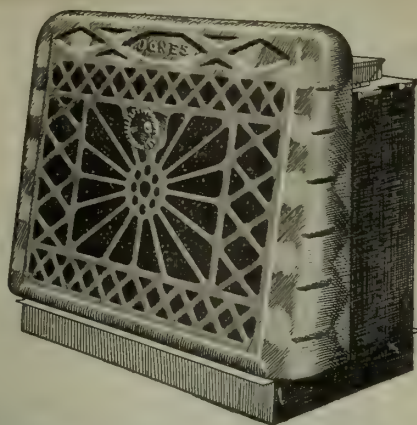
On July 3rd, 1907, Mr. B. Olney Hough, editor of the AMERICAN EXPORTER, will sail from New York on an extended tour—embracing 116 countries of Europe and consuming over 4 months of time—for the purpose

of bringing about a closer commercial acquaintance between the foreign buyer and the manufacturers of the United States and Canada represented by us on this tour. Is there any one in Europe that you would like us to call on in your interests? Do you want to establish foreign agencies? Do you want names of buyers of your line of goods in Europe? Full particulars showing how we can serve you on this tour will be sent on request. No commission is charged either the manufacturer or the foreign buyer for these services.

AMERICAN EXPORTER

THE WORLD'S LEADING
EXPORT PUBLICATION

135 William St., New York



Jones Side-Wall Registers

have won the confidence of all practical men because of merit and merit alone. The Dealer who wants the staying trade and the lasting reputation recommends

JONES SIDE-WALL REGISTER

because it demonstrates that his customer's interests are his. Jones Side-Wall Register is a money saver. It reduces piping 50 per cent., thereby reducing the cost of installing an up-to-date heating system.

We have some facts we would like to place before the man who wants more business.

The Jones Register Co.

732 King St. West

Toronto, Canada

Wrought Steel Registers

Standard Sizes, All Finishes

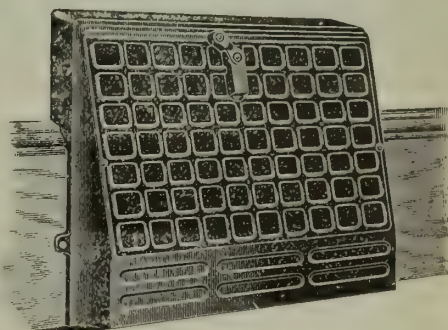
Perfect Operating Device

Unusually Large Air Space

For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.



H. & C. No. 100.

FERROSTEEL REGISTERS

The only house in the world manufacturing

CAST IRON FLOOR

SEMI STEEL FLOOR

WROUGHT STEEL FLOOR

CAST IRON SPECIAL SIDE WALL

WROUGHT STEEL SPECIAL SIDE WALL

FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS

DEFLECTORS, PANCAKES, WAFERS

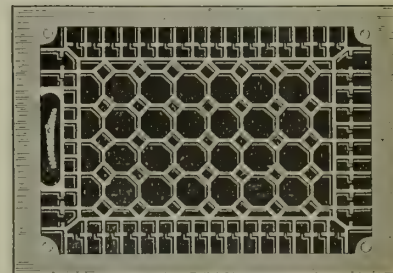
In all Designs and Finishes.

Mechanism Perfect.

Capacity Greatest.

Finish Unsurpassed.

No reputable line can undersell us.



MOORISH DESIGN

FERROSTEEL COMPANY, - - CLEVELAND, OHIO

"Brantford" Roofing

Manufactured from pure Asphalt, properly blended, producing the highest waterproofing test (which we can produce), and the nearest fireproof of any ready roofing on the market. Equally durable in hot and cold climates. Not affected by acids or alkalis. Put up in rolls containing 108 sq. feet, 40 1/2 feet long and 32 inches wide, sufficient to cover 100 sq. feet of roof.

Nails and liquid cement for laying packed inside each roll. Write for samples and prices, and our **SPECIAL OFFER**.

Brantford Roofing Co., Limited, Brantford, Can.



PAROID ROOFING

"The Test of Time is the Test that Tells."



Plant Steamship Co.'s Wharves, Halifax, N.S., roofed with Paroid.

other lines as well.

A delay at this season is expensive, means good business lost.

Write to-day for the proposition.

F. W. BIRD & SON, Makers

Established in U.S.A. 1817

Factory at HAMILTON, ONT.

Offices at Winnipeg, Man., and Hamilton, Ont.

Why not handle a ready roofing that you can really endorse — one you would sell your best friend — one you would put on your own buildings?

Ask for our Paroid proposition.

No expense until we have proved, to your satisfaction, that you can handle Paroid profitably.

Our selling plans bring customers to your store and your

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG MAN.

AND AT BRANDON, MAN.

Square your Accounts



Forwell Foundry Co.

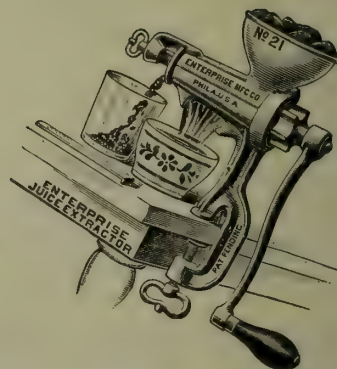
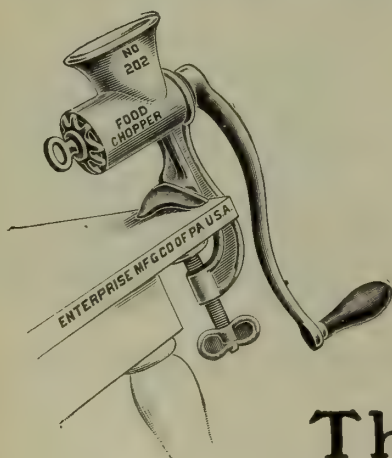
BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.



Three of a Kind

All good sellers, with the biggest season you ever saw just ahead. Get your orders to your jobber to-day for

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BONE, SHELL AND CORN MILLS
MEAT JUICE EXTRACTORS

THREE OF A KIND, THE BEST, ALL

"ENTERPRISE"

You don't have to explain what Enterprise goods are, or who makes them. The public knows them, uses them, demands them, all over the civilized world. New and good advertising matter supplied to dealers on request.

THE ENTERPRISE MANUFACTURING COMPANY OF PA.

21 Murray Street, NEW YORK CITY

Philadelphia, U.S.A.

438 Market Street, SAN FRANCISCO, CAL.



J. M. T. Injectors are fully guaranteed to work under the most varied conditions that it is possible for a machine of this type to operate.



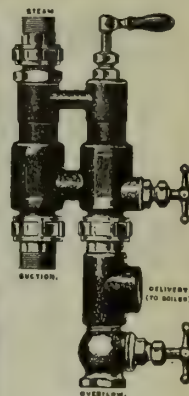
In the Realm of

Steam Goods

The Trade Mark "**J.M.T.**" is representative of that which is highest in **Quality, Efficiency** and **Durability**.

Our Steam and Water Goods are made full weight (heavier than the ordinary) and sold at prices no higher in many cases than the lighter kind—It pays to handle them.

The JAS. MORRISON BRASS MFG. CO., Limited
93-97 Adelaide St. West TORONTO



The Genuine Hancock Inspirator, a double tube boiler feeder specially adapted for Stationary and Marine Boilers.



J. M. T. Valves are made in all the standard patterns of Globe angle and check valve designs—Heavy and extra heavy pattern with Jenkins renewable disc or copper disc for high pressure.

Why not sell British Goods and get the Lowest Tariff?

DO YOU WANT A GOOD SIDE LINE?

If so, write for full particulars of the new "War Office" Miniature Rifle



.22 Caliber

Made in England by the same machinery and in the same factory as the **BRITISH SERVICE RIFLE**

The rifle for target practice or small game shooting.

Get Traders' Terms

Made under War Office License by the
London Small Arms Co., Ltd.
Victoria Park Works
LONDON, - - - ENGLAND

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED
VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

The Man who Wants More Business



has discovered that the economical housewives of Canada insist on the Best Food Chopper. They demand

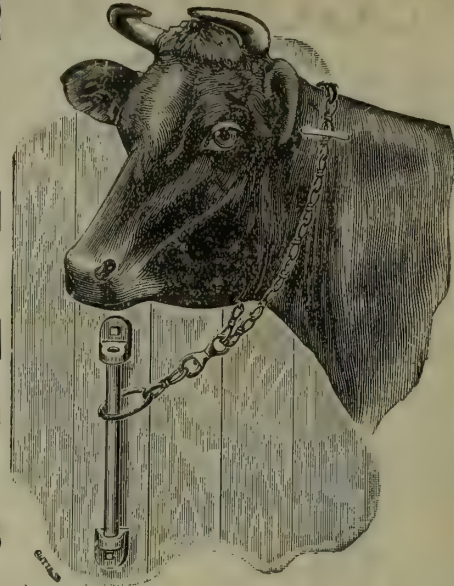
SHIRREFF FOOD CHOPPER

because they have proven its superiority to all other makes by actual test.

The Shirreff is a guaranteed machine, made in Canada. All parts tinned to prevent rusting. It works easily and the profit is pleasing.

SHIRREFF MFG. CO., Limited
BROCKVILLE, ONT.

**GREENING'S
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PATENT COW TIES

These Cow Ties have stood the test for years.

Undoubtedly the best and strongest on the market.

It will pay to handle only the best.

A complete line of all sizes ready for shipment.

**For Sale
By All Jobbers**

THE B. GREENING WIRE CO.,

LIMITED

Hamilton, Ont.

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The Finest Family
Polish on the market.

BLACK JACK

AT YOUR JOBBERS'

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

... FULL STOCK ...
Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
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"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.



Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

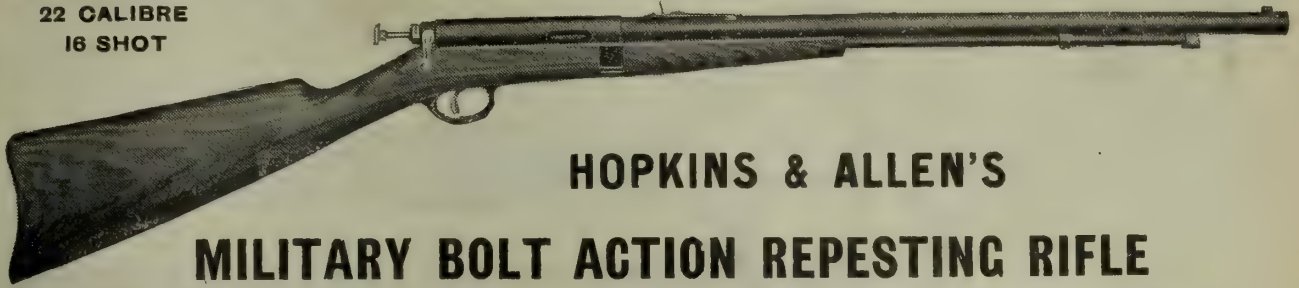
KANDA & CO., 45 Basinghall St.,
LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.
TORONTO

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

\$10⁷⁵
LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

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THE HOPKINS & ALLEN ARMS CO.

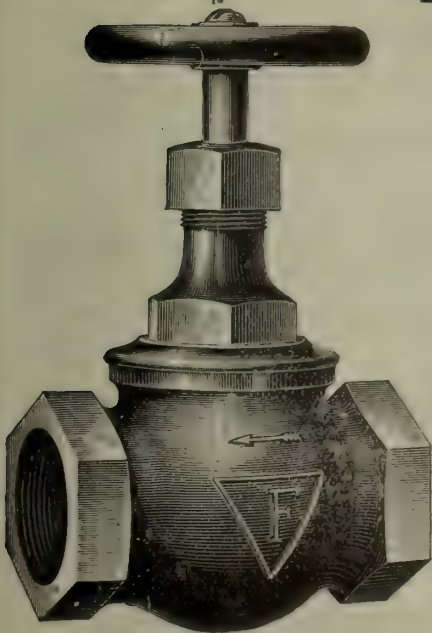
LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.



Shows Bolt Drawn Back—Position for Ejecting Shells.

Say FAIRBANKS



to your dealer when you want a valve of any kind. Our business in this line has been built upon the

FAIRBANKS RENEWABLE DISC VALVES

SEND FOR CIRCULAR

The Canadian Fairbanks Co., Limited

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H. BOKER & CO'S SCISSORS and SHEARS

Well known for their reliable quality. The most satisfactory line for retailers to sell at a good profit. Also



Henry Boker & Co's "Tree" Brand Razors and Pocket Cutlery.
For Sale by all Leading Wholesale Hardware Houses

Telegraphic Address:
"MADDERETTE, LONDON"

W. J. COWAN AND SONS

Fine Colour Manufacturers

Works:
Hague St., Bethnal Green, London, E.

SPECIALTIES:

Blues, all shades and qualities
Chromes, " "
Greens, " "
Imitation Vermilion and Carmine
Lakes

Also all colours made from
Aniline, Cochineal, Madder, Wood Extracts,
Lithol, Paranitriline, Etc.

REPRESENTATIVE

WM. O. GREENWAY
13 ST. JOHN ST., - MONTREAL



"Quality Unsurpassed"



NUTS

SQUARE AND HEXAGON

U.S. STANDARD

5/8" Diameter and Larger

PROMPT SHIPMENTS

Toronto and Belleville Rolling Mills

BELLEVILLE, ONT.

LIMITED



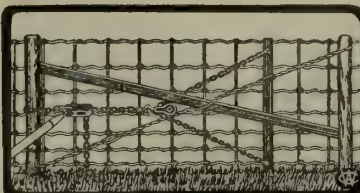
The Mark of Quality



Will Hold up a Shelf

That's what a shelf brackets for.
For this purpose there can be
NOTHING BETTER, NOTHING
CHEAPER than the BRADLEY STEEL
BRACKET. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers

ATLAS MFG. CO., New Haven.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on Erecting Fences. It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.



Conserve Your Profits



Insist on our imprint on **Cutlery, Electro Plate and Solid Nickel Silverware.**

It assures the Quality of material and high-class workmanship.

The McGlashan, Clarke Co., Limited
NIAGARA FALLS, - CAN.



HOTTEST ON EARTH

Our Bonanza Furnaces are known to produce more heat with less fuel than any other make. Jobbers sell at factory prices. Satisfaction guaranteed or money refunded.

No. 38—Price, each, **\$7.80** net.

No. 39—One size smaller, **\$5.85** net.

THE TURNER BRASS WORKS

53 MICHIGAN STREET,

CHICAGO, U.S.A.

REGISTERED TRADE MARK



GRANTED 1882

at stake, insures the quality of every article.

World's Best Cutlery

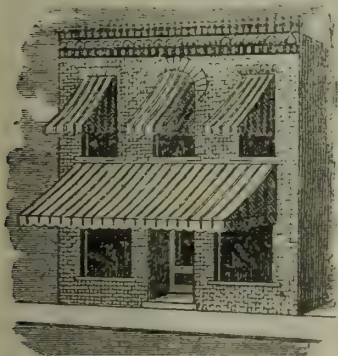
You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL



If You want an Awning, why not try

The Tobin Tent & Awning Co.
Ottawa?

It's worth considering.



Can. Feb. 27, 1889

FACTS

about the best
CONE ROTARY VENTILATOR
on the market

Known everywhere as **PEARSON'S**

This ventilator is set in motion by the least current of air and will give a perfect draught at all times.

Substantial in make, Ornamental in appearance.

For balky chimneys and ventilating Churches, Schools, Halls, Factories, Steamers, Public and Private Buildings, Stables, Water Closets, &c.

This Ventilator is in use throughout the Dominion, and has proved a great success.

Remember every Ventilator is guaranteed to work satisfactorily.

They are made in sizes from 2½ to 48 inches.

All orders by mail promptly attended to Testimonials on application.

Write to-day for particulars to the owners:

Geo. D. Pearson & Co.,

Office and Works: 17 Pontiac Street, MONTREAL
Bell Telephone East 2106



CONGO ROOFING

The time to be satisfied with your roofing is five years after you bought it. That's the test that Congo asks for. Durability is the only thing about a roofing that is really indispensable and Congo is full of it in the shape of high-grade weather-proof materials put together in the right way. Send for a free sample—test it. If you can recognize what is good in a roofing, you will decide on Congo.

Buchanan-Foster Co., Philadelphia, Pa.; Geo. E. Smith & Co., Halifax; S. Hayward Co., St. John, N. B.; Mechanics Supply Co., Quebec; The Starke Hardware Co., Montreal; H. S. Howland, Sons & Co., Ltd. Toronto; J. H. Ashdown Hardware Co., Winnipeg; and E. G. Prior & Co., Victoria B.C.; Agents.

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Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O. Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.



Covert Mfg. Co.

TROY, N.Y.

Harness Snaps, Chain,
Rope and Web Goods,
&c. For sale by Jobbers at
Manufacturers' prices.

"The Tool Holder People"

**ARMSTRONG
BROS. TOOL CO.**

Manufacturers of Armstrong Patent Lathe and an Tools and other machine shop specialties.

106 N. Francisco Ave. CHICAGO, ILL.

NEW LINES WANTED

I have a good general knowledge of Hardware business and would like to secure a few good lines to sell on commission.

D. MacLachlan,

1133 Pendrill Street, VANCOUVER, B.C.

Dominion Ammunition

Satisfies Canada's Marksmen

A fac simile of three targets
made at the Hamilton Rifle
Gallery with Dominion Ammu-
nition.

There are no better judges of Ammunition than Canadian Marksmen and Hunters, and Dominion Ammunition is their first choice.

Made for all popular firearms—they magazine perfectly and with correct trajectory to suit the sighting of Savage, Winchester, Stevens, Colt, etc. Also modern pistols and revolvers: Colt, Smith & Wesson, Iver Johnson, Harrington & Richardson.

Dominion Cartridge Co., Limited, Montreal

Kemp Manufacturing Company

ROLL RIM AND IRON CLAD

RAILROAD and DELIVERY CANS

Dome and seamless covers



Iron Clad

4 gal.	- -	\$3.75 list
6 gal.	- -	4.50 list
8 gal.	- -	5.00 list
10 gal.	- -	5.50 list
12 gal.	- -	6.00 list

Roll Rim

6 gal.	- -	\$5.00 list
8 gal.	- -	5.50 list
10 gal.	- -	6.00 list
12 gal.	- -	6.50 list



CREAM CANS

24 gal., tinned iron in body



8 gal.	- -	\$3.75
10 gal.	- -	4.20
12 gal.	- -	4.70

Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL

The Call of the West

It is for the Manufacturers — The Consumers are there, and American Capital will Seize the Opportunity if the Canadian does not.

Western Canada is calling now for industries as insistently and with as much reason as for the last thirty years she has been calling for settlers to cultivate her fertile prairies. For years the call for settlers went unheeded, but recently it has been answered by an influx of hundreds of thousands of sturdy tillers of the soil who have thus created a new and rapidly expanding market for manufactures of all kinds. Industries are urgently needed at the present time and the business men in the western provinces, being on the spot, are quick to recognize the opportunities offered. Unfortunately, they have not themselves the capital necessary to establish manufacturing industries on a sure foundation and the west must therefore look to the east for assistance. Golden opportunities are presented to the manufacturers who are first on the ground and the commercial history of the next five or ten years will determine whether Canadian business men have that faith in the possibilities of their own country that will induce them to grasp for themselves the business opportunities offered them in the newer Canada beyond the Great Lakes. It will decide whether Western Canada is to be developed by capital, owned or controlled by Canadians, or whether the choicest business opportunities will be grasped by outside capitalists. It will decide whether or not Canadian business men believe in their own country.

The Lesson of History.

Canadians have not always believed in Canada. Witness the indifference and hostility of the great mass of the Canadian people to the building of the C. P. R. It is a well known fact that it was the personality of two or three great men that was responsible for the building of that road. It was built only after a bitter political struggle and it is certain that only a few of those who supported Sir John A. Macdonald and Sir Charles Tupper in the fight for the building of the first transcontinental really had any measure of their enthusiasm and confidence. The personal magnetism of the leaders and loyalty to party—these were the factors that had the most potent influence in securing the support of the vast majority of those who voted for the construction of the C.P.R. The great majority lacked faith in the future of Canada and were wanting in those powers of imagination without which men can accomplish little constructive work.

The First Boom.

A few adventurous spirits moved west while the C.P.R. was building and very soon the hopes of agricultural, commercial and industrial possibilities, which had been responsible for their coming, became profound convictions and they began to send eastward marvellous stories of the great opportunities in the

new Canada beyond the Great Lakes.

Eastern Canadians looked wise and shrugged their shoulders in a knowing way at these stories and found justification for their doubts in the bursting of the boom of the early 80's. For ten years the east lost interest in the west.

But in spite of all discouragements the dauntless spirit of the few whom the prairies had adopted still kept up the propaganda and there still travelled eastward marvellous stories of the fertility of the western soil. A few responded to the call, the two Ontario counties of Bruce and Huron sending their best, but for the most part the invitation came to too cautious or unheeding ears. The eastern farmer refused to credit the stories he heard and laughed at the "western blow" of his friends who had gone west. So he stayed where he was, in many cases to eke out a scanty existence on a stoney 50-acre farm encumbered with a mortgage, when he could have had for the asking 160 acres of the most fertile soil in Canada.

offered him by the growing western market, or will he wait until the American has shown him the way. The manufacturer who gets in first will control the trade of the west and grow up with the country.

A number of western centres present strong claims upon the serious attention of the eastern manufacturer. They offer a large and rapidly growing market for the finished product, cheap power, abundance of raw materials, good transportation facilities for the assembling of raw materials and for the distribution of the finished product—all of these advantages are offered in greater or less degree by the various western centres having claims upon the serious attention of manufacturers who are looking to the west for the expansion of their business.

The wise manufacturer will investigate these claims; for the west will not always be content to send its raw materials thousands of miles eastward and bring them back as manufactured goods. Goods "made in the west" will be



CEMENT BLOCK WORKS, PRINCE ALBERT.
Courtesy "Advocate," Prince Albert.)

The Eastern Canada farmer lacked faith in his own country.

In the year 1907 no one now doubts the agricultural possibilities of the west, for they have been proved by a succession of bumper crops and immigrants are pouring in by the thousands to take possession of the land of promise. The appeal to Eastern Canada had for years fallen upon deaf and skeptical ears and in despair the west turned to the United States with the story of Western Canada possibilities. In two years more settlers came from the United States than had come from Eastern Canada in the preceding ten years. The movement once started has gathered impetus with each succeeding year and settlers are flocking to Western Canada from all parts of the world.

What of the Manufacturers?

Will the Eastern Canada manufacturer prove any wiser than was the Eastern Canada farmer from 1885 to 1900? Will he be the first to seize the opportunities

popular in the west and the manufacturer who first commences to supply goods manufactured in the west will meet with a cordial reception from the buying public.

American capital has reaped the largest profits from land speculations and there is now very little land remaining which can be obtained by capitalists en bloc; but American faith in the future of Western Canada is growing stronger every day, and there is nothing more sure than that if the Canadian manufacturer does not soon grasp his opportunities, American capital will very shortly build large factories in the farthest west. The west will welcome American capital, but Canadian capital should be the first in the field.

He who lacks energy lacks the secret of accomplishment.

You will help us, if you mention our name in writing to advertisers.

Western Business Men's Parliament

Fourth Convention of the Western Canada Boards of Trade—Many Questions Relative to the Commercial and Industrial Development of the Central West Thoroughly Dealt With—Transportation—Representative Gathering in Prince Albert.

In Prince Albert, the Queen City of Northern Saskatchewan, a city noted since the early days of the west for the beauty of its site and the hospitality of its people, was held last week the fourth and most successful convention in the history of the Associated Boards of Trade of Western Canada. Delegates were in attendance from nearly every part of the two provinces of Alberta and Saskatchewan and, as in former years, the western towns sent to the convention some of the ablest and best informed of their business and professional men. It was a notable gathering, in every respect representative of the best thought of the business life of the west, and the debates throughout were of a high order of merit. Surprise

the ablest in the west is afforded every year by the Associated Boards of Trade Convention.

Some Veteran Representatives.

While the personnel of the conventions necessarily changes very much from year to year, each Board of Trade electing its delegates annually, there are several striking figures who have been in attendance at three conventions and one or two who have attended all four. Retiring President R. J. Hutchings has attended all four conventions and was in fact one of the prime movers in organizing the first convention, for to the Calgary Board of Trade is the honor of originating the movement. From the very first, therefore, the con-

tions—William Short and T. Lines—were missed this year at Prince Albert, but their places were filled by other representatives from the Alberta capital.

No convention would be a convention without William Pearce of Calgary, as his thorough knowledge of western conditions, resources and people, gained by long residence in the west and careful attention to public and semi-public duties, is invaluable. Moose Jaw sends each year two familiar figures, Hugh McKellar and E. M. Saunders, who would be greatly missed if they did not attend, and what would any convention be without the jovial "Billy" Cousins, the far-famed Mayor of Medicine Hat?



Western Canada Boards of Trade Convention—Delegates Assembled Before City Hall, Prince Albert.

is often expressed at the rapid growth and development of the west, and this development is usually attributed solely to the marvellous resources of the country. But no one could listen to the debates at this Board of Trade Convention, noting the comprehensive understanding of public questions displayed by the delegates and the business-like way in which the discussions were conducted, and fail to realize that the growth of the west is very largely due to the conspicuous ability of her business men. To understand the west one must see and know her business men, and the best opportunity to meet

ventions have had the benefit of his wise, sane and eminently common sense view of business questions. President McAra of Regina has taken an active interest in the Associated Boards of Trade movement from the very start and his intimate technical knowledge of insurance and allied questions has been of immense value. A fitting honor has been done him in his election as president. Ex-Mayor McKenzie of Edmonton has been a notable figure at all conventions. He is a practical, successful man of affairs, with a thorough understanding of business questions. Two Edmonton delegates at other conven-

Last, but by no means least, Regina sends each year to the convention one of the foremost young business men of the west in H. W. Laird, ex-mayor of the Saskatchewan capital. A clear thinker and a forcible speaker, he is one of the dominating figures at all conventions.

One well known figure was absent from this convention and many a sincere tribute of regret and respect was paid to the memory of Thomas Copland of Saskatoon.

The subjects under discussion were worthy of the best attention of the best business men of the west. Trans-

portation loomed large for it underlies almost every other question that is of moment to the business life of the newer Canada. Happily, three representatives of the railways were present by special invitation and therefore an opportunity was given for both sides of this vexed question to be presented. A better understanding of the position of the railways will surely result from the explanations of Messrs. Peters, Shaw, and Brownlee. Closely allied with the transportation question, and indeed part of it, is the west's fuel problem, now pressing for solution. This and many other topics of live interest came up for intelligent discussion. It was shown clearly that in these questions the interests of the two western provinces are identical and the suggestion that in future years there should be two separate provincial conventions received scant consideration. The Associated Boards of Trade Convention is the last connecting link between the two provinces and it is not likely to be lightly broken.

Prince Albert was prodigal in its hospitality. The hotels were crowded, as two other bodies were meeting in the city at the same time and the citizens hospitably entertained many of the delegates in their own homes. A round of social events filled in all the time left unoccupied by the business sessions of the convention and Secretary Wallace was untiring in his efforts to assist the delegates and press representatives.

Delegates Present.

The complete official list of accredited delegates in attendance at the convention is as follows:

Balgonie—C. C. Rigby.
Borden—John Chappell.
North Battleford—O. Johnston, J. T. Simpson, A. S. Houston, W. N. Brown, J. A. Gregory.
Calgary—A. E. Cross, R. J. Hutchings, W. Pearce, T. J. S. Skinner.
Craik—E. G. Suehring.
Davidson—G. A. Scott, A. J. Robertson.
Edmonton—G. Stockand, F. T. Fisher, A. G. Harrison, K. W. McKenzie, J. W. Cunningham.
Indian Head—W. L. Birnie, G. Thompson, W. R. Boyd.
Langham—F. E. More, J. J. Penner.
Maple Creek—J. Dickson, H. C. Price.
Melfort—E. R. Jarvis, W. W. Rutan.
Medicine Hat—C. S. Pingle, W. Cousins, Hon. W. T. Finlay, J. T. Hall, R. J. Harlow.
Milestone—A. W. Garrett.
Moose Jaw—E. M. Saunders, W. B. Willoughby, T. Miller, H. U. Rorison, Hugh McKellar.
Prince Albert—J. E. Bradshaw, J. H. Wilson, Mayor Cook. Alternates, D. W. Adam, William Cowan.
Qu'Appelle—W. H. Hunter, A. D. Dickson.
Quill Lake—J. A. Oswald.
Raymond—J. H. Rivers.
Regina—A. E. Whitmore, H. C. Lawson, P. McARA, Jr., H. W. Laird, A. T. Hunter.
Rosthern—J. M. Hackney.
Red Deer—J. L. Crawford, W. L. Ouimette, W. A. Munro.
Saskatoon—A. Turner, P. H. Currie, James Clinkskill, James Leslie, H. E. Munro.

Strathcona—Mayor N. D. Mills, James Weir, Dr. L. L. Fuller.
Tisdale—F. Shannon, W. E. Moore, C. J. Lutes, A. H. Farr.
Wapella—H. G. Dawson, J. Kidd, E. S. Hingg.
Wolseley—A. D. Ferguson.

OPENING SESSION.

President Hutchings' Address — Last Year's Progress Eclipsed.

The convention was formally opened at 10.30 a.m. Tuesday, the 18th, with President R. F. Hutchings in the chair. The sessions were held in the court room, which had been placed at the disposal of the convention through the kindness of the Acting Attorney-General of Saskatchewan. President Hutchings invited the following gentlemen to take seats on the platform: Mayor Cook, Hon. Mr. Finlay, Minister of Agriculture in Alberta; Hon. Senator Davis, Supt. Brownlee, of the C.P.R.;



P. McARA, JR., REGINA
President Western Canada Boards of Trade Association.

S. J. Donaldson, M.L.A., and J. E. Bradshaw, president of the Prince Albert Board of Trade.

Mayor Cook extended a hearty welcome to the visiting delegates and presented them with the freedom of the city. This annual meeting of the Parliament of western business men he considered an event of the first importance, as subjects of national import were to come up for discussion. The fuel and transportation problems were probably the most important, the former depending for its solution on the solution of the latter. His Worship referred in glowing terms to the hopes of Prince Albert in connection with the proposed Hudson's Bay route.

President's Annual Address.

President Hutchings, on behalf of the convention, acknowledged the address of welcome in suitable terms. Messrs. Laird (Regina), Saunders (Moose Jaw), and Stockand (Edmonton) were then appointed a committee on credentials and

while they were preparing their report President Hutchings delivered his annual address.

He expressed his pleasure at seeing so many present at the convention in spite of the fact that attendance involves considerable loss of time and inconvenience to all the delegates. The importance of the convention, however, and the nature of the subjects to be discussed, in his opinion, quite compensated for all the loss of time and inconvenience to which the delegates were subjected.

Conventions had been held in Calgary, Regina and Edmonton, and it was a happy thought to hold the fourth convention at the fourth corner of the parallelogram. Many delegates were visiting Prince Albert for the first time and these conventions would be of great educative value if they did nothing more than cause business men to see their own country.

The Late Thomas Copland.

"A year ago," continued Mr. Hutchings, "it was my sad duty to refer to the loss of our esteemed president, Thomas Tweed. This year it is my sorrow to have to make similar reference to the death of our honored first vice-president, Thomas Copland, of Saskatoon. He was a prominent figure at the last two conventions, in Edmonton and Regina, and no delegate had sounder views or greater facility of expression, and none was listened to with greater respect than Thomas Copland of Saskatoon.

"When delivering my last address I took occasion to congratulate you upon the marvellous development that was taking place in our country and on the splendid crop prospects that then prevailed, and the prediction of a satisfactory crop was amply justified. The development to which I then referred has been eclipsed by that which has since taken place and which is now going on. Settlers of the very best class are coming into the two provinces in numbers entirely unprecedented in the previous history of the west, and our cities, towns and villages are showing a percentage of growth probably never before equalled in any country at any period. Not only was the crop of 1906 much the largest ever harvested in western Canada; but it is believed that the average yield per acre of the various grains was probably the largest ever harvested over any considerable area on this continent. I am glad to say that notwithstanding the abnormally late spring, prospects for the growing crop are equally good. In view of the fact that crop conditions over a very large portion of the continent, and in part of Europe, have been so unsatisfactory as to cause a marked advance in grain prices, it is possible that the crop of 1907 may be the most profitable that the Canadian west has ever yet produced.

"Some doubts were expressed last year by one or two members as to the actual results of our annual meetings

I am happy to say that during the last year actual results have been attained. The passing of resolutions at the convention in Edmonton was not the end of the matter."

Mr. Hutchings proceeded to point out that during the months following the convention and previous to the meeting of the Legislatures, Secretary F. T. Fisher had been very persistent in bringing the resolutions passed to the attention of the Provincial and Dominion Governments. As a result some actual results had been secured and ministers of the Crown had promised more. In the first place, alcohol for industrial purposes had been freed of all taxes by the Dominion Parliament in accordance with resolutions passed at the Edmonton convention. In the second place, the recommendation of the Edmonton convention, re amendment to the laws for collecting small debts, had been complied with to some extent by both local governments. Thirdly, public opinion had been educated in favor of Government support of hospitals, and early action by the Provincial Governments might be expected to result. Fourthly, the convention had recommended Government action to assist the western farmer in getting a better market for his products, and the appointment of the Grain and Beef Commission was quite in line with this recommendation.

The Alberta Government had undertaken a vigorous campaign for a publicly owned telephone system, and this was in line with a resolution of the last convention. Lastly, the association urged upon the Railway Commission that passenger rates in the west were excessive, and the Railway Commission have now ordered that three cents per mile be the maximum rate. The association did not, of course, claim the whole credit for this reform, but he had no doubt their resolutions had considerable weight. He was glad to see some of last year's resolutions up again for discussion this year.

In conclusion, Mr. Hutchings praised Retiring Secretary F. T. Fisher, of Edmonton, very highly on the efficient way in which he handled the work of the associated boards during the year.

Motions and Committees.

President Hutchings' address was received with applause and adopted on motion of Hugh McKellar (Moose Jaw) and Mayor Mills (Strathcona). On motion of P. McAra, Jr., (Regina) and W. Cousins (Medicine Hat), a vote of thanks was extended to President Hutchings and Retiring Secretary F. T. Fisher for their work during the year. On motion of Hugh McKellar (Moose Jaw) and H. W. Laird (Regina), a committee, composed of Messrs McKenzie (Edmonton), Pearce (Calgary), and Saunders (Moose Jaw), was appointed to draft a letter of condolence to Mrs. Copland. A resolutions committee, composed of President Hutchings and Messrs. McAra, Willoughby, Fisher, Saunders, Wallace and Hall was ap-

pointed and instructed to report at the afternoon session.

Election of Officers.

The convention then proceeded to elect officers for the ensuing year and President Hutchings was renominated in an eloquent speech by Mayor Mills, of Strathcona, but he declined the honor. The following officers were then elected by acclamation: President, P. McAra, Jr. (Regina); 1st vice-president, K. W. McKenzie (Edmonton); 2nd vice-president, W. Cousins (Medicine Hat); secretary-treasurer, B. W. Wallace (Prince Albert).

The convention then adjourned for luncheon.

TUESDAY AFTERNOON SESSION.

President McAra Takes Command — Agricultural Colleges.

At the afternoon session President McAra took the chair amid a round of hearty applause.

Retiring President Hutchings then presented the report of the Law Amendments Committee, a committee appoint-



R. J. HUTCHINGS, CALGARY
Retiring President, Western Canada Boards
of Trade Association.

ed two years before at the convention in Regina. As recommended last year, this committee interviewed the Alberta Government and were favorably received. All their suggestions received respectful consideration and their main features were heartily approved of. Owing to pressure of work legislative effect was not given to their suggestions last session, but important legislation along the lines desired was promised for the coming session. The new Assignment Act, now become law, was along the lines suggested by the Law Amendments Committee.

Condolence to Mrs. Copland.

E. M. Saunders, of Moose Jaw, then introduced a resolution of condolence on the death of Thomas Copland, of Saskatoon, which was carried in silence by a standing vote and ordered to be forwarded to Mrs. Copland.

The convention then proceeded with the long list of resolutions on the order paper, the first of which referred to the need of establishing agricultural colleges in the western provinces. It was introduced by W. L. Ouimette (Red Deer), and was as follows:

"Whereas, agriculture is the chief source of wealth of these provinces, as it is of the entire continent, and whereas we have no agricultural colleges in the west for the thorough training of young men who wish to engage in agricultural pursuits;

"Therefore, be it resolved that this convention strongly urge upon the provincial governments the early establishment of well-equipped colleges of this character."

In the course of an able and instructive address, Mr. Ouimette emphasized strongly the importance of agriculture as the basis of all western prosperity, and quoted figures to show the agricultural possibilities of the west. He referred to the good work done by the Ontario Agricultural College, an institution now very much appreciated by Ontario farmers. The west was in great need of an institution on similar lines.

The resolution was seconded by K. W. McKenzie (Edmonton). He emphasized the need of experimental farms as well as colleges, in order that the practical might be combined with the theoretical and scientific. The resolution carried.

Joint Stock Companies' Act.

H. W. Laird (Regina) then introduced an important resolution relating to the issue of new stock by companies holding public franchises. It was as follows:

"Whereas it has become the practice of joint stock companies to increase their capital by issuing stock to shareholders at par regardless of the prevailing market prices at which they may be selling, in some cases at a premium of 50 to 100 per cent., increasing thereby, in the case of companies operating public franchises, the burden to be borne by the public in the payment of tolls to cover interest or dividend charges;

"Therefore, be it resolved that the provincial legislatures be requested to amend the Joint Stock Companies' Act so that no company holding or operating a public franchise will be allowed to increase their capital stock, except such stock be sold on the open market or by public competition, and that such issue in any case shall be limited to the strict requirements of the company."

Speaking to his resolution, Mr. Laird said that the need for such legislation was not yet so apparent in the west as in the older provinces, but he thought this the proper time to introduce it—before the harm was done. Companies holding public franchises were in the habit of issuing new stock to their shareholders at par, although their stock might be selling at a big premium. Thus they were forced to sell more shares of stock in order to raise a

desired amount of money than would be the case if they got anything like the market value. There were, accordingly, a great many more shares than necessary upon which dividends had to be paid, and the public had correspondingly heavier burdens. As an illustration in point he instanced the recent issue of C.P.R. common stock to shareholders at par when the stock was worth 170 on the exchange. The issue was much larger than necessary, simply because the stock was issued at par and there was, therefore, a larger capital upon which dividends must be earned before any reduction of rates could take place. His remedy was to have the new stock sold in the open market by public competition, and he would have the rule apply only to companies operating public franchises.

The restriction of an issue of stock to the strict requirements of a company he also considered very important for the same reasons. He argued strongly that the granting of a franchise by the public involves the granting of a concession, and that the public have a right to insist upon any conditions which may be deemed proper.

Mr. Laird said his resolution was along the lines of municipal ownership, or rather it aimed at the same object. The object of municipal ownership would be secured if there were no watered stock in public companies upon which dividends had to be earned. His resolution was designed to provide a remedy for this.

A. T. Hunter (Regina) seconded the resolution in a brief speech and a general discussion followed. When some misunderstandings had been cleared up the resolution was carried unanimously.

Annual Convention.

A. T. Hunter (Regina) then introduced a resolution recommending that in future years the annual convention be held one week prior to the meeting of the legislature of the two provinces holding the first session in the year. He argued that it was always well to strike while the iron was hot, and he thought too long time intervened now between the convention and the sessions.

E. M. Saunders (Moose Jaw) said the present time of meeting was the most convenient for business men and had been chosen for that reason. He thought it would be more to the point to ask the Legislature to meet a week after the convention. (Laughter).

F. T. Fisher (Edmonton) saw no advantage in the resolution. The legislation of any session was always prepared some time in advance and the interval of several months now existing between convention and session was a distinct advantage.

The resolution was defeated.

Chartering Companies.

President McAra then called upon Vice-president K. W. McKenzie to take the chair in order to allow him to introduce his resolution with respect to chartering companies. The resolution was long and somewhat technical. It

involved considerable debate and a mental fog rested over the convention until the resolution was finally amended and passed. In its final shape it read as follows:

"Resolved, that in the granting of charters to companies seeking incorporation for the purpose of carrying on insurance business or any other business wherein the credit of the public is used, the legislature be asked to insert and enforce the following amongst other conditions:

"1. The deposit of an amount in cash or approved securities with the provincial secretary before such charters be issued.

"2. That where an unsafe proportion of such stock is held by persons residing outside of the province or without proper securities in the province, such deposit shall be proportionately increased.

"3. That as the liabilities of such



K. W. MCKENZIE, EDMONTON
1st Vice-President, Western Canada Boards of
Trade Association.

companies to the public increase, as revealed by their annual statements to the Provincial Government, the deposit of such companies should be proportionately increased.

"4. That in no case may a fire insurance company insert in their policy any clause limiting their liability to any proportion of the face value of such policy except as provided in the ordinance to secure uniform conditions on policies of fire insurance, of 1903. N.W.T.

"5. That the securities to be authorized by the Provincial Government shall be submitted for inspection by, and approval of the Provincial Government annually and at such other times as an inspection may be called for."

Coal Supply.

H. McKellar (Moose Jaw) then submitted a resolution calling for a commission to investigate the sources of coal supply and the conditions governing the output of the mines and the distribution of the output:

"Resolved, that the Dominion Government be petitioned to appoint immediately a special commission to investigate the whole matter of coal supply, mining, freight rates and the providing of an adequate supply of coal at important distributing points for times of emergency."

Speaking to his motion, Mr. McKellar referred to the many conflicting statements made last winter during the fuel shortage. It was said that the railways were to blame because they did not supply cars; the railways said that there were sufficient cars, but the mines could not supply the coal. This was an important question, a "burning" question in the west, and the public wanted the truth.

The resolution carried.

Government Control of Fuel.

Mr. Leslie (Saskatoon) next introduced a resolution recommending Government control of fuel supplies which was finally laid on the table in order that it might be amended and come up again. In the course of the discussion Hon. W. Finlay, Minister of Agriculture in the Alberta Government, outlined the effective measures being taken by the Alberta Government to prevent all fuel shortages in future. The debate showed, among other things, that the fuel shortage last winter was not by any means so general as the public were led to believe by sensational newspaper reports.

Natural Gas.

W. Cousins (Medicine Hat) introduced an important resolution deploring the great waste of natural gas and requesting the Provincial Governments to investigate the matter and take effective action to prevent such waste. This might be thought a question concerning only the "Gas Town," but other points were quite likely to be affected soon. Much valuable gas was going to waste in Medicine Hat and vicinity, as people are boring for gas and then making no use of it.

Wm. Pearce (Calgary) spoke strongly in support of the resolution. Mr. Cousins had spoken of the waste by small wells in Medicine Hat. That was bad enough, in all conscience, but it did not amount to one per cent. of the waste at the Pelican Rapids on the Athabaska River, north of Edmonton. There, the Dominion Government were permitting to be wasted a volume of gas equal to ten times the whole amount consumed in Alberta. In his opinion this was the worst instance of deliberate waste and vandalism in the history of any country.

Hon. Mr. Finlay promised legislation at the next session of the Legislature of Alberta to prevent waste of natural gas, and his remarks were greeted with loud applause.

F. T. Fisher (Edmonton) suggested that a special reference to the waste of natural gas at the Pelican Rapids be included in the resolution. He explained that for nine or ten years a five inch pipe has been going off at the Pelican

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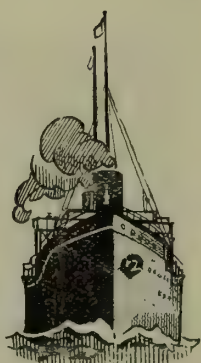
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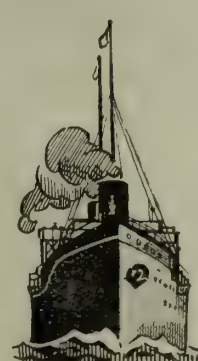
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KS, BRISTOL, ENGLAND

MONTREAL

Rapids at enormous pressure. The waste was tremendous and should be stopped. Mr. Fisher's suggestion was adopted.

Government Ownership of Railways.

W. L. Birnie (Indian Head) then submitted a resolution calling upon the Governments to take over the railways of the country. The resolution was seconded by C. C. Rigby, of Balgonie. It was rejected almost unanimously. Undoubtedly the convention was not unfavorable to Government ownership, but the resolution as presented was much too drastic to find favor.

WEDNESDAY MORNING SESSION.

Merchants Want the Rights of Immigrants Protected.

At the Wednesday morning session there were present on the platform President Carruthers and Vice-President Persse, of the Winnipeg Board of Trade. G. H. Shaw, of the Canadian Northern, and F. W. Peters and Supt. Brownlee, of the C.P.R., were also in attendance.

Delay in Transporting Immigrants.

A number of resolutions relating to transportation and inspired by the extraordinary conditions prevailing last winter, were the occasion of much discussion, in which the representatives of the railways in attendance at the convention took part. The first of these related to the delays in transporting immigrants, and was introduced by A. E. Whitmore, of Regina. It was to the following effect:

"Whereas, incoming settlers are sometimes subjected to extended delays in transit caused by the failure of the railway companies to provide a proper and efficient means of transport to destination and thereby are put to inconvenience and expense in providing food and supplies for themselves and their live stock.

"Therefore, be it resolved, that the Minister of the Interior be requested to publish in all immigration literature sent out by the Interior Department such facts as may be necessary to inform such settlers regarding the rights to which they are entitled and which they may demand from the railway companies undertaking to transport them."

Speaking to the resolution Mr. Whitmore made specific complaint as to the treatment accorded immigrants at Regina this spring. Settlers were held there for days with their stock and household effects and did not know to whom to appeal for the discovery and enforcement of their rights. The motion was seconded by C. C. Rigby, of Balgonie.

The railway representatives having been accorded the privilege of the convention on motion of H. W. Laird, a general discussion followed.

G. H. Shaw, of the Canadian Northern, inquired the purpose of the resolution. The Dominion Government, he said, already had several salaried officers at various points, whose duty it is to take care of incoming settlers. These settlers had merely the rights of ordinary citizens and surely it was unnecessary, and would be poor immigration literature to place on record that settlers require assistance from the Dominion Government to assist them in maintaining their rights as citizens.

F. W. Peters, of the C.P.R., agreed

with Mr. Shaw, as he thought it unfair to say that settlers need any help to protect their rights. Settlers coming to this country were treated fairly and generously, both by the Government and by the railways. He did not think it advisable to advertise any of the difficulties that arose in the west last winter, owing to the unprecedented weather conditions. He concluded by telling of some settlers whom he had seen in St. Paul last winter. They were bound for points on the Regina-Prince Albert branch of the C.N.R., which was then obliged to refuse settlers and their effects. He warned them not to start then, but they bought tickets for Regina, and on their arrival there could not go any farther north for a long time. What was to be done in such cases? Were the railways to blame for the trouble into which these settlers rushed?

H. W. Laird (Regina) said he had listened carefully to Messrs. Shaw and



B. W. WALLACE
Secretary Prince Albert Board of Trade and
Secretary Western Canada Boards of
Trade Association.

Peters, but had heard no valid reasons why the resolution should not be adopted. The trouble has not been confined to last winter, and it was not local to Regina. Settlers did not know their rights and were bluffed by company officials. In case of long delays they were entitled to food for themselves and fodder for their cattle, but they did not always know this and they did not know where to apply for redress.

Trouble often arose at transfer points, where passengers changed from one railway to another. In case of delay at such points, which railway was responsible? At Regina last winter each railway disclaimed all responsibility for settlers stalled there waiting to go north. The settler should have information to guide him in all such cases and it should be contained in the immigration literature.

The resolution was carried.

Fuel Supply.

Saskatoon's fuel supply resolution came up again, having been left over from the previous day. In the course of the discussion, C.P.R. Superintendent Brownlee, of Moose Jaw, made some in-

teresting observations. To show the serious nature of the problem he pointed out that each winter the Moose Jaw district required 300,000 tons of coal, or 10,000 cars. This meant 100 cars of coal every day for three months, and did not include railway coal. For this reason he urged strongly that dealers and public should lay in their stocks of coal during the summer months. There was no railway in the world but would sometimes be tied up for a short time, and therefore it was dangerous to keep within a few days' of a fuel shortage all the time.

The resolution as finally passed was as follows:

"Whereas, notwithstanding the fact that there are throughout the greater portions of the area of the provinces of Alberta and Saskatchewan very large supplies of fuel, both wood and coal, conditions during the past winter were such that hardship prevailed throughout portions of both provinces for the reason that such fuel was not available at the points where needed at the period when most needed;

"Therefore, be it resolved that this convention urges that every effort be made on the part of the Governments of Saskatchewan and Alberta to provide against the recurrence of such conditions and that the action already taken by the Provincial Governments with that end in view be heartily endorsed; and also that this convention strongly urges upon all coal dealers and consumers of coal in general to stock up with supplies for winter use, while the railway companies are in a better position to transport the same."

Transportation.

J. E. Bradshaw, on behalf of the Prince Albert Board, introduced a resolution dealing with transportation, calling upon the proper authorities of the Dominion Government "to enact such legislation as will enable and compel all railway companies to issue single or return tickets between points on the railway system of Canada at a uniform rate as to mileage and by such route as may suit the wish and convenience of the passenger paying for such transportation in advance."

H. W. Laird (Regina) vigorously opposed the resolution. He contended that in a new country where we have so much to ask from the railways we should not waste time in asking for what we can't possibly expect to get. The resolution was unfair in any case, for a railway should be allowed to follow business principles.

After considerable discussion by Messrs. McKenzie (Edmonton), Shaw, (C.N.R.), and Saunders, (Moose Jaw), the resolution was defeated.

G. Stockand, on behalf of the Edmonton Board, introduced another transportation resolution, to which the railway officials voiced no objection and which met with a better fate than that of Prince Albert:

"Whereas, the development of western Canada for several years past has been very much greater than the development of the transportation facilities therein;

"And, whereas, the railroad companies seem to be utterly incapable of providing proper and reasonable transportation facilities for keeping pace with the growth of the western provinces;

"And, whereas, great delay in the further opening up of the unsettled portions

of the territories and great consequent damages ensue to the western provinces thereby;

"And, whereas, the result of the inadequate transportation facilities has been during the past year that the crop of 1906 remained unsold by reason of the inability of the railway companies to forward the same to market, resulting in a great stringency in the money markets and consequent injury to business interests all over the country;

"Therefore, in the opinion of the Associated Boards of Trade, the Government of Canada should take prompt and effective measures to compel the railroads at present operating in western Canada to provide greater transportation facilities, in order that the products of the country may be quickly moved to market, and that the traveling public may be accommodated and merchandise moved forward quickly to points of consignment."

Mr. Laird congratulated the Edmonton delegates on their comprehensive resolution, which he was prepared to support most heartily. W. W. Rutan, (Melfort), referred to some sad experiences through delayed freight, and there were sympathetic murmurs around the room. The resolution was carried unanimously,

Navigation of the Saskatchewan.

The west is anxious to see the north and south Saskatchewan rivers put to some use, and a resolution, fathered by J. E. Bradshaw, of Prince Albert, and Mayor Cousins, of Medicine Hat, urging action by the Dominion Government met with an enthusiastic reception from most of the delegates. The recommendation that express rates have been overlooked the Dominion Government be memorialized to take steps to fully prove the economic possibilities of the Saskatchewan river for purposes of navigation, by employing the most capable engineer obtainable, with special training and knowledge in such work, to survey the river from 100 miles west of Edmonton to Lake Winnipeg, and to prepare plans, specifications and estimates of the improvements needed and their cost."

Wm. Pearce (Calgary) was inclined to throw cold water on the resolution, as he was convinced the river could not be made navigable. Moreover, rivers could not compete with railways, and in his opinion were of little use as arteries of commerce. It was pointed out by Mayor Cook, of Prince Albert, that the Dominion Government commenced this work two years ago and that the North Saskatchewan was surveyed from Edmonton to Battleford. This resolution merely asked to have the work completed and to have the South Saskatchewan included in it.

Mr. Laird thought that an investigation into the feasibility of the route could do no harm. Canal and river routes in the United States have had a regulating effect on freight rates and for that reason they were important.

The resolution was carried.

Hudson's Bay Railway.

Prince Albert and other towns in the northern part of Saskatchewan are much interested in the proposed Hudson's Bay Railway and each year at the conventions a resolution in favor of the building of the road has been presented. This year Mayor Cook, of Prince Albert, asked the convention to call upon the Do-

minion Government to build the road as a national undertaking. He quoted authorities to show the feasibility of the route and dilated at length on the advantages that would follow the successful operation of the route.

Jas. Clinkskill (Saskatoon) warmly supported the resolution. He suggested that the road should be built from some point in the southern part of the country, in order that it might be a competing road, regulating the rates of other roads which would be feeders to it.

G. H. Shaw, of the C.N.R. thought the route feasible. The straits were open for about 18 to 20 weeks in the year, at the time when additional facilities are most required for transporting the crops. If the straits should prove impassable and the route impracticable, he would favor shipping across the bay to the Labrador peninsula, and the building of a railway across the Labrador peninsula to a port on the Atlantic coast.

K. W. McKenzie objected to the Government ownership feature of the reso-



WILLIAM COUSINS
Mayor of Medicine Hat.

lution and after a long discussion it was left over until after lunch. As finally passed, the resolution read as follows:

"That in the opinion of this convention the future prosperity of this great western country, and of Canada as a whole, largely depends on cheap transportation, and that as the Hudson's Bay is the natural outlet, and in our opinion is a perfectly feasible route, the Dominion Government be and are hereby urged to take such steps as will ensure at the earliest possible date the completion of a railway connecting the railway systems of western Canada with Fort Churchill, on the Hudson's Bay."

Express Rates.

E. M. Saunders (Moose Jaw) brought up the burning question of express rates in a resolution commending the Railway Commission for its announced decision to investigate express rates and protesting that rates are much too high as compared with rates in eastern Canada and the United States. He said that express rates been overlooked in the west because of the concentration

of attention on freight charges, but that no question demanded more urgent action. He quoted figures showing a great disparity in rates in the west as compared with rates in eastern Canada and the United States.

H. W. Laird supported the resolution in a speech which bristled with statistics. He proved conclusively that rates in the west are much higher than in the east, and that there is a disparity in rates between the Dominion Express Co. and the Canadian Northern Express Co. His speech carried the convention by storm and the resolution was carried.

Transportation Again.

A resolution, introduced by J. E. Bradshaw (Prince Albert) in favor of compelling the railways to make the same rates of charge for short hauls as for long was defeated, after a short discussion. Mr. Laird opposed the resolution as being unfair to the railway companies and not good business.

WEDNESDAY AFTERNOON.

Convention Memorializes Dominion Government Regarding Lumber Combine.

Hugh McKellar (Moose Jaw) in a brief and forcible speech called attention to the alleged lumber combine and the rising price of lumber. It was the plain duty of the Dominion Government, he urged, to take effective steps to remedy the evil. His resolution was seconded by Mr. Rorison, of Moose Jaw, and carried unanimously. It was as follows:

"Whereas, the commission appointed by the Dominion Government to investigate the reported lumber combine has reported that a lumber combine does exist;

"And whereas the price of lumber is still increasing;

"And whereas the present price of lumber is prohibiting the necessary building operations in our provinces and presses heavily upon homesteaders and new settlers;

"Resolved, that the Dominion Government be memorialized to promptly take such action as will give a measure of relief to settlers from the present excessive cost of lumber."

Reciprocal Demurrage.

For some months past the Winnipeg Shippers' and Jobbers' Association have been carrying on an active campaign to have established the principle of reciprocal demurrage, whereby the railways shall be liable for damages in every case when there are undue delays in the shipment of or delivery of freight. The co-operation of the boards of trade throughout the west has been sought by the Winnipeg association and a resolution along the lines of the recommendations of that association was introduced at the convention by Messrs. Stockand and McKenzie, of Edmonton.

H. W. Laird (Regina) opposed the resolution on the ground that the delegates had not sufficient data at their disposal to enable them to arrive at an intelligent conclusion.

"This resolution," he continued, "involves much more than any other that

has yet come up for our consideration. It is engaging the attention of commercial bodies all over the continent, and very few business men yet see their way clearly."

The speaker stated that the resolution had come up for consideration by the Regina Board of Trade and had been referred to the Transportation Committee, who agreed that, while there are conditions that require a remedy, it is by no means certain that this is the best solution. Reciprocal demurrage would involve far-reaching results. For instance, it might complicate the fuel situation. Various interests—wheat, coal, beef, etc.—clamor for cars, and the enforcement of reciprocal demurrage might jeopardize many important industries.

"We don't come here for the fun of the thing," concluded Mr. Laird. "We are not passing resolutions for fun, and it is, therefore, our plain duty to be careful in a matter of such importance as this. If we haven't looked into this matter as closely as we should, we should not take a leap in the dark. Remember that the decision of this board will have due consideration from the Railway Commission. I don't say that reciprocal demurrage might not be a good thing, might not, in fact, be the solution of our difficulties, but I do say that we should not endorse the principle until we thoroughly understand all that it involves."

R. J. Hutchings, of Calgary, took the same stand as Mr. Laird, and on motion of Messrs. Bradshaw and Saunders the resolution was given a 12 months' hoist. The railway representatives were not present during the discussion of this resolution, not having returned from lunch.

Telegraph Service.

Mr. Stockand (Edmonton) fathered an important resolution relating to telegraph tolls in western Canada, and protesting against the difference. Mr. Bradshaw (Prince Albert), in seconding the resolution, referred to a speech at the last session of the Senate by Hon. T. O. Davis, and as the latter was present at the convention he was asked to speak. In the course of an interesting address, Hon. Mr. Davis quoted figures to show that the west is charged 75 cents to \$1 for the same service that costs the Ontario man 25 to 30 cents. And in spite of the high tolls the west was not getting a proper service for the reason that the C.P. and C.N. telegraph companies subordinated their commercial messages to the messages of the railway companies.

The following resolution was carried amid loud applause:

"Whereas the telegraph service in the Provinces of Alberta and Saskatchewan has heretofore been largely in the hands of the railway companies;

"And whereas the railway companies have so administered such service that the commercial telegraph service has been compelled to take second place to the railways' private business;

"And whereas such service has been entirely unsatisfactory to the mercantile interests;

"And whereas the rates have been very much greater than rates charged in the older settled provinces, notwithstanding the fact that the railway companies have, in respect of such telegraph service, had practically a monopoly in respect thereof and have had greater proportionate returns therefrom than in the older settled provinces;

"Therefore, in the opinion of this convention, it is highly desirable that the Government of Canada should take such steps as will result in giving a better and cheaper telegraph service to these provinces, and to that end it is recommended that the Government itself should perfect and extend its telegraph service, now extending as far west as Edmonton, and that the telegraph companies be compelled to provide commercial wires, whereon no business whatever of the railway shall be transacted, and in respect of which telegraph operators shall be compelled to immediately forward all messages received for that purpose."

Insurance Rates.

J. W. Cunningham (Edmonton) introduced an important resolution dealing with fire insurance rates:

"Whereas it has been felt in the mercantile interest in western Canada that the rates for fire insurance were unreasonably high, and that the fire insurance companies have, in order to recoup themselves for losses sustained elsewhere, maintained, and propose to maintain, such rates as are an unreasonably high figure;

"And whereas the Government of New Zealand has inaugurated and has in operation a system of Government fire insurance which has worked greatly to the advantage of that country;

"Therefore, in the opinion of this convention, it is desirable that an investigation should be made by the Provincial Governments of the advantages surrounding the operation of Government insurance."

He took the reasonable ground that some investigation of the situation was necessary in view of the general feeling throughout the west that the rates charged in western Canada are excessive. The Edmonton rate had been steadily climbing up in spite of big improvements in their fire protection facilities and they wanted to know the reason. A system of Government fire insurance would provide some means of regulating rates.

This resolution was seconded by E. M. Saunders (Moose Jaw) and carried unanimously.

Flag Stations.

G. Stockand (Edmonton) drew attention to the flag station abuse. Numerous flag stations are maintained throughout the west at points which are now important business centres. As there are no agents at these stations all freight to these points has to be pre-

paid, and great inconvenience results. Mr. Stockand's resolution called the attention of the Railway Commission to this matter, and asked that the railways be compelled to appoint agents for all flag stations. The resolution was seconded by Mr. Chappelle, of Borden, Sask.

Mr. Laird argued that the resolution was so sweeping as to be unreasonable. There was a regular procedure to be adopted to get an agent for a flag station, he said, and he himself had known of many instances in which the railways had appointed agents for points where the business did not warrant the expense. He introduced an amendment providing that freight might be sent to flag stations and left there in a locked warehouse for 48 hours at the risk of the owner, the key of the warehouse to be kept at some convenient place. The amended resolution was carried.

Labor Shortage.

J. W. Cunningham (Edmonton) had the courage to father an important resolution dealing with the dangerous and delicate topic of labor shortage in the west. He took the ground that the prosperity of the country depends upon the development of her resources and that that development is being retarded by the scarcity in the west of skilled and unskilled labor. The resolution called upon the Dominion Government to encourage the immigration of skilled and unskilled labor.

The speaker pointed out that manufacturers and railway companies are being hampered in their development by the scarcity of labor and contended that in spite of the sure displeasure of the labor unions this convention should give the Government some information as to the true state of affairs.

R. J. Hutchings supported the resolution emphatically, as did Mr. Harlow, of Medicine Hat.

H. W. Laird (Regina) questioned the scarcity of skilled labor so far as Saskatchewan was concerned. He believed in letting the laws of supply and demand work their own effect. Messrs. Mills (Strathcona) and Fisher (Edmonton) supported the resolution in strong, effective speeches and it was finally carried.

The convention then adjourned to allow the delegates to take in the excursion on the river.

WEDNESDAY NIGHT SESSION.

Roads to be Controlled by Government Appointed Commission.

At the night session F. T. Fisher (Edmonton) and W. L. Ouimette (Red Deer) brought in an important resolution dealing with good roads and affirming the principle that the making and maintenance of such roads should no longer be left to statute labor but should be under direct control of a good roads commissioner appointed by the Government. The resolution was as follows:

"Whereas good roads for the ordinary vehicular traffic of the country are of

the utmost importance and have at all times in the past been of the most vital importance to the interests of the country at large;

"And whereas in the opening up of new territory the construction of good roads on proper lines is, from the point of view of ultimate economy, of greatest importance;

"Therefore, to promote the welfare of the country at large, this convention would respectfully recommend:

"1. That a full and careful enquiry be made as to the best methods of constructing roads, applicable to the several sections of country.

"2. That a comprehensive plan of road-making be laid down by the Government which shall be observed in all work to be undertaken by the Government or by the local improvement districts.

"3. That complete plans thereof be made and each local improvement district be furnished with the plans and specifications required in the carrying out of a general good roads undertaking on the part of the provinces.

"4. That a good roads commissioner be appointed to oversee the actual construction and in particular to superintend the expenditure made in this behalf by the local improvement districts, and that a less costly administration of local improvement districts be provided.

"5. That in addition to, or in conjunction with, the roads furnished by the regular system of surveys adopted pursuant to the Dominion Lands Act, main roads passing through the country and affording a direct roadway between important centres, be maintained and improved.

"6. That in addition to the foregoing, roadways for the beautification of the provinces and for scenic beauty be laid out, reference being had to the advantages of the largest rivers and mountain driveways, with the ultimate intention of procuring roadways which shall be of advantage to tourists and others who may use the motor conveyances now coming into such general use and who would be enabled thereby to take the benefit of the natural and other parks now being set apart for the public enjoyment."

The appointment of a good roads commissioner Mr. Fisher considered the most important point in the resolution. Statute labor was a relic of the middle ages and should not be tolerated in western Canada in the twentieth century. He quoted figures to show the great waste in the collection of local improvement taxes by the municipalities and contended that the waste in their expenditure was greater than in their collection. In his opinion, the experience of Ontario showed clearly that the appointment of a good roads commissioner was the proper solution of the difficulty.

The resolution was strongly supported by Messrs. Ouimette and Mills and carried unanimously.

Mr. Cross of Calgary introduced a resolution of particular interest to the Alberta contingent. It was as follows:

"Whereas, it is advisable and in the interests of the live stock producers and meat consumers of Canada that independent live stock markets be established in Canada, where stock men will be assured that in consigning all classes of stock they will be sold in an open market;

"Therefore, be it resolved, that this Convention of Associated Boards of Trade requests the Canadian Government assisted by the Provincial Governments and by the various Canadian railroads, to carefully inquire into the matter of establishing by subsidy or otherwise independent live stock markets in Canada, in the east and in the west."

This resolution was unanimously carried.

Railway Officials Thanked.

At this juncture the railway officials prepared to leave and on motion of Mr. Saunders a hearty vote of thanks was tendered to them for their attendance at the convention.

In a characteristic speech Mr. Shaw acknowledged the vote of thanks.

"We have departed from our usual course to-day," said he. "As a usual thing we never explain. Our friends do not need any explanations from us and our enemies won't believe them. Good night, gentlemen."

Mr. Peters said he was glad to have had an opportunity to attend and he hoped some misapprehensions had been cleared away. He was a thorough believer in such gatherings of business men and was sorry there were not more of them. Superintendent Brownlee also acknowledged the vote of thanks in a few suitable words.

CONCLUDING SESSION.

Increased Local Powers of Self-government Wanted.

At the concluding session of the convention Jas. Clinkskill (Saskatoon) and Mayor Cook of Prince Albert brought in an important resolution in favor of greater local powers of self-government. The resolution explains itself and was carried enthusiastically. It was as follows:

"Whereas, the settlement of the provinces of Saskatchewan and Alberta has proceeded with such unexampled and gratifying rapidity that the powers and functions entrusted to local improvement districts are found inadequate to the wants of the people;

"Therefore, this Convention of Associated Board of Trade respectfully urges upon the respective Governments of Saskatchewan and Alberta that the better-settled portions of the provinces referred to be divided into municipalities, with full or modified powers."

Redemption of Bank Notes.

R. J. Hutchings in a brief speech brought to the attention of the convention Calgary's hardy annual relating to the redemption of bank notes. It was adopted after a short discussion.

"Resolved, that the Dominion Government be asked to nominate, in each of the new provinces, a point of redemption for the notes of the Canadian chartered banks, and to appoint deputies of the Receiver-General to reside at such points, so that Saskatchewan and Alberta may be placed on the same

footing as the other provinces of the Dominion in this respect."

Reforestation.

Secretary A. G. Harrison of the Edmonton Board of Trade was responsible for an important resolution relating to reforestation, and urging upon the Governments their responsibility in regard to this. Wm. Pearce supported the resolution in a strong speech and it was carried unanimously.

Hospitals.

A resolution in favor of State aid to hospitals was brought in by Messrs. Miller and Pearce and carried after some debate. The Calgary delegation also secured the adoption of the following:

"Whereas, it is of the greatest importance that public general hospitals be erected and maintained in the highest efficiency at all the leading centres throughout the provinces;

"Therefore, be it resolved that, in the opinion of this Convention of the Associated Boards of Trade of Western Canada, it is advisable that all local improvement districts or municipalities be given the option of levying and collecting a special hospital rate, not exceeding one per cent. per acre, the proceeds of such tax rate to be granted to any hospital or hospitals, as the council of the municipality or local improvement district levying such rate may direct."

Telephones.

On motion of K. W. McKenzie of Edmonton the following resolution in favor of publicly-owned telephone systems was passed unanimously:

"That this convention express their hearty approval of the action of the Alberta Government in so far as they have already gone towards giving effect to the principle of Government ownership and operation of telephone systems along lines advocated by this association at every convention since its organization, and the attention of the Government of Saskatchewan is respectfully drawn to the very great benefit that would accrue by the adoption of a similar policy in that province, which would not only be of great service to Saskatchewan, but would greatly augment the usefulness of the system now being established in Alberta."

Postal Service.

F. T. Fisher (Edmonton) brought up the question of inefficient mail service. He believed the department were reasonably anxious to provide a good service, but they did not realize the rapid growth of the western country. His resolution was designed to bring it to their attention, and was as follows:

"Whereas, the postal and mail service in the new and rapidly settling portions of the provinces of Alberta and Saskatchewan has not been adequate to the requirements of the public;

"And, whereas, the administration of such service upon the basis of making the same revenue-producing may be highly desirable in respect to an old and well settled country but is, nevertheless, highly detrimental to the opening up and settlement of new territory;

"Therefore, the Government of Canada is respectfully requested to provide

more adequate postal and mail service throughout new portions of the west in the course of settlement, without having regard in every instance that the same should be self-sustaining." Carried.

Ports of Entry.

J. L. Crawford (Red Deer) succeeded in securing approval of a resolution in favor of an increased number of ports of entry throughout Alberta and Saskatchewan in order to facilitate the handling of goods through customs.

Grading of Oats.

Alberta believes that she produces the best oats in the world and her delegates at the convention wanted a resolution in favor of the establishment of a special grade for Alberta oats. Saskatchewan delegates disputed the claim and the debate soon degenerated into good-natured boosting of various western centres by the delegates representing them. The resolution was voted down.

Townsites.

The following resolution with reference to the establishing of townsites was introduced by K. W. McKenzie and carried unanimously:

"Whereas, at the present time large areas of land are being subdivided into townsites, and a large number of new townsites formed;

"And whereas, the benefit that is received by the private individual is such as to justify a reasonable protection to the public in respect thereof;

"And, whereas, it is, in the opinion of this convention, reasonable and fair that such should be done;

Therefore, it is recommended as follows:

"1. That no such division for the purposes of a townsite should be permitted unless the location of such townsite is in respect of the area of land most suitable therefor in the particular locality.

"2. That the subdivision should be such as to most readily lend itself to the proper and sanitary draining of the townsite area.

"3. That streets and lanes of ample width should be provided.

"4. That parks and squares for schools and public buildings should be dedicated for the public use.

"5. That such portion of the area involved as most readily lends itself thereto should be reserved and set apart for parks, and in particular that ravines or water frontages should be preserved therefor."

Division.

The last resolution was submitted by Messrs. Pearce and Weir, who frankly stated that they did not expect it to carry. It was in favor of separation into two associations on provincial lines. It did not meet with favor and was voted down by a large majority.

Medicine Hat Next Year.

Invitations were extended from Medicine Hat, Red Deer, Moose Jaw and Indian Head for the next convention, and Medicine Hat was chosen.

Votes of thanks to Prince Albert city and Board of Trade, to Retiring President R. J. Hutchings and Retiring Secretary F. T. Fisher were carried amid great enthusiasm.

CONVENTION NOTES.

Medicine Hat next year!

The largest convention on record!

"Scotty" Westwood's "lynx" is worth a trip to Prince Albert to see.

The attendance of the railway officials was a good feature of the convention.

The delegates were from all parts of the west, and they were practically unanimous in their optimism as to this season's crop.

Secretary Wallace was the hardest worked man at the convention, and great credit is due to him for the success of the convention.

The excursions on the Alberta on the afternoons of Wednesday and Thursday were rare treats. The scenery on the Saskatchewan rivals the Thousand Islands.

The smoker in the city hall on Tuesday night was an immense success, but it is whispered that K. W. McKenzie,

chewan oats, the popular mayor of Medicine Hat was on his feet in a hurry. "We don't want to hear from you, Billy," said Mr. Weir, from Strathcona. "The only oats you ever sowed were wild ones." Amid the laughter that followed, Mayor Cousins had difficulty in making his point clear. It is worthy of note that he opposed the Alberta resolution. His was the only vote not cast on straight provincial lines.

"There is nothing in this sinful, jealous, spiteful world so touching," said Secretary Weir, of Strathcona, "as the sublime and tender love of Strathcona and Edmonton for each other."

"Nothing at all except the love of Moose Jaw and Regina," added a Moose Jaw delegate, sotto voce.

HIGH RIVER'S FINE STORE.

Some of the finest hardware stores in Canada are in western Canada, as readers of Hardware and Metal well know,



Attractive Interior of a Hardware Store at High River, Alberta.

of Edmonton, albeit a good Scot, has sworn off porridge forever.

Mr. Laird made a hit in his speech moving a vote of thanks to Prince Albert city, Board of Trade and citizens for the hospitality shown the delegates. He has the happy faculty of saying the right thing in the right way.

Too much credit cannot be given F. J. Fisher, of Edmonton, who, as secretary of the Associated Boards last year, was responsible for a vigorous follow-up system, which simply would not permit the Alberta and Saskatchewan Governments to overlook the resolutions passed last year. That Mr. Fisher's painstaking work was appreciated was shown by the enthusiasm with which the vote of thanks to the retiring secretary was greeted.

When the discussion came up as to the relative merits of Alberta and Saskat-

illustrations of some particularly attractive western hardware store interiors having been published in these pages from time to time.

The view of Heslip, Kelly & Young's store, at High River, Alberta, shown on this page, is no exception to the rule, it showing a store of great depth, with high ceilings, good show-cases, fine equipment of Bennett shelf boxes and display racks, neat and orderly display of goods and a business office in a commanding position in the rear of the store. The firm have a store building 45x100 feet, divided into hardware and furniture departments, the former only being shown.

High River is the centre of the famous "Alberta Red" fall wheat district and the large ranches are fast being turned into large farms. The town has a population of 1,300.

PRINCE ALBERT

City of opportunity — A story of steady, healthy growth—Big opportunities to-day.

With its magnificent situation on the south bank of the North Saskatchewan, and surrounded as it is by a stretch of the most fertile land on the continent, it is small wonder that from the early days Prince Albert has been marked as the site of a big city when the time comes for Western Canada to come into its own. The visitor is at once impressed with the grandeur of its situation.

Prince Albert looks to the future, not to the past, but perhaps a brief survey of the history of the town will not be out of place. Long before Wolfe had climbed the narrow path leading to the Heights of Abraham, La Verandrye, the famous venturesome French explorer had explored the valley of the great Saskatchewan River and in 1748 he established a trading post on the site of the present city of Prince Albert. After the surrender of Canada to Great Britain, numerous fur trading companies competed for the trade in the Saskatchewan valley and Prince Albert was the scene of many encounters between the traders employed by the Hudson's Bay Co. and those employed by a rival firm known as the Northwest Fur Co. The Hudson's Bay Co. were finally the victors and for a century Prince Albert was merely one of many fur trading stations scattered throughout the great "Lone Land" of the far north.

Beginning of Civilization.

In 1866 Rev. Jas. Nesbitt, a pioneer Presbyterian missionary from Kildonan, Man., visited the district and founded a mission to the Indians. He was followed by a number of sturdy Kildonan settlers who were attracted by the fertility of the soil in the valley of the Saskatchewan and these formed the nucleus of the extensive and successful agricultural settlement surrounding the town to-day.

It was the first intention of the C.P.R. magnates to build their road through the fertile Saskatchewan valley and to cross the mountains by the Yellowhead Pass. Had this original intention been carried out, Prince Albert would have been on the main line of the C.P.R. and it and Edmonton would undoubtedly have been much larger centres than they are to-day. However, other counsels prevailed, and for a number of years Prince Albert was practically out of the running in the race of the western towns. The few settlers who had moved north remained because of the fertility of the soil, but a new country cannot make progress without railways and for years Prince Albert stood still. Then came the organization of the Qu'Appelle, Long Lake, Saskatchewan Railway, Lake and Steamship Company, which, in spite of the handicap of its unwieldy name, opened a lake and rail route from Qu'Appelle to Prince Albert which did much to open up the district. The Regina-Prince Albert line, now controlled

by the C.N.R., follows much the same route.

Development was slow, however, until the C.N.R. line east from Melfort became an assured fact, but since that

steady, substantial development, and discourage all tendencies towards a mushroom growth.

The Lumber Industry.

Prince Albert to-day has a population of about 5,000 and is solidly built, as her people look forward confidently to the growth of a big city. Lumbering is the principal industry and it is a big one. Four large companies are operating at present and the estimated output this year is 65,000,000 feet. Last year the output was 40,000,000 feet, but the milling capacity this year is much greater than last. One mill is to be rebuilt



(1) The Lumber Industry, Prince Albert. (2) Millions of Feet of Logs at the Mill. (3) A Record Load.
(Courtesy "Advocate," Prince Albert.)

time the growth has been very rapid. But, though rapid, the growth has been substantial. Prince Albert is no boom town; it has never had a single business failure. Its business men believe in

this season to increase its capacity from 5,000,000 feet to 30,000,000 feet, and the total output for 1908 will be at least 90,000,000 feet. Last year 1,800 men were employed in the mills

and these, with the men employed in the woods, make a grand total of 2,500 directly engaged in the lumbering industry. The monthly pay roll of the lumber industry proper is over \$50,000 and during the summer the sawmills require 20 cars per day to handle their output properly. Under present transportation conditions they do not always get this number, but the figures show the extent and importance of the in-

being floated down the river to the mills.

Other Industries.

Situated as it is in a rich and fertile farming district, Prince Albert is also a flour milling centre of some importance. There are three mills now in operation, with a combined daily capacity of 475 barrels. They are owned and operated by the Hudson's Bay Co.

For a century Prince Albert has been an important fur trading station and the shipments now are more than \$600,000 per year. The Hudson's Bay Co. and Revillon Bros. are the principal buyers and there are three or four other smaller buyers stationed in Prince Albert. The two big companies maintain a string of trading posts extending far to the north and these are furnished with supplies from Prince Albert. During the summer the surplus are sent by barge and during the winter by dog train. During the week of the Board of Trade Convention the first barge of the summer season was sent down the river by Revillon Bros.

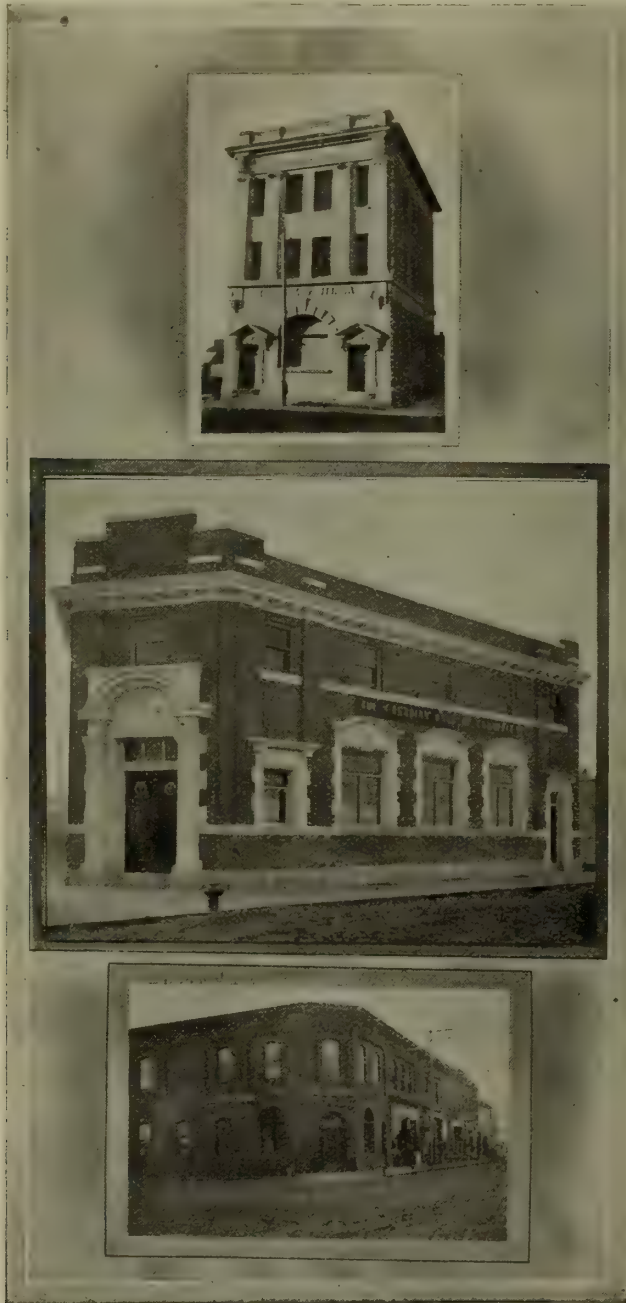
A large brewing plant has been established for a number of years in Prince Albert. It is rebuilding now and its output of beer and soft drinks will be greatly increased. There is also a small packing house which has been in operation for two or three years, but which up to the present has not done any export trade. An infant fishing industry, amounting last year to \$30,000, a pottery, two lime burning yards, three brickyards and two cement block yards about exhaust the list of industries in operation in Prince Albert. It is not a long list but every industry mentioned is prospering and there are undoubtedly openings for several other industries at the present time.

Resources of the District.

Before considering the various openings for industries afforded by Prince Albert the resources of the surrounding district deserve some attention. Reference has been made already to the timber resources. But in the very forefront should be placed the fact that Prince Albert is in the centre of one of the richest mixed farming districts in the world. Northern Saskatchewan is not a prairie country. It is a well wooded rolling country, well watered and with a very fertile soil. Mixed farming and stock raising are very profitable and the district is attracting many new settlers. There is room here for many thousands of prosperous farmers and there is no doubt that during the next few years this district will get them. Wheat is grown successfully at least 150 miles north of Prince Albert and no one knows yet the extent and resources of the vast hinterland to the north. Twenty townships have recently been surveyed and are ready for homesteading. Settlers are taking them up rapidly and, with projected railway extensions, there is no doubt that the immediate future will see a tremendous development in this northern territory. Between Prince Albert and Fort Churchill it is known that there is great mineral wealth waiting for man to exploit it. Coal, iron, cobalt, petroleum and copper are known to be there in vast quantities and it is likely that investigation will result in the discovery of still other minerals. Canadians do not yet realize the vast wealth and wonderful resources of the great north country which for so many years was considered utterly valueless, except for its furs.

Transportation.

The business man is of course keenly interested in the transportation facilities of any town in which he may think of locating. Prince Albert has direct



THREE PRINCE ALBERT BANKS.

Bank of Ottawa. Canadian Bank of Commerce. Imperial Bank.
(Courtesy "Advocate," Prince Albert.)

dustry. The large number of employees and their families are dependent upon Prince Albert for their supplies of all kinds and the lumber industry is indeed the backbone of the town.

Happily it may be depended upon to flourish and grow for an indefinite length of time. The supply of timber is practically inexhaustible, and it is within easy access of the town, the logs

Jos. Kidd, and the Farmers' Milling and Elevator Co. This industry is, however, only in its infancy. The possibilities of Prince Albert as a milling centre are unlimited, for there will always be a large northern trade and, with the opening of the Hudson's Bay route, this city will be a natural centre for the manufacture of wheat into flour for shipment to the European markets.

communication with Winnipeg and Regina and intervening points by regular freight and passenger service. The C.N.R. are building a railway and traffic bridge across the river and will extend their line to Battleford, thus placing Prince Albert on the most northerly transcontinental line in Canada. The C.P.R., which temporarily lost the Prince Albert trade through the C.N.R. acquiring a controlling interest last fall in the Regina and Prince Albert branch railway, are pushing their line from the east into the city and are also applying for a charter for a line from Regina to Prince Albert. J. J. Hill has a charter for a road from Vancouver on the Pacific coast to Prince Albert. A Prince Albert company are chartered to Fort Churchill. An Edmonton company are applying for a charter via Prince Albert to the Bay, and the C.N.R. have already built about 100 miles of their Hudson's Bay road.

Cheap Power.

A strong committee are at work on a proposition to develop cheap water power. The municipality has secured several sites from the Government and is under contract to expend \$25,000 before November, 1908. Competent engineers have been looking into the project and they have reported that very cheap power can be obtained from the Saskatchewan and its tributaries by a comparatively small expenditure. They report that power can be delivered in Regina at a cost of from \$12 to \$15 per horsepower per annum and that there is practically no limit to the amount that can be developed. The municipality is in earnest about this matter, its best business men are interesting themselves actively in the project and there can be no reasonable doubt that the work will be carried through during the next few months.



PRINCE ALBERT BUILDINGS.

(1) Central School. (2) Post Office and Court House. (3) C. N. R. Station.

Proposed Hudson's Bay Road.

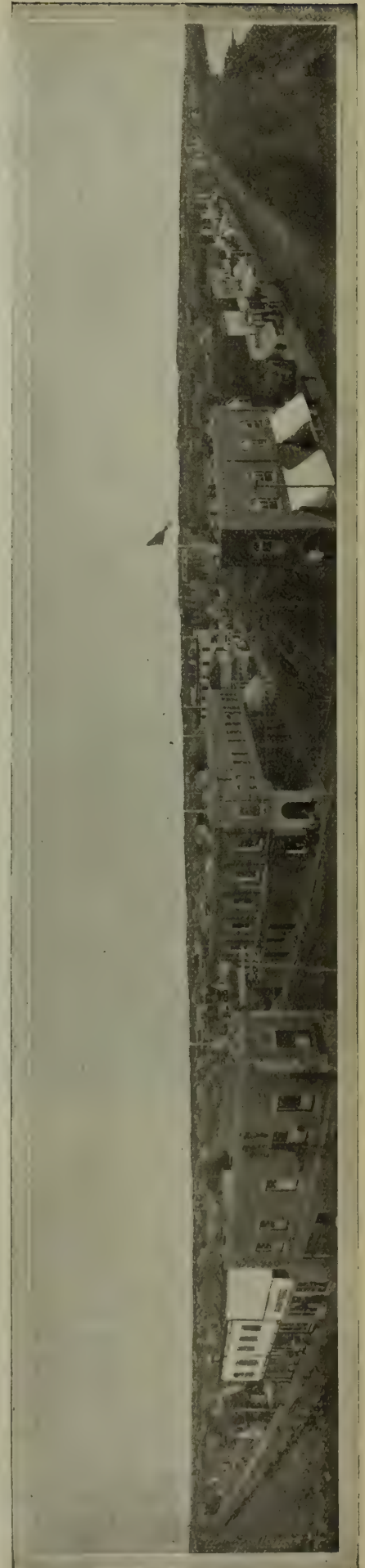
Prince Albert people are enthusiastic in their support of the Hudson's Bay railway project and they have no doubt that their city will be on the direct line of any road built to Fort Churchill. They point to the following table of distances to show the great advantage to the west and to Prince Albert which would follow the building of this road:

Distances to Liverpool.

From	Miles.
Fort Churchill.....	2,600
Quebec.....	2,600
Montreal.....	2,775
Toronto.....	3,111
New York.....	3,168
Owen Sound.....	3,233
Buffalo via New York.....	3,518
Prince Albert via Ft. Churchill...	3,200

There are openings for branch wholesale houses and factories at the present time which deserve the serious attention and consideration of Canadian business men. The northern Saskatchewan market is growing at a very rapid rate and the advantages of supplying a market from a base near at hand are sufficiently obvious.

A big pulp and paper mill would find a splendid opening in Prince Albert. At its very door are almost illimitable supplies of pulpwood, and the market for building paper, to say nothing of the finer grades of paper, is a tremendous one. At the present time these supplies are brought in from very distant points and a mill located in Prince Albert would have for its market all that vast territory from Winnipeg west to the Rockies and from the U. S. boundary



PANORAMIC VIEW OF PRINCE ALBERT.
(Courtesy "Advocate," Prince Albert.)

for hundreds of miles northward. It would have an empire for its market.

Prince Albert is in a splendid stock raising country and there is therefore an excellent opening for a large abattoir and packing house with an allied soap factory. The products of the abattoir would find a splendid home market and there is always a strong export demand.

A big foundry and machine shop would make money in Prince Albert. There are four large sawmills in the city now and within a radius of 100 miles there are 30 or 40 more. These are dependent for their repairs on points far distant and a foundry in Prince Albert would have plenty of work from the very first.

The flour milling industry is as yet only in its infancy and there is room for great development. The Prince Albert district produces oats that are the envy

EDMONTON

Distributing centre of a great and rapidly developing territory—The young men's opportunity—Openings for wholesale houses.

By A. G. Harrison, Secretary Edmonton Board of Trade.

The past winter has demonstrated the fact that Central Alberta is a safe district to be located in on account of the abundance of fuel, both coal and wood, and it is apparent that great interest is being taken in this matter by incoming settlers and others. Enquiry shows that the following figures approximately cover the daily output of the coal mines at Edmonton:

posures showing the coal seams to be 28 feet wide. Coal lands are in demand and the output during the coming year will be at least doubled.

That Edmonton, surrounded as it is by very rich agricultural land and underlain with coal, will become a good manufacturing centre in time is a foregone conclusion. With the C.P.R., C.N.R., and G.T.P. railway giving



EDMONTON—Jasper Avenue, Business Street of the Alberta Capital.

of farmers the world over. Why should these be shipped out in their natural state while the people of Prince Albert and surrounding country import manufactured breakfast foods from other centres? Surely there is a splendid opening for a big oatmeal mill.

Industries could be enumerated by the dozen but perhaps a few examples are sufficient. With the vast supplies of timber there is a good opening for a match and box factory. There is clay in abundance for a pressed brick industry and it would find a ready market for its output.

Prince Albert presents many splendid opportunities to manufacturers and there can be no doubt that in the very near future important industries will be started in that city.

Mine	Daily output
Lindsay & Daly	50 tons
Bush Mine	75 "
Brenton Mine	75 "
Humberstone Mine	75 "
John Walter	150 "
Stewart Mine	50 "
Fraser & Freeman	50 "
Baldwin Mine	40 "
Edmonton Coal Co.	75 "
Osborn & Horn	75 "

Total 745 tons

The coal seams have an average width of four to five feet, but at Morinville, 20 miles northwest of Edmonton, the seams are twelve feet wide, and at Goose Encampment, 50 miles up the North Saskatchewan River, there are ex-

freight competition and making Edmonton the distributing centre of Alberta, wholesale houses and jobbing warehouses are assured. At the present time some thirty wholesale houses are doing business out of the city. They control the trade for 200 miles to the east of Edmonton, 100 miles to the south, 250 miles to the west, and 2,000 miles to the north.

Wholesale Control.

It is only recently, however, that Edmonton has felt the benefit of railway competition, and its merchants find that they are able to control the business of central Alberta against all comers. This is due to the entrance of the C.N.R. last year, and will be further amplified by the entrance of the G.T.P. and C.P.R. this year. With dozens of new towns

and villages springing up in all directions, wholesale merchants have hardly time to put up their warehouses when they are required to enlarge them owing to the increase of trade.

Jobbing warehouse men from St. Paul and Minneapolis are quietly looking over the field and predict a certain future for Edmonton in their line of business. They point out that Edmonton, being in the centre of the province of Alberta, and having railroad competition and being situated in a rich agricultural belt similar to that of the Red River, and which requires no artificial methods to ensure the yearly growth of its crops, has a certainty about it that will, and does, appeal to the average business man.

Big Harvest Looked for.

Many enquiries are made regarding the severe winter and backward spring, but "Sunny Alberta," although getting a touch of each, like the rest of the world, finds that its severe winter was not as bad as at other points and that its spring is earlier than most. Farming operations are being carried on at a lively rate and it is generally predicted that the crop will be harvest-

and it will keep them hustling to keep up with the rapid growth of the district. When towns such as Vegreville, Vermilion, Daysland, Camrose, Stettler, etc., which did not exist a year and a half ago, and whose population now runs from 500 to 800 people each, are being duplicated in all directions, north, south, east and west of Edmonton, it is surely obvious that it is time to take advantage of the situation and be up and doing. Just as the growth of these small towns is rapid, so is the growth of the City of Edmonton. Edmonton controls the wholesale business of such towns and will continue to control it. The more they grow the more Edmonton will grow, and what of the 2,000 miles of country to the north of Edmonton, the big fur country; and what of the British Columbia country to the west of Edmonton, the big mining country? It does not take much foresight to see that Edmonton occupies the same place in relation to these districts as does Winnipeg to the west at the present time. It cannot be impressed too strongly on wholesale men and manufacturers of Canada that they must act quickly if they want to get the trade. They should

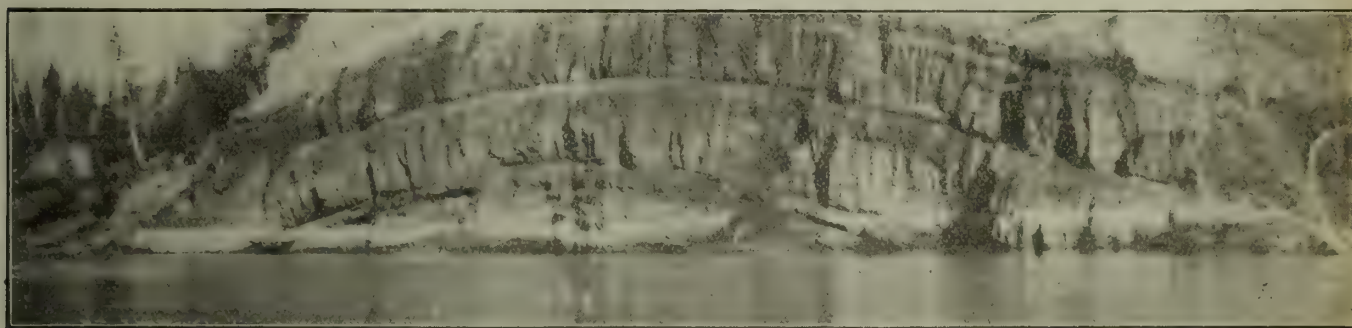
the customer has a good assortment of goods to choose from and can readily make a suitable selection. On the right is an apartment fitted up as an ordinary bathroom, showing tub, closet and lavatory, the whole looking neat and having a pleasing appearance. The remainder of the building is occupied by an office and fitting room, pipe racks and fixtures. This is a branch of the Prince Albert business, and is ably managed by A. Barrett.

* * *

The firm of Wells & Cornish, plumbers and steamfitters, has undergone a change, both as regards name and location. Mr. Wells has sold out his share of the business to Mr. Elford and the new firm will be known as Elford & Cornish. During the last few days they have removed from their old stand on Second avenue to a more desirable building on First avenue, where there is more accommodation for keeping a larger stock.

* * *

Tenders are now called for for J. Flanagan's new hotel, and excavation has begun on the site. This hotel will be large and modern, with a frontage



EDMONTON COAL AREAS—The Coal Arch 50 Miles Above Edmonton on the North Saskatchewan. The Seam is 30 Feet Thick.

ed successfully and will show an increase of 10 per cent. over that of last year.

The Edmonton Industrial Exhibition Association will hold their annual fair on the 1st, 2nd, 3rd and 4th of July as usual. It speaks volumes for the growth of the city and country that it pays the association to have four days of sport and exhibits. The attendance in the past has, however, justified this, there being on the grounds each day from 8,000 to 14,000 people. Central Alberta has become very populous during the last three years, and the increase during the last year especially has been marvellous. If ever a country or district offered opportunities for young men, central Alberta certainly does. Not the shiftless class, but young men who will be content to locate permanently and grow up with the country. In five years' time, if steady and industrious, they will be astonished at the prominent place they will have achieved in the town or city in which they may have located.

Manufacturers and merchants who have sons that have been trained in business lines could not do better than give them a start in central Alberta,

not let St. Paul and Minneapolis men occupy territory that obviously belongs to Canadians.

SASKATOON SAYINGS.

Saskatoon, June 21.—The recent spell of warm seasonable weather created a good demand for lawn mowers, sprinklers and other garden implements. Refrigerators and water coolers are also finding a rapid sale. The mosquitoes are very troublesome this summer in the west, which means that screen doors, windows and green cloth are selling well.

* * *

J. E. McRobie, secretary of the Western Retail Hardware Association visited Saskatoon last week. Jim was welcomed by the hardwaremen and much good is expected to result from his visit.

* * *

Russell and Barrett are now occupying premises on Twenty-first street and carry a full line of plumbing goods. The front part of the building is used for showing baths, lavatories, sinks, etc., which are laid out to advantage. Here

on Twenty-first street of 115 feet and 130 on Third avenue. There will be three storeys and a large basement, where sample rooms are to be located, calculated to bring joy to the heart of the weary drummer. The plans provide for a large rotunda with opening at the corner and having a view north and east. The whole building will be equipped with every comfort and convenience and will rank as a first-class hotel. A fine lavatory will be put in on the main floor, steam heating will be used throughout and baths will be placed on every floor.

* * *

G. G. Taylor, who has recently started in the plumbing business, has secured the contract for plumbing a dwelling house for Dr. Croll. He is also working on the heating contract for the new brewery of the Hoeschen-Wentzler Brewing Co.

An automatic plant for the making of gallon fruit tins has been installed by the Acme Can Works, Montreal. Another improvement was made in the installation of a plant for the making of solder applied caps.

REGINA

Progress has made its home in the Saskatchewan Capital. Great growth of business and industries.

By H. C. Lawson, Secretary Regina Board of Trade

As the capital of a province, which, though still in its infancy, produces 37,040,098 bushels of wheat, 23,965,528 bushels of oats and some two and a half million of other grains, Regina certainly occupies a prominent position. One-tenth of this whole amount is marketed in the immediate district of Regina. The figures published by the statistics branch of the Department of Agriculture

At the time of writing (June 12) crop prospects were never better. Though the spring was undoubtedly late, we have had many years in the past when the spring has been far later and yet a splendid crop was harvested. The growth during the last three weeks has been absolutely phenomenal, with nice warm showers, and the wheat is now covering the ground.

they did their biggest month's business, and the merchants look to the summer trade to increase at the same proportion as the average months since the first of the year.

There is no doubt that the stories of hardship in the country during the winter were greatly exaggerated, as were the reports as to the lateness of the spring, and this may possibly have affected immigration to some extent, but it has not affected the business of this community. The population has grown steadily from 2,645 in 1901, to about 9,000 at present date; the assessment roll, which was completed on the last day of May, shows a total of \$12,290,461, as against \$1,226,000 in 1903. Post office revenue for the last fiscal year was \$37,510. Figures of the important branches of commercial life are not so easily available, but it is estimated that



A REGINA WAREHOUSE.

of the Government of the Province of Saskatchewan show that in 1906 the district yielded 2,788,069 bushels of wheat, averaging 22.86 bushels per acre; 2,568,947 bushels of oats, averaging 44.01 bushels per acre; 54,921 bushels of barley, averaging 28.33 bushels per acre, and 76,415 bushels of flax, averaging 14.41 bushels per acre. Official figures of the increase in the acreage sown this year in the district are not yet to hand, but it is estimated that the increase in wheat will be from 5 to 10 per cent.; in oats from 10 to 15 per cent., and the same for barley.

The growing wealth of the Regina district is reflected in the progress made by the city, and every branch of commercial activity has shown remarkable advances within the past five years. A canvass of some of the city merchants shows that while the lowest increase in business for the month of May over the same month last year was 15 per cent., the highest was 60 per cent. The manager of one of the principal stores in the city states that their business since the first of January has averaged an increase of 60 per cent. every month over the same month last year. In March

the railway revenue for Regina in 1906 was \$2,225,000.

Distributing Centre.

The growth has been steady and even, without booms or reactions, in each year the volume of trade has shown a substantial increase, as compared with the preceding year, and this fact has inspired the commercial world with confidence in the city's future. Manufacturers of all kinds of agricultural implements, who are dependent on the success of farming communities, have definitely cast in their lot with Regina by

ENTERPRISING EDMONTON.

establishing their distributing depots for Saskatchewan in that city. This is the most important branch of the wholesale trade at the present time, and it is estimated that the volume of business in implements for the present year will be \$5,000,000, as compared with \$4,000,000 in 1905.

As regards railway facilities Regina certainly stands in an enviable position to-day. She has for many years been the chief railway point of the Canadian Pacific Railway, between Brandon and Calgary. Work has been commenced on the C.N.R. extension from Virden, and the line will be completed from Regina to Brandon this fall in time to handle the crop. This will give the Canadian Northern a loop around the most important portion of the province. With Regina as a central point in their line. The Grand Trunk Pacific has, through General Manager Morse, announced their intention of building three lines to Regina, thus making this city the centre of the southern portion of its system. One of these lines will run to Yorkton, to meet the main line; the second one will run to Brandon, and the third to North Portal, on the American boundary.

Industries Wanted.

The class of industries which Regina is most anxious to secure are those which will find their raw material in the district. These include flour mills, cereal mills of various kinds, vinegar factories, distilleries, flax mills, oil mills and similar enterprises. The large number of cattle raised in the province furnish raw material for packing establishments and their allied industries, such as tanneries, soap factories, glue factories and other concerns which make use of the by-products of the packing plant. There is a magnificent opening at the present time for a wholesale hardware business.

The city council has reserved for manufacturing and warehouse sites forty blocks, or 1,600 lots, in the northeast portion of the city, and these are given to wholesalers and manufacturing industries at very low prices with certain guarantees as to the class of building to be erected. In connection with this wholesale section a comprehensive scheme of spur tracks has recently been drawn up for the council by the city engineer. Under this plan spur tracks bisect every block with access from the southeast over the C.P.R. lines and the northwest over the C.N.R. lines. From these main spurs it is proposed to run spurs on either side, thus giving to every warehouse erected within the area dealt with, trackage for the loading and unloading of cars to the full extent of the property on which each warehouse may stand.

The re-opening of the Souris coal mines at Estevan improves the position of Regina with regard to fuel. This coal can be laid down in the city at about \$4 per ton, in large lots, and this makes a very good steam coal. A municipal gas plant will probably be established within the next year, and this can be worked very economically in connection with the city's electric light plant. It is likely that the latter will furnish power for a great many industries of the future and additional apparatus is being installed for the purpose of supplying electric energy for manufacturing.

Edmonton, Alberta, June 14, 1907.

Grocers in the city, and other retailers also, have been very much interested in the passing of an early closing by-law. A vigorous protest was entered by some of the smaller merchants against the passing of the bylaw, while the remainder of the retailers supported the legislation. The matter was discussed at some length by interested parties and petitions and counter petitions were presented to the city council. On June 1st, however, the matter was finally settled by the council passing a by-law compelling all retail stores, except drug stores, and confectionery stores, to close at six o'clock, excepting on Saturdays and on days before holidays.

The matter was taken up by the local board of trade and the city council were asked to pass the necessary legislation to enforce the early closing of retail stores, as it was felt that it was for the best interests of the city if such a law were in force. An early closing bylaw was in force last year, but as it had not been properly framed, it was overthrown by the decision of the magistrate. The council at once took the matter up, but no sooner had they framed a by-law than they received a petition from 42 merchants, asking that the bylaw be not passed, as they claimed it would be detrimental to their business. The other retailers who wished to have the bylaw passed at once presented a petition signed by 60 merchants and their 400 employees, requesting that the bylaw be passed. A petition was also received from the trades and labor council asking that the bylaw be passed. In the face of these petitions the council had no recourse but to pass the bylaw, which they accordingly did.

Since the bylaw was passed, however, several infractions of the law have been reported, and it is possible that prosecutions will follow. In the event of this being done there will doubtless be an interesting contest in court, as those opposed to the bylaw state that they will contest it and carry the matter to the higher courts, if necessary.

Among the many industries that are being established in Edmonton this year, perhaps one of the largest, and one that will have the greatest effect on the whole of Western Canada, is the mammoth packing plant that is being erected here this year. The plant, it is estimated, will cost in the neighborhood of \$1,000,000, and the contractors have promised to have the building ready for use by Sept. 1st. P. O. Dwyer is the nominal promoter of the scheme, but it is understood that the great packing firm of Swift & Co. are the real promoters of the enterprise.

The new plant will have a killing capacity of 5,000 animals per day, but this supply will not, of course, be available for some time, until the farmers, finding that they will always have a ready market for their live stock, will raise them in greater numbers. The plant, at the beginning, will give employment to 300 men, but this number will be increased to 1,000 as soon as the supply of animals is sufficiently increased.

The new plant will be erected at the junction of the C.N.R. and G.T.P. railways, so as to give ample shipping

facilities. Near the site of the packing plant there will be erected other factories to utilize the by-products of the packing plant. These will include a soap factory, glue factory, tannery, button factory, chemical works and others close to the plant, and adjoining the railway tracks, extensive public stock yards and horse markets covering several acres are being laid out for the use of the buyer and seller. In connection with these yards a large private stock yard will be constructed, a hotel for the accommodation of the stockmen and a live stock exchange with offices for the commission men.

Work was started on this extensive plant two weeks ago and is being rushed ahead with all possible speed. In about two months the large seven-story building will be completed and active work of packing will be commenced. Michaels & Oake have the contract for the excavation work and the May-Sharp Construction Company the contract for the brick work.

For a long time there has been bitter complaining by business men in the west about delays and general inefficiency in the postal service. Hon. Rudolphe Lemieux, Postmaster-General, is earning the enthusiastic applause of the west by the energetic measures he is taking looking towards improvements.

CAPTIVATING CALGARY.

At a meeting of the retail merchants, held last week, it was decided to ask the city council to enforce the early closing bylaw which compels the closing of stores at 6 p.m. It was also agreed not to close on Wednesday afternoons during the summer, as was done last year.

Trade in Calgary is very brisk. Large numbers of new settlers are arriving, an immense amount of building is in progress, construction camps are in full swing, and the demand for provisions is tremendous. The season which, it was feared, would be very backward on account of the severe winter and the late spring, is likely to be earlier than usual. There has been plenty of warm rain and hot sunny days. Fall wheat on the outskirts of the city is from 15 to 18 inches high.

NUT LOCK.

C. C. Halgren, New York, N.Y., has been granted a patent for the invention of a nut lock. This invention pertains to improvements in nut locks relating to that type of nut lock embodying in its construction a helical nut. After the nut is threaded upon the bolt and forced to its seat, its threads will automatically be forced into tight embrace with the threads of the bolt and the two will thus be securely locked together.

SITUATION VACANT.

WANTED for about 2 months an experienced hardware catalogue man; position may be permanent. Box 630, HARDWARE AND METAL, Toronto. [26]

SITUATION WANTED.

INDOOR or travelling salesman — Stoves, heavy or shelf goods; with wholesale house; has travelled for leading houses in England; age 26, tall, single; highest references. Box 635, HARDWARE AND METAL, Toronto. (28)

HARDWARE AND METAL

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A SPLENDID CONVENTION.

Since its birth in Calgary in the summer of 1904, the organization known as the Associated Boards of Trade of Western Canada has grown mightily in influence and power, and the convention held in Prince Albert last week was the largest and most successful on record. The western boards sent to this convention their brightest and ablest business men, and at no stage of the proceedings did the delegates fail to remember their responsibilities as representatives of the business interests of the two new western provinces. Just so long as serious questions are debated and considered in this serious way will the findings of the associated boards continue to have weight with the Provincial Governments. Retiring President Hutchings, in the course of his annual address, reviewed the work of the last year and was able to point with satisfaction to the fact that several important resolutions passed by the convention held in Edmonton last year have already been embodied in legislation, while several others are receiving the serious consideration of the Provincial Governments. They would be rash legislators who would ignore the sober sentiment of the business men of the west as expressed at these annual gatherings and it is not surprising to find the legislatures of Saskatchewan and Alberta shaping their legislation in accordance with the recommendations of the Western Business Men's Parliament.

There can be no doubt that the prestige and influence of the associated boards have been increased by the fact

that both provinces are represented at this annual gathering. In spite of the division made two years ago by the Autonomy Bill, the interests of the two provinces are essentially the same. The Associated Boards of Trade is now the only connecting link between the two provinces and the convention showed good sense in voting by an overwhelming majority to retain the present organization.

THE STOVE SITUATION.

Stove manufacturers in Canada have a bright season before them according to present prospects. Two years ago the mild winter forced both manufacturers and retailers to carry over large stocks, but the long and severe winter of 1906-7 enabled all branches of the trade to empty the warehouses and clean the floors of all styles of heating and cooking apparatus. The carry-over stocks were at a minimum, particularly in western Canada, and the foundries are, therefore, being rushed to their utmost capacity this summer with no lengthy close-downs possible unless shortage of raw material forces such action.

Talking to Hardware and Metal this week a prominent stove manufacturer said his company had already booked orders for fully forty per cent. of their season's output. These orders have not been secured in a special canvass, but are a direct result of dealers being educated to the necessity of ordering early to secure prompt and satisfactory delivery. In his opinion stove manufacturers should begin their advertising campaign in the trade newspapers in the spring rather than late in the summer.

Ordering early is advantageous to dealers in many ways, they reserving the right to alter their specifications up to the date of shipment. Manufacturers have the advantage of being able to gauge the demand for their various styles of stoves from the different parts of the country, this enabling them to handle their output more satisfactorily when the fall rush is on.

Stove prices are not likely to change during the present season. The last advance of five per cent. was made after all of last year's buying was completed and retailers were thus given the opportunity of taking advantage of the rising market. The advance was a small one, considering the heavy increase in the cost of pig iron, sheet steel, copper, etc., coupled with the higher factory costs due to increases in wages to molders and other workmen. A further rise was looked for in the spring, but differences amongst the manufacturers prevented the second advance and the same condition is likely to prevent any change during the coming selling season.

CREDIT APPLICATION CARDS.

It is but a short time ago that anyone in the retail business would hesitate to ask a person soliciting credit for a recommendation or a statement of their financial standing, and it was almost considered a crime to ask a man to settle up his account, but those days are gone, and in many cities and towns now cards are presented to anyone asking credit, which read something like the following:

APPLICATION FOR CREDIT.

Name
Address
Employed by
Last deal with
Address
By week or month
Reference

Wherever this card is used, it has given the utmost satisfaction. It not only compels a person to make a statement, but calls for a written statement, and while a person may verbally make a misstatement, a great deal of caution would be used before making a misstatement in writing, so that the card used has a two-fold purpose. The first, to get a statement, the next to obtain a written statement, making a person criminally liable if he obtains goods under a false written statement. So that the card is recommended as being of great help wherever credit is extended.

Competition has come into all lines of trade, so that it is absolutely necessary that the profit on goods should be figured net. A credit rating is of material assistance.

This card, in some instances, when filled out, is given to the secretary of the association, thereby enabling members to "keep tab" on a person moving around a town or city, and eventually furnishes a record which is invaluable to the retail trade.

ENCOURAGE TOURIST TRAVEL.

Estimating that one hundred thousand tourists visited Canada last year—and this is a conservative estimate, as more than half that number visited the Muskoka district alone—it is evident that our country offers great possibilities for development in this direction.

It can safely be assumed that each visitor spent at least \$50, while some spent ten times that amount. Consider what this means, not only to the railway and boat transportation companies, but to the hardwaremen who supplied the rifles, fishing tackle, sporting goods, cutlery, builders' hardware, etc.; to the grocers who supplied the hotels and boarding houses with foodstuffs; to the dry goods and clothing merchants, who supplied the wearing apparel; to the booksellers, who supplied the magazines and other reading matter, and to other classes in the community, every one of

which benefited by the exchange of money and increase in trade.

The example of the Tourist Associations of Vancouver, Victoria, St. John and other places, and the western Boards of Trade, which have encouraged tourist travel, can to advantage be followed in every section of Canada.

Merchants throughout the country should take energetic steps to support the railways in developing this tourist business. Few towns have not some summer attractions which they could make known to the public. Wherever a share of this transient business has not been had in the past, the retail merchants of the towns should get together and devise means of attracting it. The benefit to be derived from it is both direct and indirect. In the first place tourists are liberal in their purchases and they pay ready cash. They come, too, at a time when ordinary business is rather dull, so that trade from an outside source is all the more desirable. Indirectly merchants reap a great harvest from the fact that this large amount of money is left in the country. Somebody is getting it and every merchant will benefit eventually.

Much credit is due to the Grand Trunk, the Intercolonial and the Canadian Pacific railways for their success in interesting Americans in the beauty spots of Canada. They have brought much money into the country and have aided materially in its development. Organization among merchants in seconding these endeavors should be undertaken at once so that the coming summer will exceed all previous ones in the number of visitors.

TECHNICAL EDUCATION.

The interest in, and promotion of, technical education are yearly increasing, and it is well that they should, for a nation which is young and whose natural resources are invaluable and as yet comparatively undeveloped must rely upon those who have received thorough technical education to develop and realize its wealth.

The inclusion of many new subjects has this year increased the attendance at the Technical High School in Montreal to 432 pupils, out of which number 134 had taken the technical course, and 298 the commercial course. Next September there will be classes in carpentry, metal-work, applied electricity, typewriting, freehand drawing, domestic science, as well as classes in elementary education, so that those may benefit who are working in the shop or factory during the day. Considerable impetus has been given by five thousand dollars promised by the Quebec Government for future projects in connection with the school.

As the desires of men become more extravagant and more exacting, efficient and skilful workmanship in manufactures is eminently desirable. The most palpable and most useful way for Canadians to show their interest in the welfare of their own country is to give every aid possible to the promotion of technical education.

CONCRETE SAFES.

Safes have already been successfully made from concrete and, on account of their greatly reduced cost, their use bids fair to become general. As a matter of fact, a new concrete safe can be built cheaper than the old one can be removed by the owner.

One of the advantages of concrete safes is that they can be placed in all sorts of inaccessible corners by carrying a few small bags of sand and cement and building the safe on the spot. Of course, the concrete safe is not absolutely burglar proof any more than the average steel safe is, but it is sufficiently strong for all ordinary requirements against theft and fire.

A concrete safe, 2 ft. 4 in. square and 3 ft. high, was recently made by a concrete constructor in Seattle, Wash. The walls and doors were four inches thick reinforced with $\frac{1}{4}$ -inch twisted steel, with lock and hinges cast in the centre of the door. The handle and castors were also cast into their places. Any intelligent workman can make a cement safe, as the difficulties to be met with in construction are few. The necessary iron castings can all be purchased at comparatively small cost. Anyone can have a good, durable and substantial safe by exercising a fair amount of intelligence combined with a small expenditure of time and money.

DEFECTIVE STRUCTURAL STEEL.

F. H. Cowles, writing in the New York Herald, charges that the structural steel supplied for use on the American market contains deadly defects, holes being filled with putty, rust scars concealed and cheap lead used to hide disintegration and prevent detection of weakness. The recent discussion on defective railway rails has raised public interest and drawn attention to the serious dangers of cheapness in materials upon which the lives of millions depend, the cutting down of the expense of production resulting from the competitive war for business. The correspondent says:

"That a large number of railroad wrecks in this country during the last year have been due to defective rails has become more evident with the investigations which have been made in regard to the process of steel manufacture.

"It may be of interest to the general public to know wherein the main defects in structural steel lie.

"It is the practice of the manufacturers of structural steel to give steel material a first coat of iron or red lead oil paint. The material employed is usually of an inferior grade in order that the product may be produced cheaply enough to meet the prices of competition. The steel is permitted to remain in exposed places for indefinite periods, when it is subject to dampness and in the case of the steel coming from certain mills in the Pittsburgh district to the additional danger of a combination of ferric oxide with sulphurous fumes and carbonic acid existing in the atmosphere. These attacks are shown in the form of rust, which spreads rapidly and which eventually eats holes in the metal.

"To conceal these atmospheric attacks the iron or steel is covered with a rust colored oxide and often these patches are covered with putty, the color of the pigments preventing detection. It was this process which gave rise to the recent rumors that our warships were put together in part with putty rivets. As the corrosion is well established, the covering of this material with red lead or similar coatings conceals the deadly work which is going on beneath, which may proceed at such a rapid rate as to endanger the structure in which the beams are employed and eventually cause a great catastrophe.

"It appears that quite as much attention should be paid to structural work as to steel rails insuring the safety of passengers on railroads."

CANADA'S IMPORTS.

There is no gainsaying the fact that preferential trade is good for Canada. At this comparatively early period in her national career it cannot help being eminently beneficial. Returns of the import trade of the Dominion for the six months following the revision of the customs tariff go to show that with the slight decrease of .31 per cent. in the average rate on dutiable imports for the six months, December to May, there has been an increase of importations in that same period of time of \$4,155,453 over the importations in the corresponding season last year. The total imports from all quarters increased from \$85,577,568 to \$102,372,153.

MAKE ORDERS READ CLEARLY.

We hear complaints from a number of wholesalers that retailers in sending in letter orders are sometimes very indefinite in their description of goods. Some of them are even careless, and the result is that they cause a great deal of inconvenience to the man handling their orders, and run the risk of shipments not arriving just when wanted. It is an easy matter to remedy. In writing an order the merchant should ask himself: "Have I made everything so clear that there is no chance of a mistake?" Sometimes a description which is thoroughly comprehensible to himself may not be so to the wholesale house.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 82.)

MARKETS IN BRIEF.

Montreal.

Middlesboro Pig Iron—Decline of \$1.
 Summerlee and Carron Pig Iron—Advance of 50c.
 Light Brass—Decline of 1 cent.
 Jack Chain, Brass—Decline of 10 per cent.
 Jack Chain, Iron—Decline of 15 per cent.
 Revised list on hay wire in coils, coiled spring wire and fence staples.
 Smooth Steel Wire—Advance of 10c. on No. 0-9 gauge.
 Asbestos Sad Irons—Advance of 25c.

Toronto.

Pig Iron—Prices decline 50 cents.
 Copper—Lower prices looked for.
 Lead Pipe—Now net list.
 Zinc Spelter—Declined $\frac{1}{2}$ c. per pound.
 Asbestos Laundry Sets—Now quoted at \$1.50.
 Coopers' Nails—Price advanced. Present discount 30 per cent. off list.
 Flour Barrel Nails—Slight advance; now quoted at 20 per cent. off list.

MONTREAL HARDWARE MARKETS.

Montreal, June 28.—According to all reports and prospects the volume of business done in the hardware trade this year will be unequalled by that of any previous. Even though unseasonably cold weather prevailed up to a fortnight ago, the continued warm weather since that time has done much to remove any apprehension as to a slump in trade this year. All the jobbing houses are very busy; have all the trade they can handle, and, in some cases, more.

So heavy and so steady has been the demand for goods that the manufacturers are having difficulty in keeping pace with them. Deliveries are still slow and, in a number of cases, only partially filled orders are delivered. This is partly due to the inability of the manufacturers to keep up with the demand because of the steady increase in orders and because of some difficulty experienced by them in procuring raw material, and partly to slight disturbance caused in transportation circles last week by the strike of the Dominion Transport Co.'s teamsters. Jobbers were forced to do their own teaming.

Screws—The situation remains unchanged. A strong demand exists and the manufacturers are gradually catching up in their orders. Some dealers are showing some anxiety for their stocks and prices, and are booking orders ahead. Present conditions, however, are not such as to warrant any advance in prices.

Bright Wire Goods — The advanced prices of last week are well maintained.

A good demand prevails with adequate supplies.

Sporting Goods — With the advent of the sporting and tourist season a large business is being done in all lines of sporting goods and camping outfits.

Green Wire Cloth—There is no change in the situation. Prices continue firm and supplies are still very limited.

Kitchen Utensils — The approach of the fruit and preserving season has stimulated the demand for preserving kettles, enamelware, and all lines of tinware.

Garden Tools — Sorting orders continue to arrive. It is up to the retailers now, with the continuance of warm weather, to dispose of their stocks.

Building Paper — Business at present is fair. Some difficulty is still experienced by the manufacturers in procuring raw material.

Cement and Fire-brick — A strong demand exists for cement owing to the enormous volume of building operations, especially in the towns and cities. For building purposes, cement is steadily increasing in popularity. Trade in fire-brick is quiet.

Sad Irons — According to the revised tariff of last January the duty on all asbestos material has been advanced from 30 per cent. to 35 per cent. This new duty takes effect on July 1. Corresponding to this advance in duty has come an advance in the price of asbestos sad irons. We now quote them at \$1.50 per set.

TORONTO HARDWARE MARKETS.

Toronto, June 28.—Trade is booming in all departments of the local hardware markets. A fortnight of splendid weather has worked wonders in helping the retailer to dispose of large quantities of seasonable goods. The unprecedented amount of building under way all over the country keeps up the strong demand for the many lines of hardware which the building trade calls for and both jobbers and manufacturers are kept busy filling their orders. On account of the backward weather which prevailed during the earlier part of the season, the spring business has been prolonged, with the result that jobbers are busier at present than they usually are at this date.

Poultry Netting—The manufacturers are steadily catching up with their orders, though a scarcity is still felt. The demand continues strong, with no change in the price quotations.

Green Wire Cloth—No improvement is noticeable in the supply of this commodity. With the hot weather already here a supply of this article will have to be forthcoming soon, or else much of the trade will be lost; with the demand steadily increasing as the tem-

perature rises, it is unlikely that the manufacturers will be able to get abreast of the demand for some time.

Nails, Screws, etc.—The manufacturers are now almost up with the demand for the former, though some of the jobbers still complain of a slight shortage in the best selling sizes. The raw material has at last arrived for the manufacture of screws but the makers are so far behind with their orders in screws and similar products that a considerable time yet must elapse before the supplies will be anywhere near sufficient to meet the demand.

Seasonable Lines—Are in heavy demand owing to the prevalence of good selling weather. The demand for rubber hose continues to increase and jobbers are quite able to take care of their orders. Hammocks, lawn sprinklers, screen doors and window screens are in heavy demand and jobbers are finding it difficult to keep an adequate supply on hand to meet this trade.

Sporting Goods—All seasonable sporting goods are moving fast. A big tourist trade is being carried on in fishing tackle and similar summer-resort requisites. A big call is being experienced from New Ontario for camping outfits and canoes. The supply of the latter is now well up with the demand.

Asbestos Laundry Sets — Have advanced owing to the scarcity of labor and the increased import duty on all asbestos material coming into Canada. They are now quoted at \$1.50 per set.

Flour Barrel and Coopers' Nails — Have both taken a slight advance in price. The former are now quoted at 20 per cent. and the latter at 30 per cent. off list.

Wire—The supply of oiled and annealed fencing wire has greatly increased during the last few days. Heavy shipments of raw material have reached the manufacturers. These shipments have been en route for over three months and were held up somewhere on the Intercolonial Railway. From this time on there should be a steady improvement in wire and its by-products.

MONTREAL METAL MARKETS.

Montreal, June 28.—A general quietness prevails in the metal markets here with the exception of fluctuations of prices on lead, ingot tin, and pig iron. A steady, but not heavy, tonnage is moving. Now that a continuance of hot weather has come, there is every indication of a steady volume of business being transacted throughout the summer. The transportation problem is not so serious as it was, although last week, with the strike of the Dominion Transport Co.'s teamsters, which was of only short duration, shipping conditions were slightly aggravated. Inward shipments are commencing to arrive

more freely, but the forwarding companies are not in a sufficiently satisfactory condition yet to secure prompt deliveries in Canada.

Pig Iron.—Prices this week are being slightly shaded. The prices on Middlesboro have declined and are now: for No. 1, \$24.50; for No. 2, \$20.50. Summerlees and Carrons are stronger, advances of 50c being made. The market is very quiet. With the approach of July 1, when a number of the American plants shut down for repairs and inventory, the manufacturers will not buy iron during June, as their demand for it is then not so great. The English market, which has been very low, is now stiffening, and will in a week or so be normal again.

Lead.—Continues very high in Great Britain. The tendency here is still upwards.

Ingot Tin.—Prices are a shade higher. Supplies, especially in United States, are very low, and some New York consumers are paying premium prices for it. In view of the heavy shipments from the Straits made this month, it is expected that the scarcity will be soon relieved and that prices will recede back to a normal standard. Recessions in prices are even now noticeable on the London market.

Old Materials.—Very dull at present. Prices are weak, a further decline of a cent being made on light brass. The American rubber reclaimers are holding out on low prices and other buyers are waiting to see how long they can maintain these prices before much more buying is done.

Copper.—Sheet copper prices are subject to fluctuations. It is a fact known by many that the world's supply of copper is rapidly decreasing and production is becoming every year smaller than the consumption. With such a fact patent it is strange that prices should continue weak. American consumers are confident of a further reduction. Regarding this, the Iron Age, (June 20) says:

"Consumers are waiting—waiting for the leading producing and selling interests to declare an 'official' reduction in the price. The opinion that this cut is coming is held in all quarters of the trade. Just when it will come is the problem. Some say within two weeks, but this is only guesswork, based upon their estimate of when large consumers will again be forced into the market. In the meantime the 'official' figures of the controlling prices hold—that is, nominally. Consumers who need the metal are experiencing no difficulty in finding it, and at prices considerably below those of the large producers, which are 25½c to 26c for Lake, and 25½c for electrolytic. These figures are no longer considered seriously, as the general impression prevails that they are named only pending the expiration of existing contracts with large home consumers."

TORONTO METAL MARKETS.

Toronto, June 28.—Peculiar conditions exist in the local metal market. On the whole the situation is satisfactory, with a good seasonable trade being done, stocks fairly light, and transportation matters much improved.

Pig Iron.—Buying has fallen off, pur-

chasers looking for better prices before placing fall business. The English market has weakened considerably and the tendency is toward easier conditions. In response to the foreign movement prices locally have been shaded about half a dollar and the peculiar situation exists of prices declining on a market practically bare of stock, jobbers reporting that they have no stocks whatever for spot delivery. The following comparative statement of stocks of iron in public stores in Great Britain, in tons of 2,240 pounds, is of interest:

	May 30, 1907.	Dec. 31 1906.
Scotch.....	2,801	5,286
Other makes	2,000	4,000
Middlesboro	323,355	538,154
Hematite	37,797	75,205
Total	359,953	622,645

Decrease in stocks since Jan. 1 has, therefore, been 262,692 long tons, with a proportionate decrease during the month of June. Local prices now are: Middlesboro, No. 1, \$24.50; No. 3, \$23.50; Clarence, No. 3, \$23.50; Summerlee, \$24.50.

Iron and Steel.—Finished materials, such as bar iron, iron pipe, boiler plates and tubes continue in good demand with prices very firm. A revision of the black sheet prices has been made, our quotations having been shaded to meet prices quoted by local firms.

Copper.—Recent developments in the American copper market demonstrate the artificial character of the prices quoted on copper in recent months. The high prices have curtailed the production of finished materials in both the United States and Canada. Statistics of the British Board of Trade show that the consumption of copper in the United Kingdom has also fallen off there. From January 1 to June 1 the apparent consumption by British interests was 25,366 tons, against 32,152 tons during the corresponding period last year. One of the principal factors in this decrease in consumption has been the larger exports which the high prices prevailing has caused. Exports from Great Britain were 35,617 tons, while during the corresponding period last year the exports were only 2,782 tons. Last week's figures still rule locally, but buyers are purchasing carefully in the expectation of lower prices.

Ingot Tin.—Prices keep firm with buying normal for the season. The speculative markets in London saw some sensational fluctuations at the beginning of the week. Tin plates continue stiff in price.

Lead.—Following the stiffening in pig and bars a week ago, sheets have firmed up and lead pipe and waste has been advanced from five off to net list. Solder is unchanged and antimony seems to have experienced a check in its downward slide. We still quote 20 cents per pound for antimony.

Zinc Spelter.—Prices in Great Britain have eased off considerably and we report this week a ½c. drop all round on the local market.

U. S. METAL MARKETS.

Cleveland, O., June 27.—The Iron Trade Review to-day says: Agricultural implement manufacturers are nearly all closed for their requirements for the year beginning July 1. Sales have been very heavy. A large tonnage of steel bars is being used in concrete reinforcement work. Users of bar iron are urging deliveries before the closing of mills for repairs. Owing to the American Sheet & Tin Plate Co. and the Amalgamated Association agreeing to maintain the present wage scale and practically the same working conditions on sheets and tin plates, labor troubles for the coming year are happily averted. Specifications on tin plate are now light. Favorable crop reports are expected to improve conditions. Deliveries on universal plates are now being made by independent concerns in from three to five weeks, and premium prices are not so freely paid. The demand for plates and shapes is good. Railroad orders are prominent in the new business of bridge materials.

Quotations on old material are declining sharply at Chicago, and in nearly all centres the market is weak.

LONDON METAL MARKETS.

London, June 25.—Cleveland warrants are quoted at 56s 1½d, and Glasgow standards at 55s 10d, making prices as compared with last week on Cleveland warrants 4½d lower and on Glasgow standards 5d lower.

Tin.—Spot tin opened strong at £189 10s, futures at £180 15s, and after sales of 250 tons of spot, and 480 tons of futures, closed strong at £189 15s for spot, £182 for futures, making price as compared with last week £2 5s higher on spot, and 10s higher on futures.

Copper.—Spot copper opened irregular at £95 5s, futures at £90 10s, and after sales of 400 tons of spot, and 300 tons of futures, closed at £95 15s for spot, £91 for futures, making price as compared with last week £3 5s lower on spot and £2 5s lower on futures.

Spelter.—The market closed at £24 7s 6d, making price as compared with last week £3 12s 6d lower.

Lead.—The market closed at £19 15s, making price as compared with last week £1 lower.

A PIG-IRON FAMINE.

The Canadian trade commissioner at Manchester, Eng. says: "The congestion of pig iron supplies has become so acute, consumers being unable to obtain deliveries under old contracts, that there is a veritable famine in this material. This is attributable to heavy shipments to the United States and Germany, and the scarcity of coke and ores. Several large firms have suspended sales for the next three months and prices generally are a shilling a ton higher. Quite recently a very large order from Japan, calling for 684 pieces of structural iron for bridge building on railway lines in Manchuria, and for 50 locomotives, has been lost to Great Britain, having been placed in the United States.



Travelers, hardware merchants and clerks are requested to forward correspondence regarding the doings of the trade and the industrial gossip of their town and district. Addressed envelopes, stationery, etc., will be supplied to regular correspondents on request. Write the Editor for information.

HALIFAX HAPPENINGS.

Halifax, June 24.—Outside of a few lines trade is pretty quiet at present. There is some demand for haying implements, and sales of garden tools continue good. Roofing materials are selling quite freely, and also builders' supplies. The plumbing trade is brisk all round, and the majority of the firms have about all the business they can handle. Up to the present none of the employers have signified their intention to grant the demands of the electrical workers for higher wages.

Mr. Craig, manager of the Bridgetown Foundry Company, reports business better than for several years. Since the beginning of the year he has been rushed, and has not yet overtaken his orders. He employs about twenty men, and makes stoves, plows, hay-cutters, pulpers and wheelbarrows. Mr. Craig says the outlook for a continuance of the good times is most promising.

The Nova Scotia Steel & Coal Company has awarded a contract for the construction of 2½ miles of railway to Donald Sutherland, of North Sydney. The proposed line is from Sydney No. 3 to the company's new colliery at No. 4, and will cost \$50,000.

Rampart cement, manufactured by the Sydney Cement Company, is enjoying a large vogue throughout the provinces, and heavy shipments are being made. The works are taxed to their full capacity at present and the supply can scarce be said to meet the demand. The company last week received an inquiry from a large firm in Montreal, asking if the Sydney concern was in a position to fill a big order. A new cold storage plant is also to be erected in Moncton, at a cost of \$140,000, the material to be of concrete, and Sydney cement will be used wholly for the work.

The discovery of tin-bearing ore at Ramsay lake, in Lunenburg county, has caused quite a stir in mining circles here. The property is now being developed, and the ore shows a high percentage of tin. H. Piers, of this city, in his report to the Mines Department on the discovery, says in part:

"The finding of tin in situ for the first time in Nova Scotia, in connection with our granites, cannot but be a most interesting discovery, and will lead to a more systematic examination of our immense granite areas which have hitherto been viewed in general as comparatively barren of economic minerals. Certain similarities between these areas and

those of Cornwall, tend to strengthen the hope that workable deposits of tin occur in this province. The high price of this metal and the lack of sufficient supply render the subject one of a good deal of importance and worthy of the attention of our prospectors."

Mr. Faribault, of the Geological Survey Department, and Dr. Young, will shortly visit New Ross, and inspect the property.

Halifax proposes to spend over \$50,000 on paved streets this year. The board of works has just accepted the tender of the Barber Asphalt Company.

SCENIC ST. JOHN.

St. John, N.B., June 25.—The present time might be termed the mid-summer dull season in the hardware trade. Travelers have been called in and the annual conferences are being held preparatory for the fall trade. The trade in seasonable goods has been quite satisfactory and the year up to the present time has been a good one in hardware circles. There is still some difficulty in getting certain lines of goods, but the scarcity of supplies is not felt as much as formerly. The indications are that prices will be well maintained for the balance of the year at least.

In conversation with W. S. Fisher a few days ago, he remarked that the Enterprise Foundry Co. have shipped during the present month, stoves to every province in Canada and have recently made some further improvements in their well known Monarch Range, which makes it still more modern and up-to-date.

A particularly active line with New Brunswick wholesalers this season is athletic and sporting goods. Hardware men throughout the country who formerly did not carry the line, have put in more or less complete stocks, thus adding materially to the demand. Baseball, cricket, golf and similar games are experiencing a revival of interest and sales of supplies have been larger than in preceding years.

Cassidy & Belliveau, of Moncton, have opened up a separate department for their growing business. This firm are local agents for the Enterprise Foundry Co., of Sackville, and report a big sale for the Royal Grand Range and in fact all lines of Enterprise stoves.

W. J. Wetmore, who for a long time represented O. H. Warwick & Co., of St. John, in Prince Edward Island and Eastern Nova Scotia, has formed a partnership with R. H. Martin, who for ten years represented Gowans, Kent & Co. in the Maritime Provinces, and the new firm will carry on a manufacturer's agency business in St. John.

At the present time the Dunbar iron industry of Woodstock is negotiating with the city of Fredericton and is likely to remain there and amalgamate with the foundry firm of McFarlane,

Thompson & Anderson, of which Senator Thompson is a member. It is also expected that Donald Fraser & Sons will rebuild their lumber mills at Fredericton.

The flying survey of the proposed St. John Valley Railroad, from Woodstock to St. John, has proved satisfactory to Mackenzie & Mann's engineer, and a complete survey will doubtless soon be undertaken. Some modification in the plans to allow of a five-tenths grade will be necessary.

The big sawmill at Dalhousie, owned by the Dalhousie Lumber Company, was totally destroyed by fire on Thursday, June 20. The mill was Dalhousie's chief industry and employed about 100 men. The loss is estimated at \$40,000, with insurance of \$25,000. The mill had been doing good work and the prospects pointed toward a busy summer. It is understood that portable mills will be used by the company to fill their contracts. Much sympathy is expressed for the managers, Arthur and Herbert Hilyard.

E. A. Walberg, of Moncton, has the contract for the plant and works of the National Rolling Mills at Sydney. The expenditure will be about half a million dollars, and conditions being favorable, the mills should be in operation early in 1908.

The engineer who has been surveying for a bridge across the falls has recommended that a steel structure be built running diagonally across between the present two bridges.

Good progress is being made with repairs on the N. B. Coal and Railway Co.'s line between Norton and Chipman, and some new rolling stock has been purchased. This line will doubtless be taken over as part of the Grand Trunk Pacific. The development of the coal mines near Chipman and Minto is said to be hindered by the scarcity of men.

The big dredge, formerly Packard No. 4, which is to work in the harbor, arrived a few days ago, and is being fitted up. It is expected to be in readiness for work in a few days.

The west side is a busy spot just at present, with two new wharves under construction and the work of restoring Union Street to its original level going on. It is difficult to get enough men to carry on the work with the speed that is wished.

It is reported that the Canada Wood-ware Company, whose plant was recently burned at Hampton, may build at Fairville.

Hay's sawmills, formerly Moore's mills, at Woodstock, were destroyed by fire Sunday, June 23. All the machinery and lumber was lost in the flames. Some 15,000 barrel heads, owned by the Imperial Packing Co., were also destroyed.

V. F. Myers, formerly of the firm of W. F. & J. W. Myers, left last week on an extended trip through Western Canada.

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The work of excavating for the new cold storage plant on Main Street is now under way. The work will be rushed to completion.

PROGRESSIVE PETERBORO.

Peterboro, June 24.—The Bell Telephone Company are erecting new offices in Peterboro and the contract for the building has been let. It has been awarded to Finnie & Gordon, of this city. The building will be a large and substantial one and it is expected will be ready for occupation this fall. The contract for the plumbing and heating has been awarded to MacGregor & Reid, the well-known hardwaremen of this city.

* * *

Lieut. E. M. Best, manager of the Best Stove Company, is at Kingston this week, being one of the staff of the composite regiment that is undergoing a few days training at Barriefield.

* * *

Local hardwaremen report business in all lines as being exceptionally brisk. The activity in the building trade is largely responsible for this state of affairs, and from appearances there will be no slump for several months, as a large number of building permits are being taken out and the buildings under way are being rushed to completion. Plumbers are working overtime owing to the big rush in this line of business. They state that they were never so busy before.

* * *

Local hardwaremen who handle bicycles state that 1907 will be the best season for this line of business in six or seven years. Cycling is gradually regaining its popularity as a summer pastime and many more wheels are seen on the streets here than in the past few years. F. R. J. Macpherson, who makes a specialty of the bicycle department of his business, states that there has been a big demand for wheels this season and that bicycling will soon be as popular again as it was seven or eight years ago.

* * *

There has been considerable talk here of late among merchants and citizens generally regarding the big money the fire insurance companies must be making in Peterboro. It has been estimated that one hundred thousand dollars per year is collected in the City of Peterboro by fire insurance companies, while it is actually known that the companies combined do not have losses aggregating fifteen thousand. For many years Peterboro has been remarkably immune from serious fires, yet, despite this fact, the insurance companies charge a high rate here. In view of the fact that the city has a splendid and well equipped

fire brigade, it seems strange that the rate remains so high. There is some talk among the merchants of waiting upon the city council and requesting that body to demand a lower rate for fire insurance. The hardware dealers are deeply interested in this matter and stand ready to do their share toward agitating for a lower rate.

* * *

Peterboro has many bylaws, and among them is one forbidding merchants to have boxes or parcels piled upon the pavements in front of their stores. Grocers, dry goods merchants and others have been hauled before the police magistrate and fined for this offence. So far the hardwaremen have not had to walk the carpet, and the reason for this is that they observe the bylaw. All the local hardware firms have commodious premises and do not find it necessary to put any goods out on the street. Their example might well be followed by other business men.

CHAT FROM CHATHAM.

Chatham, June 25.—Business is keeping pretty brisk in the building lines of trade. "We're good and busy" is the watchword just now among the hardwaremen. This is especially so in seasonal hardware, in which line the demand is first-class.

* * *

Seasonable stuff forms the theme of the majority of the window displays at present. Lawn mowers and sprinkling cans are everywhere in evidence. Among a series of good displays, perhaps that of J. C. Wanless deserves particular mention. Mr. Wanless showed not only the lawn appliances, but the lawn itself. The bottom of his show window was sodded, and on this sod were set out mowers, grass clippers, sprinkling cans, sprinklers—everything, in fact, that had to do with a lawn in summer. A background of screen doors gave a suggestion of the house and its requirements. These windows, which have attracted quite a bit of attention of late, are the work of Seppie Pool, the enterprising "junior."

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Jas. Watt & Sons have closed contracts for several large jobs. They have the contract for the steam heating, plumbing, gasfitting and electric wiring of the Union Bank, Leamington. They have also the contract for installing the heating, plumbing, wiring and gasfitting of the new public general hospital addition here. They report trade pretty brisk, especially in heating lines.

* * *

The foundry department at the Wallaceburg Brass Works has decided to shut down every Saturday afternoon during the hot weather.

* * *

J. H. Magee has purchased 30 feet frontage on Queen street, Tilbury, and

intends erecting a two-storey brick block, 30 x 40.

* * *

Building permits issued in Chatham between the 3rd and 22nd of June totaled \$25,419. The main items are: City Solicitor O. L. Lewis' new brick residence, \$7,000; C. Austin & Co.'s addition to store premises, \$5,550, and W. D. Sheldon's brick block on Sixth street, \$10,942.

* * *

Frank Crump, of the firm of Campbell & Crump, tinsmiths, left recently for Alberta, where he will carry on his trade as tinsmith.

* * *

Chatham had a visit last week from Mr. and Mrs. Hugh D. Ferguson, of Chicago, accompanied by the latter's sister. Mr. Ferguson is a son of Wm. Ferguson, formerly in the foundry business with the old firm of Hyslop & Cleg-horn here, and now in the same business in Chicago, for which city he left 30 years ago. Hugh Ferguson is himself in the steel business.

* * *

The electric light and waterworks situation has undergone a little change the last week or so. At a joint committee meeting held last week, Chairman Sheldon, of the water board, took a more favorable stand toward the city's proposition to put in a new joint gas engine plant. At the meeting of the board of trade council on Monday last a resolution was passed urging the improvement of both the water and lighting services.

* * *

Incidentally, there is quite a discussion going on regarding the action of the water board some time ago in compelling water takers with lawn services to put in meters. The commissioners stated that the supplying of water to these parties at a flat rate had led to a waste of water by some patrons, many services being kept running all night and during prohibited hours. Accordingly, they passed a bylaw enforcing the use of meters as the quickest way of reaching the difficulty. Those opposed to the bylaw claim that it penalizes the many for the misdeeds of a few, who should have been prosecuted individually. Opinion is pretty well divided on the question, but the commissioners show no inclination at present to recede from their stand.

* * *

The T. H. Taylor Company have purchased the old binder twine plant from the M. J. Wilson Cordage Company, and will convert the factory into a woolen mill. The original Chatham Binder Twine Company was one of a series of farmers' companies organized throughout Ontario some years ago. The factory started operations in December, 1901, but had only been running a short

(Continued on page 68.)

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 a.m. Friday, June 28. Room 511, Union Bank Bldg, Winnipeg, Man.

Business is very active now as the result of easier money and the most favorable crop reports. The large shipments eastward of last year's crop are relieving the money situation and country payments show a good improvement.

ROPE—Sisal, 11c. per lb., and pure manila, 15½c.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.90; 11, \$2.96; 12, \$3.04; 13, \$3.14; 14, \$3.24; 15, \$3.39; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

POULTRY NETTING—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILS—No. 10 and larger, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c. per box. Capewell brand, quotations on application.

WIRE NAILS.—\$3 f.o.b. Winnipeg, and \$2.55 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES — ¼ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS — Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS — Bolts, carriage, ¾ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS — Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—¼ in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, 4.50; ½, \$4.25; 9-16, \$4.20; ¾, \$4.25; 1, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes,

25 p.c. discount off list; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS — Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS — Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE — Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE — Rope sisal, 7-16 and larger, basis, \$11.25; Manilla, 7-16 and larger, basis, \$16.25; Lath yarn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS — Royal Canadian, \$35; B.B., \$39.75, per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC. — Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

Stephens'

HOUSE PAINT

SELLS

because practical painters know that it gives better results than any other paint they can get.

No inferior paint ever leaves our factory.

Every package is guaranteed to be a perfect paint, made of the best materials obtainable and prepared in a thoroughly well-equipped factory.

Service the Quickest
Send on a trial order

G. F. Stephens & Co.

Limited

PAINT MAKERS

WINNIPEG and CALGARY



- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

SAMPLE SHINGLES SENT ON APPLICATION

Winnipeg Paint and Glass Co. Limited
CALGARY WINNIPEG

CLARE & BROCKEST

Hecla Furnaces
For Coal and Wood
Hilborn Furnaces
For Wood Only
Imperial
Hot Water Boilers
Peninsular
Stoves and Ranges

Metal Shingles
Metal Sidings
Corrugated
Sheets
Embossed Steel
Ceilings
Eavetroughs and
Conductor Pipes

246 Princess Street, WINNIPEG, MAN.



Improved Patent Flush Handle.

CHESTERMAN'S PATENT MEASURING TAPES

(STEEL, METALLIC, LINEN, POCKET, Etc.)

**Land Chains, Band Chains, Steel Rules,
Steel Straight Edges.**

Engineers' Tools are the **standard** goods to sell. Quality and durability are the dominating features. They sell easily and bring back satisfied customers. Made only by James Chesterman & Co., Sheffield, England.

F. H. SCOTT, Coristine Bldg., MONTREAL

SOLE CANADIAN AGENT

Write for Catalogue.

CORRUGATED IRON AND ROOFING, ETC.—Corrugate iron 28 gauge painted \$3, galvanized \$4.10; 26 gauge \$3.35 and \$4.35. Pressed standing seamed roofing 28 gauge painted \$3.10, galvanized \$4.20; 26 gauge \$3.45 and \$4.45. Crimped roofing 28 gauge painted \$3.20; galvanized, \$4.30; 26 gauge \$3.55 and \$4.55.

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, $\frac{1}{2}$ -in., \$2.65; $\frac{3}{4}$, \$2.80; 1, \$3.50; 1 $\frac{1}{2}$, \$4.40; 2, \$6.35; 3, \$8.65; 4, \$10.40; 6, \$13.85; 8, \$19; 10, \$25. Galvanized iron pipe, $\frac{1}{2}$ -in., \$3.75; $\frac{3}{4}$, \$4.35; 1, \$5.65; 1 $\frac{1}{2}$, \$8.10; 2, \$11; 3, \$13.25; 4, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10 $\frac{1}{2}$ -oz., \$5.20; Queen's Head, 20 \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES — 18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE — Silver Star, in bbls., per gal., 20c.; Sunlight, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases, \$2.75.

PAINTS AND OILS — White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2 $\frac{1}{2}$ c.; in kegs, 3 $\frac{1}{2}$ c.; turpentine, barrel lots, Winnipeg, \$1; Calgary, \$1.07; Lethbridge, \$1.07; Edmonton, \$1.08. Less than barrel lots, 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gallon advance on these prices.

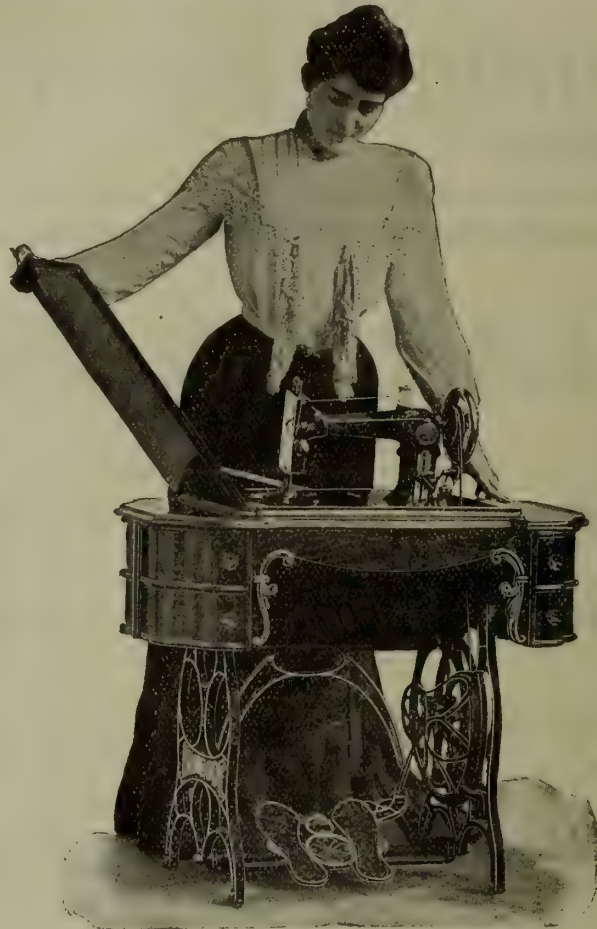
WINDOW GLASS — 16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.30.

A WORLD-WIDE TRADE.

A striking indication of the world-wide trade of Great Britain is seen in this issue of Hardware and Metal, from which it will be seen that at a recent date no less than twenty large ocean steamers were on the high seas with cargoes composed in part of Lysaght's

"The Eldredge," B Sewing Machine

MAKE IT YOUR LEADER AND BE WITHOUT A COMPETITOR.



The No. 74 Improved "Eldredge" B, with New De Luxe Finish, as shown in Cut, is the very best business proposition ever offered the Sewing Machine trade. It is new, original and artistic—simple in arrangement—positive in operation. Progressive hardware dealers have come to recognize the fact that it is to their best interests to carry a line of Sewing Machines, and the discriminating ones are selling "The Eldredge"—The day of the transient trader in Sewing Machines has passed, and our most active agents for this line are hardware dealers.

Write for our latest catalogue, which also shows a line of Sewing Machines we can sell you to retail at \$25 Guaranteed for 10 years.

MERRICK-ANDERSON CO.,

Winnipeg.

iron. The names of the different ports to which these shipments were consigned shows at a glance how universal is the demand for these well-known brands.

DOOR FASTENER.

M. D. Merring, East Stroudsburg, Pa., has invented an improved door fastener. The object of the inventor is to provide means effective in operation and durable in use, adapted to securely fasten a door so as to prevent it from being opened from the exterior. The device is inoperative when not in use by folding the lower section against the upper, and as a spring passes over the hinge joint it is stretched and again contracts, thereby pulling the brace sections firmly together.

IMPORTANT ANNOUNCEMENT.

The Montreal Rolling Mills Co., whose new pipe mill has only been in operation a short time, are putting in additional machinery which will give them a greater output than they have at the present time. In connection with this mill they have plans drawn for the erection of a new galvanizing plant, the work on which will be pushed ahead as rapidly as possible, and when completed will be one of the most up-to-date of its kind in the country. They are also making extensive additions to their wire mill, for which a great deal of new machinery has been purchased. Alterations and additions in other parts of their plant will tend, when completed, to increase considerably the output of the different lines they manufacture.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT.

"Dominion Crown"

Polished Sheets
Polished Canadas.
Best Quality and Finish
STOCK AND IMPORT

A.C. LESLIE & CO.
Limited
MONTREAL

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE.

or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIMMONS-MARTIN

OPEN HEARTH STEEL



Accidental Discharge Impossible

Sure shooting, hard hitting and safe. Men delight in owning it, and mothers and wives do not object.

Iver Johnson Safety Automatic Revolver

It is the best made, the best advertised, and has the largest sale.
1,500,000 IN USE

Dealers always have been and always will be completely protected.

These goods cannot be had as premiums, and we never sell by mail where a dealer can supply.

Send for Catalogues or ask your jobber—he knows.

Iver Johnson's Arms and Cycle Works, 330 River St., Fitchburg, Mass.
Makers of Iver Johnson Truss Bridge Bicycles and Single Barrel Shotguns.



HORSE SHOES

It is generally conceded that the best means of ridding Iron from impurities is by hammering it.

By treating it in this manner it is possible to get a much better quality than by any other process.

All the Iron from which our Horse Shoes are made is worked under a powerful steam hammer.

We are the only manufacturers of Horse Shoes in Canada making our Shoes from hammered Iron, and to this fact we attribute a great deal of the success that has attended our efforts to produce Horse Shoes that will at all times give satisfaction to the Farriers who using them.

"M.R.M." Horse Shoes are sold by all leading hardware dealers.

Made by

THE MONTREAL ROLLING MILLS CO.

CHAT FROM CHATHAM.

(Continued from page 63.)

time when litigation broke out among the shareholders, as a consequence of which the concern, which probably produced more legal papers than binder twine, was forced into litigation. The M. J. Wilson Cordage Company then purchased the site and machinery, but, finding the binder twine outlook discouraging, gradually sold the property. The factory went for \$14,000.

* * *

During the spring season which has just closed the Chatham Motor Car Co. have sold to residents of the Maple City seven of their regular \$2,500 machines. In addition, two others nearing completion are expected to find immediate purchasers. It is safe to say that in no other city, either in Canada or the United States, of less than 10,000 population, has such a record been attained. The demand for automobiles here seems to increase steadily; the more the public buy, the more they want. Autos just now are plentiful as bees, and their buzz brings a touch of excitement to the hot, sleepy summer air.

Incidentally, the city council are encouraging the local factory by exempting them from taxation and granting them free water for ten years. The company started operations without any bonus whatever, and has proven a valuable addition to the city's industries.

* * *

President L. A. Cornelius, of the Wolverine Brass Company, who was to have been here a week ago to pick out a site, is not expected in the city till the beginning of next week. Mr. Cornelius, who has been in California, was delayed on his return trip. He stated in a recent letter to Chairman Westman, of the industrial committee, that he was anxious to start building operations as soon as possible, in order to have the factory running before the close of the year.

* * *

Ridgetown is the latest town to add to the list of gas franchises. W. R. de Gruchy, of Boston, who secured the Blenheim franchise, recently approached the Ridgetown council, and secured a franchise to pipe that town for natural gas.

LEAFY LONDON.

London, Ont., June 26.—The McMurry Hardware Company have got fairly started in business, having opened out in the premises on Dundas street until recently occupied by George Taylor & Son, on Saturday last. Thus far business has more than fulfilled expectations, the trade of the opening day being particularly gratifying. Their stock is complete in all lines, and the store presents a most attractive appearance. Their specialty will be cutlery, and they carry what no other hardware house in the city does—that is, stoves and ranges, handling Gurney-Tilden's Souvenir

ranges. They intend doing a strictly cash business, the only exception to this rule being in the case of builders. The prospects of this new firm are certainly bright.

* * *

The secretary of the Board of Trade has received a communication from an English firm, who are desirous of removing their entire establishment to Canada, asking what inducements in the way of bonus or exemption London is prepared to offer in the event of their locating in this city. The firm manufactures writing pens and novelties, and are evidently determined to take advantage of the competition amongst Ontario municipalities that are reaching out for new industries. It may, therefore, be taken for granted that London is not the only place this firm, which promises to employ at least one hundred hands at the outset, has approached.

* * *

It is stated on good authority that the Grand Trunk management has approved of the expenditure of \$50,000 on the extension of the company's shops in the east end of the city. E. H. Fitzhugh, manager of the road, was in the city a few days ago, and in the course of a conversation with an official he stated that the addition was assured. The plans are now in the hands of Chief Engineer Hobson, and it is expected that tenders will be called for at an early date.

* * *

It is just sixty years ago that John and Oliver McClary started in business—a business which is now among the greatest on the continent, being to-day known as the McClary Manufacturing Company. Next month the great establishment will celebrate its diamond jubilee, and there will be a week of jubilation. All the branch managers between the Atlantic and the Pacific will be here, and on July 12th the immense new storage building will be formally opened. There will be a huge banquet, at which the thousand or more employees, with many of their friends, will be the guests of the company. A souvenir of the occasion, in the shape of a handsome booklet, is being prepared by the company's advertising department. The celebration promises to be as enjoyable as it certainly will be unique.

ENTERPRISING EDMONTON.

Edmonton, June 20.—The John Somerville Hardware Company of this city have moved into new and more commodious quarters on First Street. They have purchased a new building and adjoining it have erected a brick addition at the cost of about \$28,000. The building was completed this week and the firm have moved into their new premises. This will allow them to successfully carry on their greatly increased business satisfactorily.

* * *

A new hardware firm, known as the Northern Hardware Company, has opened in this city recently. The firm is composed of three young men, all of whom have had extensive practical experience in the hardware business. Since opening their store the new firm have met with decided success, which their strict attention to business warrants.

The penitentiary authorities of the Province of Alberta have decided to re-tail binder twine to the farmers in this district this summer. A new frame building has been erected on the penitentiary grounds, and the twine will be stored here. A switch will be built from the C.N.R. tracks to this building so as to facilitate the handling of the twine. The authorities state that they will charge the same price as the local twine dealers.

Binder twine is not manufactured at the Alberta Penitentiary, but will be shipped in from the Kingston Penitentiary.

SUNNY ST. CATHARINES.

St. Catharines, June 24.—The Board of Trade is doing its best to promote the interests of St. Catharines. The original fee for membership has been reduced from five dollars to two dollars, which gave an impetus to those who were lukewarm in the work to become members, and now the board is constituted of many members, including bankers, manufacturers, and the wholesale merchants in many lines. As an inducement for outside people to come to St. Catharines to make their purchases the railway fares will be returned when a certain amount of goods in value have been purchased. Already the merchants of all kinds feel the beneficial effects of this movement and when the news gets scattered broadcast it will induce others to come here and trade. Unfortunately, St. Catharines is so located that it can never become a large, populous city, as it lies in the middle of two great arteries of trade and commerce. With Toronto to the north, Hamilton to the west, and Buffalo, Niagara Falls and Welland to the south—all in the lines of the great railway and marine thoroughfares—has a tendency to take trade and travel in other directions than St. Catharines. Still, St. Catharines is picking up and the business men are not grumbling. Trade and commerce is on the increase annually, though of slow progress and there is not an inhabitable vacant house in the city. Day by day incomers are placed to great inconvenience on account of the lack of accommodation, and hotels and boarding houses are filled to their utmost capacity.

* * *

There is a Retail Merchants' Association in St. Catharines which includes all branches of business. Their main objects are for mutual benefit and to avoid dealing with people who make a practice of not paying their debts. They think they have been imposed on in the past and desire to avoid future complications.

* * *

The carpenters' strike, which lasted for a couple of weeks, militated against building operations, but there are but two buildings of great proportions under progress of construction. These are the Bank of Toronto and the Sovereign Bank. The contractors for the first-named are Webb Brothers, of Toronto, but the plumbing, etc., has not been awarded. Newman Brothers, of St. Catharines, have the contract for the latter, with John Pearl, contractor for the plumbing, gasfitting, etc.

NEW WATERWORKS SYSTEMS.

The water committee of Montreal is asking for \$17,000 to extend the system to Rosemount.

Sherbrooke, Que., will vote on a by-law to raise \$200,000 for the purpose of developing water power.

Aylmer, Ont., will vote on bylaws to purchase the waterworks, \$50,000, and \$60,000 for a sewage system.

Halifax intends to spend \$768,500 on municipal work, as follows: Pavements, \$75,000; sidewalks, \$150,000; improving fire department, \$70,000; water extension, \$135,000; sewerage, \$50,000; school houses, 95,588; street extension and various purposes, \$122,500.

The contract for laying sewer pipes at Fernie, B.C., has been let to Hugh Macdonald, Victoria, the contract price being \$30,000. Tenders for a disposal plant will be asked for shortly.

Bridgeburg, Ont., has in contemplation a sewage system that will cost about \$125,000.

The Municipal Construction Co., Regina, has secured the contract for installing a \$50,000 waterworks system at Battleford, Sask.

The contract for the construction of the waterworks system at Simcoe has been let to T. M. Cullon, of Huntsville.

Work on the \$60,000 sewerage system for Selkirk, Man., is under way.

Brandon, Man., has voted \$50,000 for a waterworks system, and \$150,000 for fire equipment.

A \$10,000 extension will be made to the waterworks system at Vancouver.

The waterworks system of Chilliwack, B.C., has been taken over by a company of local men for \$34,000.

Wetaskiwin, Alta., has decided upon the construction of water and sewer works.

Fort William will vote on bylaws to raise \$94,000 for the extension of telephone, electric light and water systems, divided as follows: Telephone, \$36,000; water, \$32,000; light, \$26,000.

The Winnipeg city council is in favor of adopting the Red River as a source of water supply. It is estimated that 15,000,000 gallons per day is required. In order to give this it is suggested that pipe lines and reservoirs should be supplied suitable for this capacity, but-lift pumps, filters, softening plant, etc., which can be added in units, may be provided now of somewhat smaller capacity, so designed as to be capable of ready extension to this limit. The total estimated cost of the necessary work is \$1,545,000. The cost of pumping and softening the water is estimated at \$40 per million gallons.

City Engineer Kerr, of Ottawa, says that the water supply of the city is inadequate. At present 14,000,000 gallons of water are consumed per day, while the safe working capacity of all the pumps is only 20,000,000 gallons. He says the capacity should be at least 28,000,000 gallons, and in order to secure this recommends the installation of a duplicate set of pumps.

Niagara Falls is to have an improved waterworks system on which \$40,000 is to be expended.

SALIENT FEATURES OF OUR

Galvanized Cornices

Architectural, Ornamental,
Everlasting, Readily Erected

Favor us with your enquiry and receive our suggestion and quotation. No question or detail too large or too small to receive the carefully thought-out, prompt reply of experts and our cornice circular.

Our Dealers Protected.

Quality and accuracy of construction unequalled.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

Manufacturers

Established 22 Years

TORONTO AND WINNIPEG

Opportunity

The man who wants an opportunity or the man who has one to offer should use the Want Ad Columns of **HARDWARE AND METAL**. For a very few cents you can talk to practically all the hardwaremen from one end of Canada to the other, and talk to them in four days' time.

Our Want Ad page is a Clearing House for the hardware trade in Canada. Goods can be bought and sold to advantage by the insertion of an advertisement which will probably cost you 25 or 50 cents.

In no other way can you deliver a message to as many Hardwaremen in as short a period of time.

RATES:

2c. per word for the first insertion
1c. per word for subsequent insertions
Add 5c. for box number
Send cash with order.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

INDUSTRIAL DEVELOPMENT.

Hamilton is soliciting tenders for a municipal electric plant.

The Grand Trunk will build a subway at Port Hope, Ont.

Westman & Baker are to erect an \$8,000 factory in Toronto.

The G. T. R. are planning an enlargement of their London shops.

The C.P.R. will build a line from Victoria Harbor to Peterboro.

Somerville Limited will erect a factory in Toronto costing \$40,000.

Promising deposits of tin ore have been found in Lunenburg county, N.S.

The Freyseng Cork Co. are making a \$7,000 addition to their Toronto plant.

The Adams Wagon Co. will erect a brick warehouse at Brantford costing \$8,000.

A warehouse costing \$25,000 will be built at Brantford by Geo. Faster & Sons Co.

Forest fires have done enormous damage to the construction camps of the G.T.P.

Steps are under way for the use of electricity on the C.P.R. grades in the West.

An electric power house is being erected at Prince Albert, Sask., at a cost of \$8,900.

The formal opening of the hydraulic lift lock at Kirkfield, Ont., will take place on July 6th.

Lawson's grist mill at Stewarttown, N.B., was destroyed by fire. Damage, \$15,000; no insurance.

By a recently discovered process, alcohol can be made from peat at a cost of 6 cents per gallon.

Berlin has acquired interests in the Berlin & Waterloo Street Railway Co. to the extent of \$76,000.

The Dominion Government will erect two new buildings at Ottawa, costing \$3,000,000 and \$4,000,000.

The Canadian Electrical Association will hold its annual convention in Montreal Sept. 11, 12 and 13.

A fixed assessment has been granted by Midland to the Canada Iron Foundry Co. and Midland Engine Works.

The Canadian Northern will run a branch from Fernie up the Elk River. This will open up some good coal areas.

It is understood in railway circles that a universal signal system will be adopted on all American and Canadian roads.

The acid plant of the Dominion Pulp Mill at Chatham was completely destroyed by fire on June 19. Damage, \$11,000.

Work has commenced on the new freight shed at Vancouver for the British Columbia Electric Railway Company.

William Oliver will erect a \$30,000 wood-working factory at Lethbridge. He will also form a company and build

a \$14,000 plant for the manufacture of cement blocks.

It is predicted that within the next few years Alaska will be furnishing 10 per cent. of the entire copper output of the world.

The annual report of the Dominion Iron & Steel Co., Sydney, N.S., shows the net earnings of the company to be \$1,500,000.

The furniture factory of William Cyr, at Ottawa East, was destroyed by fire. The loss is placed at \$8,000, insured for \$7,000.

Hartley Bros. are erecting a foundry in Brantford. They will make tools and machinery fittings and employ 25 men at first.

The new mill of the Lake of the Woods Milling Co. at Keewatin, which cost \$1,250,000, is completed, and will shortly be in operation.

By a recent invention the small links of platinum in incandescent lights may be replaced by copper, thus lowering the cost of the lamp.

J. B. McManus, of Moncton, N.B., has been awarded the contract for double tracking the Intercolonial from Moncton to Painsee Junction.

Walter Woods & Co. are erecting a four-storey brick warehouse in Winnipeg. The building will be absolutely fireproof and will cost \$55,000.

Fire on the premises of the Vancouver Lumber Co. destroyed 5,000,000 feet of lumber. The damage is estimated at \$250,000, covered by insurance.

The Sydney Foundry & Machine Co. are contemplating the removal of their works to Halifax. North Sydney is anxious to secure the industry.

The big sawmill of the Dalhousie Lumber Co. at Dalhousie, N.B., was totally destroyed by fire recently. The loss is \$65,000; insurance \$25,000.

The first ore shipment of the Atikokan Iron Co. arrived in Port Arthur recently. Everything is in readiness and smelting will soon be commenced.

A new one hundred barrel flour mill will be erected in Rosthern, Sask., this summer by the Rosthern Flour Mills Company, costing in the neighborhood of \$20,000.

Owing to the shortage in coke and coal it is feared that the Brown Alaska smelter, Hadley, Alaska, will have to close down. There is plenty of ore but no fuel.

The Copper Smelting Co., Pictou, N.S., recently turned out a carload of copper matte worth \$600. This is not a bad showing considering that it was secured from low grade ore.

The Dominion Radiator Works will build a large chimney in connection with their works in Toronto. The stack will be 125 feet high, contain 25,000 bricks and cost \$20,000.

Owen Sound has granted a loan to Thomas Bell, O. H. Bell and G. Harold

who will erect a factory costing \$15,000. High class furniture will be manufactured and fifty men will be employed.

The Canadian smelting industry, which now shows an output of \$27,220,363, has quadrupled in the five years. The manufacture of electrical apparatus and supplies, and the manufacture of electric light and power have also trebled.

A change has been made in the Brantford Box Co., A Butterworth is leaving the company and will remove the cigar box part of the business to Hamilton. The paper box portion of the business will remain under J. F. Ellis. A new addition, costing \$2,000, has been completed.

The increase in the price of labor and material has been so pronounced that it now costs 10 to 20 per cent. more to build than it did last year. The result is that capitalists are hesitating about investing their money in buildings, as the rent received would be a comparatively small return for the capital tied up.

The Canadian Northern Railway is to erect its new Winnipeg shops in Fort Rouge. The permit provides for three buildings, blacksmith shop 100 by 144 feet, planing mill 100 by 144 feet, and a car repair shop 100 by 192 feet. The total cost of the buildings will be \$76,000, and the architect is Samuel Brown.

Owing to a discovery by which fuel can be made out of coal dust and tar it is now possible for locomotives to enter cities without emitting quantities of smoke. Several American roads have been testing this for some time with excellent results. The new fuel has a higher efficiency than ordinary coal.

The Regina Machine & Iron Works Co., capitalized at \$100,000, are shortly to erect a large foundry and machine works. The building, which will cost \$20,000, will be fitted with a large amount of up-to-date machinery, thus enabling the company to handle practically all classes of iron, steel or machine work.

Gilendez Bros., bondholders of the Atlantic and Lake Superior Railway, have sold that road to parties in London, forming the Atlantic, Quebec and Western Railway, for two million dollars, and that the road will be extended to Gaspé Basin, eastward and westward through the Restigouche valley to Edmonton, where connection will be made with the Grand Trunk Pacific.

The Macdonald Co., Grand Forks, have two large contracts on hand at present for the Granby Co. They are now working at a large tank with a capacity of 100,000 gallons. The other contract is for a mammoth flue dust chamber. This flue will be 13 x 15 feet inside measurement and elevated 22 feet above the feed floor. 300 tons of steel will be used in the construction, which is the heaviest piece of steel work ever attempted in this country.

Medicine Hat is installing a modern waterworks system. The Roberts Co., of Philadelphia, have the contract for a filtration plant, consisting of two 1,000,000 gal. units. The contract was also let for a huge stand-pipe with capacity of 500,000 gallons. This has already been erected

CONDENSED OR "WANT" ADVERTISEMENTS.

BUSINESS CHANCES.

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and water-marks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [tf]

FOR SALE—Established hardware, implement and undertaking business in good Manitoba town; annual turnover \$25,000 to \$30,000; stock, \$6,000; best reasons for selling. For particulars apply to Marshall & Ross, Rosburn, Man. [26]

FOR SALE.

FOR SALE—First-class set of tinsmith's tools second-hand but almost as good as new; includes an 8-foot iron brick almost new. Apply Pease Waldon Co., Winnipeg. [tf]

FOR SALE—Established, profitable furnace, stove and tinware business, in live growing manufacturing city in old Ontario; excellent stock; good stand with long lease; business growing rapidly (last year nearly 20,000); stock and tools about \$5,000. Box 631, HARDWARE AND METAL, Toronto. [26]

SITUATIONS VACANT.

TINSMITHS WANTED—First-class tinsmiths wanted for points west of Winnipeg; must be good mechanics capable of taking charge of a metal department; thorough knowledge of furnace work necessary. Pease Waldon Co., Winnipeg, Man. [tf]

WANTED for North Bay—First class bookkeeper, capable of taking charge of office and acquainted with the hardware business; state qualifications and salary expected. Reply to Box 377, Pembroke. [26]

TINSMITH—Wanted at once tinsmith who understands plumbing; state experience and wages expected. Geo. D. Wallace, Wetaskiwin, Alta. [26]

WANTED—Traveller, on salary or commission, in old Ontario, west of Toronto, to sell our wood and coal heaters for 3 or 4 months; state experience and give references. Telephone City Stoves Limited, Brantford. [26]

AN experienced hardware salesman who can keep stock tidy and is willing to do it; must be a good salesman and have a taking manner; to a good man this is a good job; state age, size, salary expected, when can come and send references. Taylor Bros., Limited, Carleton Place, Ont. [25]

HARDWARE CLERK WANTED—Experienced salesman for sample-room; must speak English and French. Frothingham & Workman, Limited, Montreal, Que. [25]

WANTED—Experienced hardware traveller, state references and experience. Decatur, Bull & Co., Montreal. [26]

WANTED—Tinsmiths and cornice makers; several good men wanted, also several boys, who have served a year or two at the trade, to learn cornice, skylight and fireproof window work; steady work and good wages. The Metal Shingle & Siding Co., Limited, Preston, Ont. [26]

WANTED—Paint and oil traveller; state age, experience and salary required. Box 632, HARDWARE AND METAL. [26]

SITUATIONS WANTED.

WANTED—Young man representing five large American manufacturers desires to make connection with a Canadian machine supply house or hardware firm wishing to open a mill supply department. Box 628, HARDWARE AND METAL. [25]

WANTED—A situation by a thoroughly experienced hardware salesman—heavy and shelf hardware, stoves and tinware; competent to take charge; bookkeeper; unmarried. Address Box 627, HARDWARE AND METAL. [25]

HARDWARE clerk, 4 years' experience; good stock-keeper; good habits; best references; desires position with chance of advancement. Box 634, HARDWARE AND METAL. [27]

SITUATION WANTED as manager of stove and furnace business; eight years' experience; expert salesman; thoroughly capable of taking charge; highest references. Apply to Box No. 633, HARDWARE AND METAL. [29]



How to satisfy the customer who wants a Durable Varnish Gloss Paint that will stand outside exposure

You probably have frequent calls for a paint of this nature. There are many products on the market that claim to answer this purpose best. But if you want to keep trade you cannot afford to take chances. The best thing to do is to put in a stock of

SHERWIN-WILLIAMS BUGGY PAINT

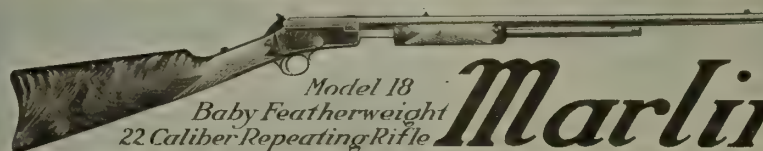
and be prepared to meet the demand with *the paint that gives satisfactory results*. It is just the thing for painting and varnishing at one operation buggies, carriages, wagons, carts, farm implements, tools, porch and lawn furniture, etc. It can be frequently washed and cleaned without injuring the gloss or durability. Do not confuse this splendid specialty with the numerous "cheap" mixtures on the market sold under big claims. *S-W. Buggy Paint* is a high quality product. Order a stock today—Carmine Red and Vermilion represent the handsomest standard shades of these colors produced.



THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York Street, Toronto, and Winnipeg, Man.



Model 18
Baby Featherweight
22 Caliber Repeating Rifle
Marlin



Think of a repeating rifle that weighs only 3 pounds 10 ounces! And be sure to examine one of these *Marlin* Baby Featherweight Repeaters before selecting a .22 for the vacation trip.

This is a mighty capable little rifle as to accuracy and penetration, and has in no way been weakened by the reduction in weight nor has *Marlin* quality been sacrificed to make the cost as low as it is.

The good old Ballard system of rifling is maintained here as is the special gun-barrel steel in the barrel. The breech block, receiver and all working parts are made of the *Marlin* quality of gun frame steel; all working points hardened against wear. The walnut of stock and sliding fore-end is the best to be had.

The action is on the trombone system and handles the .22 short cartridge, but by means of an extra carrier, readily inserted, .22 long-rifle cartridges can be used, thus making this handy little arm a weapon of no mean execution.

We cannot urge you too strongly to look at one of these rifles if your dealer has one in stock. The *Marlin* feather-weight .22 is a most entertaining companion for the fishing trip, hunting trip or vacation wherever it may take you. The cost is small, the ammunition is cheap and light to carry, and the fun to be had with one of these rifles is immense.

Send three stamps for our new catalog, which contains a fuller description of this rifle and tells of the many other *Marlin* guns.

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.

and stands on the highest point of the city. The base elevation of this reservoir is 110 feet above the business part of the city, thus insuring ample pressure for domestic and fire purposes. The tank is 35 feet in diameter and 70 feet high. In connection with the filtration plant a huge basin has to be excavated and lined with cement. When these works are completed Medicine Hat will have one of the best systems in Western Canada. Pure water is assured throughout the year, as the filtration plant is guaranteed to remove 95 per cent. of the impurities.

A large new building is to be erected in Montreal by the Redmond Company. The contractors are John Quinlan & Company, Montreal.

COMPANIES INCORPORATED.

The Hub Spoke and Bent Goods Company, of Sarnia, have changed their name to Loughhead, Limited.

The Northern Reduction Company, Toronto, capital \$500,000; to mine, mill, and reduce ores. Incorporators, W. C. Mackay, T. D. Byers, A. N. Morine, T. Pottage, all of Toronto.

The Hydro-Electric Construction Company, Toronto, capital \$50,000; contractors, hydraulic and electrical engineers. Provisional directors, A. Keith, A. G. Lawrence and W. R. Wadsworth, all of Toronto.

The Electric Smelters, Ottawa, capital \$18,000; to deal in electric smelters and supplies. Directors, J. H. Reid, Cornwall; G. P. Borphy, E. D. Lafleur, J. C. Scott, all of Ottawa, and S. L. Tingley, Providence, U.S.

The Ontario Metal Novelty Manufacturing Company, capital \$100,000, head office, Toronto; to manufacture metal novelties, machine tools, dies, etc. Provisional directors, E. Currie, M. Campbell, J. S. Woodhouse, all of Toronto.

An Ontario license has been granted to John S. Metcalfe Co., Illinois, to construct elevators and manufacture all kinds of machinery. R. S. McFarlane, Midland, Ont., will be the company's attorney, with a capital of \$50,000.

The Galetta Electric Power and Milling Company, capital \$100,000, head office, Arnprior, Ont.; to develop electrical energy. Provisional directors, T. Moran, M. Sullivan, both of Arnprior, and J. Brennan, of Sand Point, Ont.

A company to be known as Pressed Bricks, Ltd., has been formed in Edmonton for the manufacture of pressed bricks by the Berg process. The officers are: President, D. R. Fraser; vice-president, C. May; directors, A. Brown, C. Gallagher, J. H. Gariepy, A. J. Manson and J. Macdonald; secretary-treasurer, H. J. Helliwell; all of Edmonton.

Galt "Sure-grip" Shingles

are simply wonders TO SELL, TO LAY AND TO MAKE FRIENDS. Once used and you would never use any other—your customers wouldn't let you.

"Sure-Grips" make a really handsome roof, as well as the most weatherproof. Try them—that's all we ask.

"GALT" CORRUGATED SHEETS are best English galvanized stock, pressed, straight and true. Our prices are right, and we can ship promptly.

Consult us before purchasing CEILINGS, SIDINGS, ROOFINGS, CORNICES, SKYLIGHTS, VENTILATORS, FINIALS, FIRE-PROOF WINDOWS, EXPANDED METAL LATH, ETC.

The "GALT KIND" is the line to push; we protect and assist our customers.

THE GALT ART METAL CO., Limited

GALT, - ONT.



Consolidated Plate Glass Company of Canada Limited

Glazing Glass of all kinds

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.



For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

JOBBER AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

? Have You Noticed ?

when reading advertisements of the various furnaces offered
to the public that each one claims some distinct
merit as a reason for being superior
to all others.

These include :— Dust Flues and
Dampers ; Ability to burn Wood, Coal
(hard or soft) or Coke ; Two-piece
Fire Pots ; Automatic Gas Dampers ;
Cup Joints ; Large Double Feed Doors ;
Long-distance Draft Regulators ;
Easily Removable Grates.

? Have You Also Noticed ?

that Economy Furnaces possess all these merits.
This may seem a pretty big claim, but we
can make good. Moreover, they possess cer-
tain additional merits, some of which have
been described before, such as :

Air Blasts
Fewer Joints
One-piece Ash-Pits
Non-contracted Casings
Extensive Air Spaces around and between
Radiating Surfaces
Extra heavy metal throughout
Conveniently situated Water Pans
Thoroughly gas-tight Construction
Life-Long Endurance
Etc., Etc., Etc.

Consequently "Economy" Furnaces mean :—

Very well satisfied Customers
Steady increase in Business
Practically no repair bills
Much less coal used
Lots more warmth
Happier Homes

Why don't You Investigate?

Pease Foundry Co., Ltd., Toronto
Pease-Waldon Co., Ltd., Winnipeg



Paint and Oil Markets

TORONTO.

Toronto, June 26.—A hustling trade is being carried on in all branches of the local paint and oil markets. Continued warm weather has caused a large increase in the number of orders coming into the jobbers from retailers all over the province. Sorting orders in this market have increased wonderfully since the warm weather arrived and enabled retailers to greatly reduce their stocks of paints and oils.

White Lead—In good demand with prices very firm. The present tendency of the market is upward, on account of dry white lead and linseed oil both being scarce and high in price. Present prices are: Pure white, \$7.40; No. 1, \$7.15; No. 2, \$6.65; No. 3, \$6.40.

Red Lead—The demand continues to be fair. The following prices show no disposition to change: Genuine, in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50; No. 1, in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.25.

Paris Green—The warm weather has done much to increase the sale of this commodity, which formerly has moved but slowly. Sorting orders are now quite common, and from this time on the sale should steadily increase while the season lasts. Both English and Canadian paris green are still quoted at 29½c. base.

Petroleum—Shows no change in price and the demand continues steady. Present prices run as follows: Prime white, 13c; water white, 14½c; Pratt's astral, 18c.

Shellac—Continues to be in fair demand. There are no changes in last week's prices: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange), \$2.50.

Linseed Oil—The Canadian prices in this commodity are still very firm, though the market seems to have eased a trifle in England. This latter fact, however, can have no appreciable effect on the Canadian market because prices as quoted by the Dominion Linseed Oil Co. are already two cents lower than the prevailing English prices. The demand for oil continues strong at the following prices: Raw, 1 to 3 bbls, 71c.; 4 to 7 bbls., 70c.; 8 bbls. and over, 69c. Add 3 cents to this price for boiled oil f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

Turpentine—This market is still weak despite the herculean efforts of producers to keep up the price. At a meeting of the Producers' Association, held on Wednesday of last week, at which between two and three hundred of the largest producers of turpentine in the southern market were present, a resolution was unanimously passed to the effect that the Producers' Association purchase through an export house 10,000 barrels of turpentine a month for the next four months and store it in tanks at Jacksonville. This is a con-

LOOK

in our Trade Catalogue No. 10, page 33, and read on the sign

"Imperial Aluminum Paint Does It"

These five words put the story in a nutshell. It does anything Aluminum Paint is supposed to do, and does it so well, we, our agents and their customers are all satisfied.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE GUARANTEED WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

certed effort to keep up the price of turpentine during the summer months until the total product of the year will be brought to market some time in October. No one can say whether this scheme will be successful or not, but it

is very significant just now in showing the great efforts put forth by producers to keep up the price. The principal cause of the weakness of the market is due to the fact that a large number of substitutes have worked their way into

The Paint That Endures

The dealer who stocks inferior brands of paint might as well retire from business while he has a few dollars in the bank. There are several brands of paint worth recommending, but most Shrewd Dealers recommend

NEW ERA PAINT

because they have demonstrated its lasting qualities again and again. The fine lustre of freshly applied paint remains. But this is the feature of all Standard Paints and Varnishes.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR

ONTARIO

Repeat Orders Are Coming In

every day for

JAMIESON'S FLOOR ENAMEL

We have made it as perfect as we know how and do not believe it can be improved on at any price.

Order a small lot to try it. You will then know how pleasant it is to sell something really good for a floor. People will take the trouble to call back to tell you how well satisfied they are. They are doing it now as we know from many reports received.

Manufactured by

R. C. Jamieson & Co.
LIMITED

16-30 Nazareth St., - MONTREAL

Write for prices and show card.

Men who know, or ought to, declare that

Pearcy's Pure Prepared Paints

would be worth a dollar a drop—if the best paint were worth that.

OUR SPECIALTY

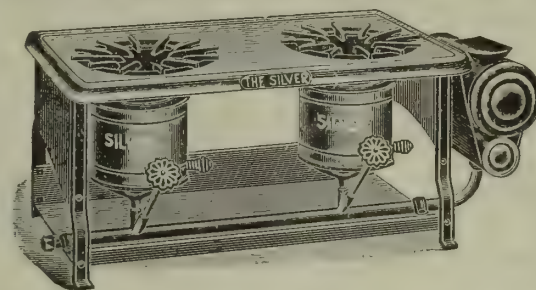
PROMPT DELIVERIES

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada



SILVER OR NEW OIL STOVES



We handle a full line of Gasoline and Oil Stoves. Hot plates for natural and artificial gas, also a complete line of ovens. Prices on application.

SOLD BY

E. T. WRIGHT & CO.
HAMILTON, ONT.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH,

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

the world's markets with a certain degree of success. Last week's prices still hold good, with one large firm quoting one cent lower than these prices: Single barrels, 85c.; two barrels and upwards, 84c. f.o.b. point of shipment, net 30 days; less than barrels, 5c. advance. Terms, 2 per cent., 30 days.

MONTREAL.

Montreal, June 28.—The continuance of the seasonable hot weather has led to an outcry for paint and painting supplies from all parts of the Dominion. Things are running along smoothly with the exception of the slight check administered by the strike of the Dominion Transport Co.'s teamsters last week. The strike was not of sufficient duration to affect the trade very much, as the congestion of freight which exists at all points is so serious that considerable pressure was brought to bear on the team-owners and the demands of the strikers had to be met with. Shipments were, therefore, checked only temporarily.

Sorting-up orders are plentiful considering the lateness of the season. Paris green prices are still high, and people are inclined to hesitate in buying at such prices.

Turpentine—Very scarce on the market, not because of any shortage at the source of supplies in Savannah, but because of the inability of the railroad companies to handle the supplies. There is a great congestion of freight at Jacksonville, and Canadian shipments are in many cases six and eight weeks late. We still quote 83c. per gallon.

Linseed Oil—The advances recorded last week are well maintained and large shipments are being made. We continue to quote: Raw, 1 to 4 barrels, 69c.; 5 to 9 barrels, 68c.; boiled, 1 to 4 barrels, 72c.; 5 to 9 barrels, 71c.

Ground White Lead — Exceedingly strong, both in the demand and in the prices quoted: Government standard, \$7.25; No. 1, \$6.90; No. 2, \$6.55; No. 3, \$6.30.

Dry White Zinc.—Prices are high and supplies are not over abundant. We quote: V.M. Red Seal, 7½c to 8c; Red Seal, 7c to 8c; French V.M., 6c to 7c; Lehigh, 5c to 6c.

White Zinc Ground in Oil—In some sections ground zinc is becoming very popular and is being largely used for the third or last coating; hence the good demand existing. Prices are firm and unchanged. Pure, 8½c.; No. 1, 7c.; No. 2, 5½c.

Putty—Grinders are endeavoring to catch up with the heavy call and would like to have good supplies ahead, as large quantities will be required during the coming autumn. Prices are firm and unchanged. Pure linseed oil, \$1.75 bulk, in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladder putty, in barrels, \$1.75.

Red Lead—This does not meet with excessive call, but there is no tendency to ease off in quotations, which may be termed extremely firm. Genuine red lead, in casks, \$6; in 1-lb. kegs, \$6.25; in less quantities, at \$7 per 100 lbs.; No. 1 red lead, casks, \$5.75; kegs, \$6; and smaller quantities, \$6.75.

Paris Green—The demand has experienced a decided strengthening and coun-

try travelers report the Colorado beetle to be on the warpath and as having a voracious appetite. Dealers will do well to look over their stocks without delay. Prices are unchanged.

Gum Shellac—Stocks are good; as also are shipments. Fine orange, 60c. per lb.; medium orange, 55c. per lb.; white (bleached), 65c.

Shellac Varnish—A strong enquiry exists for shellac and every class of varnish. Varnishes done up in small tins seem to be increasing in popularity. Pure white bleached shellac, \$2.80 to \$3.05; pure orange, \$2.60 to \$2.84; No. 1 orange, \$2.40 to \$2.64.

Petroleum—A fair demand prevails. Prices are unchanged: American prime white coal, 15c.; American water, 16½c.; Pratt's astral, 19½c. per gallon.

For additional figures see current quotations at back of paper.

SMALL WINDOW GLASS IN DEMAND.

A curious effect of the recent tendency toward the colonial style in architecture is the increased demand for small sizes of window glass. An American exchange says that "small single" is becoming very scarce and that it is difficult to procure it except at a decidedly advanced price. This is regarded as one of the redeeming features of the window glass market, which has been anything but satisfactory for some time past. It suggests that a prevailing style in architecture may become so pronounced as to affect the demand for certain sizes of glass or to change the customary methods of manufacture.

The call for small glass has been particularly noticeable during the season just closed. It is explained on the theory above quoted—that the usages of half a century ago in the construction of window sash are returning. To what extent this may be true we do not know, but it is generally accepted as explaining the demand for small sizes. Manufacturers, says one authority, formerly made very few boxes of the small-size glass because there was almost no demand for it, but now, so potent a thing is fashion even in architecture, that they can scarcely turn out enough of it.

SUPERIOR CANADIAN BRUSHES.

In a large eastern city a gentleman recently had the pleasure of having his attention called in a very striking way to the superiority of goods of Canadian manufacture. Happening to be in a boot-shining parlor the customer was informed by the young man who was wielding the brushes that the pair of brushes with which he had just shined the boots so nicely had been used constantly by him for over seven years. "I shine about nine thousand pairs of boots a year," said the bootblack, "and this pair of brushes have, therefore, done over sixty-three thousand pairs for me. Moreover," he said, "the fellow who was here before me had the brushes three or four years before I took the job." The customer's curiosity was aroused, and, looking at the brushes, he was delighted to find on each handle the name of the leading Canadian brush manufacturer. It is putting it mildly to say that the gentleman in question walked down street with a stronger faith than ever in Canadian goods.

"Japanese" Enamel White

is a hard-drying, high lustre Enamel of superior quality.

It has been sold and used with great success for the past 25 years.

The extensive demand this season for a

High Grade Interior Gloss White

for walls, woodwork, furniture, etc., has increased the sale of "Japanese" Enamel White all over Canada.

It is put up in attractive form, in convenient sizes, and is a good seller, proving eminently satisfactory wherever sold.

Try your trade with a few cases of "Japanese" Enamel White.

We manufacture "Japanese" Enamels in over thirty shades besides black and white.

BRANDRAM-HENDERSON,
LIMITED

MANUFACTURERS

Montreal, Halifax,
St. John, Winnipeg.

Window Glass

Come to us for all kinds of glass. Let us quote you on every specification. We have immense stocks in our large new warehouses.

Star Window Glass
Diamond Picture Glass
Double Diamond Glass
Colored Glass
Rolled Glass
Cathedral Glass
Wire Glass
Heavy 26 oz. 32 oz. Glass
and Glass of all kinds.

LET US QUOTE

A. RAMSAY & SON COMPANY

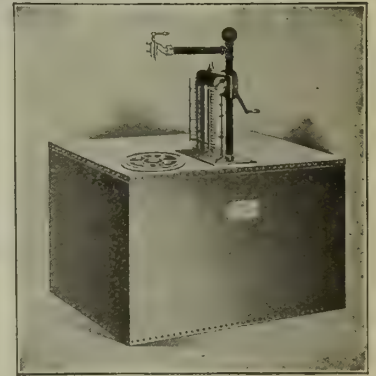
Glass
Dealers

MONTREAL

10 to 22
Inspector St.

Reduced Expenses Mean Increased Profits

A large part of your oil profits are eaten away by unnecessary expenses. Figure out how much more money you would make on your oils if you lost nothing by evaporation, dripping, leakage and careless handling, then you will know just what the Bowser Oil Tank is worth to you.



Cut 9—For Heavy Oils.

The Bowser Tank is the cheapest you can buy because it is the only one which means a saving instead of an additional expense.

Write us for catalog V describing our outfits and we will tell you more about the Bowser.

S. F. BOWSER & CO., Limited

66-68 Fraser Ave.

Toronto, Can.

BLANCHITE

We can supply you with the best **paints** and absolutely the finish **enamels** in Canada, also the only washable and practical cold water paint.

Our Three Star (XXX) White in paste form is superior to white lead in oil. It will not change color like white lead, and is cheaper, and has greater covering capacity. All our goods are double ground. These are big statements. Try our goods and be convinced.

THE BLANCHITE PROCESS PAINT CO., Limited

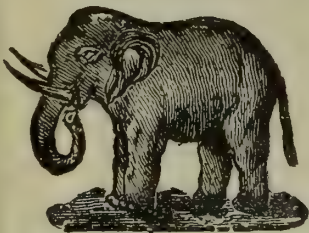
785 King Street West, TORONTO, ONT.

THE CANADA PAINT CO., Limited

Manufacturers

HIGH-GRADE PAINTS AND VARNISHES

READY MIXED PAINT LEADERS



ELEPHANT

This brand, well-known throughout Eastern Canada and for which a large Western demand has developed, is carried in stock and supplied to the trade of Alberta by

McFarlane & Northcott
CALGARY, ALTA.



The above is a view of our Winnipeg Elevator

in which is stored Flaxseed (grown in Western Canada) from which we crush in our own mills the purest and best Linseed Oil. This Oil is used in the manufacture of the "Elephant" and "Prism" ready mixed paints.



PRISM

This favorite brand is well-known to the trade of Western Canada and a complete assortment is always kept in stock by the

J.H. Ashdown Co.
CALGARY, ALTA.

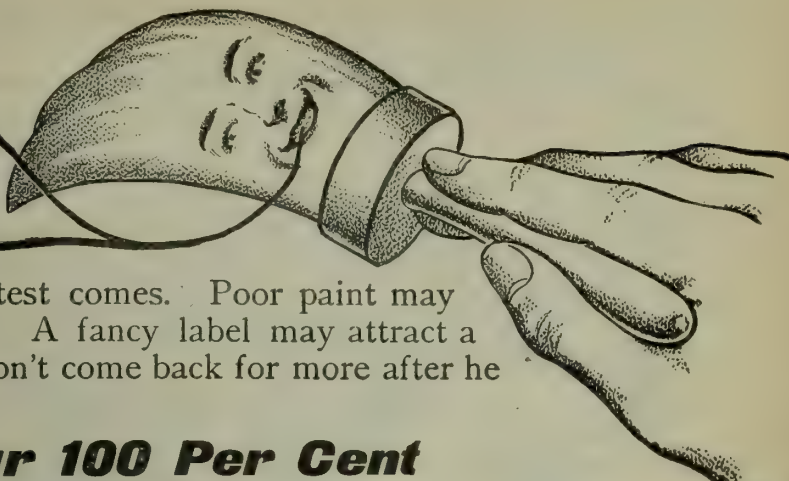
The CANADA PAINT CO., Limited

MONTREAL

WINNIPEG

TORONTO

In the Painters Hands



It's in actual use where the real test comes. Poor paint may look all right on the dealer's shelf. A fancy label may attract a customer, but depend upon it he won't come back for more after he has been fooled once.

Martin-Senour 100 Per Cent Pure Paint

stands right up to every test and makes good everytime. The quality is there in every can. Use it anywhere the result is the same. It is its own best argument and the dealer who sells Martin-Senour Paint never has to apologize for selling it to his customers. The next time they want paint they will ask for Martin-Senour. Write today for our special proposition to dealers.



The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector St., Montreal.

2514-2520 Quarry St. and Archer Ave., Chicago. (Est. 1878)

The Winnipeg Paint and Glass Co., Ltd.
Winnipeg.

The Maritime Paint and Varnish Co., Ltd.
Halifax, N. S.



100% Durability

A Dependable Paint

That's the sort of paint the shrewd dealer carries—a paint that he can recommend to his customers—a paint they can recommend to their friends—the paint that increases his business—that is

Ark Brand Paint

Ark Brand Paint is not manufactured any old way. The materials used are carefully analysed. Our methods are different. Hundreds of dealers declare right over their names that we have reduced paint making to an exact science. Ark Brand is just as good as the best material combined with the genius of the paint industry can make paint. Are you ignoring the popular demand for Ark Brand?

Have you Muresco Wall Finish on Hand ?

It is easily prepared and applied. It saves your time and makes your customers good friends. There is no other wall finish nearly as good. As a trade builder Muresco is unsurpassed.

BENJAMIN MOORE & CO., LIMITED

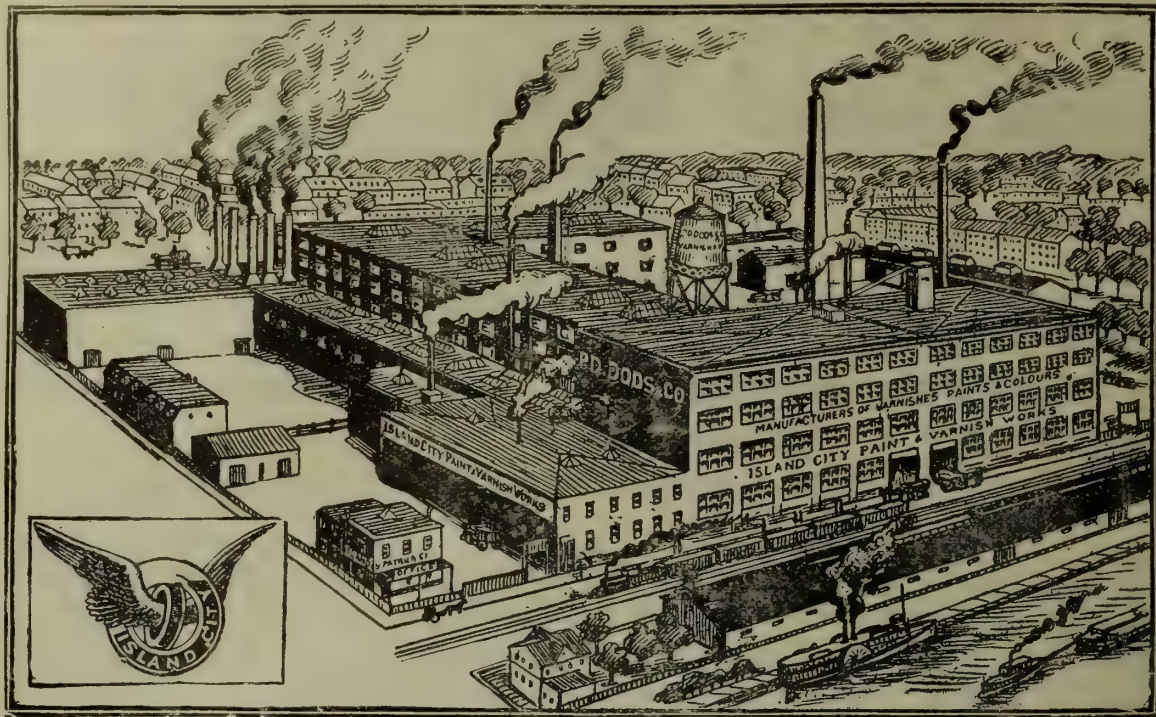
FORMERLY THE FRANCIS FROST CO., LIMITED

New York

TORONTO, CANADA

Chicago





THE HOME OF THE ISLAND CITY PAINT WORKS, MONTREAL

Island City Floor Paint Dries in Eight Hours

Island City House Paints

Made from the Purest Materials

Send for Sample Card showing 56 Colors

Coach Varnishes,
Railway Varnishes,
Furniture Varnishes,
Interior Varnishes,
Coach Colors,
Enamel Paints, Japans,

ISLAND CITY

Wood Stains,
Liquid Aluminum Bronze,
Liquid Gold Bronze,
Pure White Enamel for
Dipping or Brush Work,
Enamel Primer for
First Coating.

ISLAND CITY PURE WHITE LEAD.

PURE DECORATORS' LEAD.

OUR ISLAND CITY PURE WHITE PAINT is non-poisonous, and two coats cover as much as three coats of PURE LEAD.

✿ ✿ ✿ **PURE WHITE ZINC** ✿ ✿ ✿

THE HOUSE OF QUALITY. Known everywhere for reliability and promptitude.

Our system of advertising helps to sell the goods, and then they are all **backed by a guarantee.** What more do you want?

Do not forget the brand "ISLAND CITY." Nothing Pays Better.

P. D. DODS & CO.,

**TORONTO
VANCOUVER
MONTREAL**



DON'T SELL PAINT THAT IS CHEAP AND INFERIOR. The **Falcon Brand** for paints and varnishes, etc., means that they are not only good, but that they are the very **highest grade** that up-to-date paint making can produce.

There's good money in it for you.

Send us a sample order and we will prove our statement.

PHASANTITE

an ideal water paint.

FALCONITE

White Enamel of high-grade.

LACKERITE

Our new Varnish Stains in 12 colors.

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

L U C A S

PHILADELPHIA
BOSTON

NEW YORK
SAN FRANCISCO

CHICAGO

The Solidarity of Our Claims Proven

We guaranteed that every barrel of our **Varnish Turpentine** would do any work that spirits of turpentine would do and do that work better. We claimed that our **Varnish Turpentine** was free from benzine—**having a fire test 40 degrees higher than benzine.** It is infinitely safer than spirits of turpentine, and cannot leave sticky varnish. And now we reiterate and emphasize every claim we advanced for the superiority of our

VARNISH TURPENTINE

because scores of Canadian hardwaremen have proven to their satisfaction that we have not claimed enough for our product. We would like to convince you of the **all-goodness of our Varnish Turpentine.** Send for a barrel. Test it. Have your friend, the decorator, test it. If it doesn't live up to our claims—ship it back at our expense. **Is that a square deal?**

The Defiance Mfg. and Supply Co.

TORONTO

.

ONTARIO

WE Claim to give all round satisfaction to you and your customers.

BLACK DIAMOND Tarred Felt sells easily always.

When once used the satisfaction is established, because every part of the paper is alive with quality. All our lines have the same strong pulling power, and you should get after this trade in your district.

Our Brands:


**Black Diamond
Tarred Felt**
**Joliette and Cyclone
Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited,

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

**82 McGill St.
Montreal**

CURRENT MARKET QUOTATIONS.

June 28, 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 20 0 22
Hallett's 0 20

BOILER PLATES AND TUBES.

Plates, $\frac{1}{2}$ to $\frac{3}{4}$ inch, per 100 lb. 2 40 2 50
Heads, per 100 lb. 2 60 2 75
Tank plates, 3-16 inch 2 60 2 70
Tubes per 100 feet, 1 $\frac{1}{2}$ inch 3 25 3 50
" " 2 " 9 00 9 10
" " 2 $\frac{1}{2}$ " 10 50 11 00
" " 3 " 12 00 12 50
" " 3 $\frac{1}{2}$ " 15 00 16 00
" " 4 " 19 25 20 00

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c; Imperial Tough, 60c; White Brass, 50c; Metallico, 35c; Harris Heavy Pressure, 25c; Hercules, 25c; White Bronze, 15c; Star Frictionless, 14c; Aluminum, 10c; No. 4, 9c, per lb.
James Robertson Co.—Extra and genuine Monarch, 60c; Crown Monarch, 50c; No. 1 Monarch, 40c; King, 30c; Fleur-de-lis, 20c; Thurbur, 15c; Philadelphia, 12c; Canadian, 10c; hardware, No. 1, 15c; No. 2, 12c; No. 3, 10c, per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, 25 p.c. advance.
Sheets, 12 to 14 in. 0 30
Tubing, base, per lb 5-16 to 2 in. 0 33
Tubing, $\frac{1}{2}$ to 3-inch, iron pipe size. 0 31
" 1 to 3-inch, seamless. 0 36
Copper tubing, 6 cents extra.

COPPER.

Per 100 lb.
Lake ingots 25 50 26 00
Oasting ingot. 23 50 24 00
Out lengths, round, bars, $\frac{1}{2}$ to 2 in. 35 00
Plain sheets, 14 oz. 36 00
Plain, 16 oz., 14x48 and 14x60 35 00
Tinned copper sheet, base 38 00
Tinned base 43 00
Braziers (in sheets) 4x6 ft., 25
to 30 lb. each, per lb., base. 0 34 0 35

BLACK SHEETS.

Montreal. Toronto
8 to 10 gauge 2 70 2 75
12 gauge 2 70 2 75
14 " 2 50 2 60
17 " 2 50 2 60
18 " 2 50 2 60
20 " 2 50 2 60
22 " 2 55 2 65
24 " 2 55 2 70
26 " 2 65 2 85
28 " 2 70 3 00

CANADA PLATES.

Ordinary, 52 sheets 2 75 3 05
All bright 3 75 4 05
Galvanized—Dom. Crown. Ordinary.
18x24x52 4 45 4 35
" 60 4 70 4 60
20x28x80 8 90 8 70
" 96 9 40 9 20

GALVANIZED SHEETS. Colborne

B.W. Queen's Fleur. Gordon Crown
gauge Head de-Lis Crown Best
16-20 3 85 3 80 3 95
22-24 4 20 4 05 4 00 4 05
26 " 4 45 4 30 4 40 4 30
28 " 4 70 4 55 4 60 4 55
Less than case lots 10 to 25c. extra.
Apollo Brand.
24 gauge, American 3 85
26 " 4 10
28 " 4 55
10 $\frac{1}{2}$ oz. 4 85
25c. less for 1,000 lb. lots.

IRON AND STEEL.

Montreal. Toronto.
Middlesboro, No. 1 pig iron 21 50 24 50
Middlesboro, No. 3 pig iron 20 50 23 50
Summerlee, 25 50 24 50
" special " 24 50
" soft " 24 00
Carron 26 00
Carron Special 24 50
Carron Soft 24 00
Clarence, No. 3 21 50
Glenarnock, No. 1 27 00
Midland, Londonderry and
Hamilton, off the market
but quoted nominally at 26 00
Radnor, charcoal iron 32 00 34 00
Common bar, per 100 lb. 2 25 2 30
Forged iron 2 45
Refined " 2 60 2 70
Horseshoe iron 2 60 2 70
Hoop steel, $\frac{1}{2}$ to 3 in. base. 2 80
Sleigh shoe steel 2 25 2 30
Tie steel 2 40 2 50
Best sheet cast steel. 0 12
R. K. Morton "Alpha" high speed. 0 65
Colonial black diamond. 0 08 0 09
Sanderson's 0 08 0 45
Jessop's standard 0 14 0 14
" ark high speed 0 60 0 60
" Leonard brand 0 08 0 08
Jonas & Colver's tool steel. 0 10 0 20
Jowett & Sons B.P.L. tool steel 0 10 0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$45 00 \$46 00

TIN PLATES.

Charcoal Plates—Bright
M.L.S., Famous (equal Bradley) Per box.
I.C., 14 x 20 base 8 50
I.X., 14 x 20 " 8 00
I.X.X., 14 x 20 base 9 50
Raven and Vulture Grades—
I.C., 14 x 20 base 5 00
I.X. " 6 00
I.X.X. " 7 00
I.X.X.X. " 8 00
'Dominion Crown Best'—Double
Coated, Tissue. Per box.
I.C., 14 x 20 base 5 50 5 75
I.X., 14 x 20 " 6 50 6 75
I.X.X. " 7 50 7 75
'Allaway's Best'—Standard Quality.
I.C., 14 x 20 base 4 65 5 00
I.X., 14 x 20 " 5 40 5 75
I.X.X., 14 x 20 " 6 15 6 50
Bright Cokes.
Bessemer Steel—
I.C., 14 x 20 base 4 25 4 35
20x28, double box 8 50 8 70
Charcoal Plates—Terne.
Dean or J. G. Grade—
I.C., 20x28, 112 sheets 7 25 8 00
I.X., Terne Tin 9 50

Charcoal Tin Boiler Plates.

Cookley Grade
X.X., 14x56, 50 sheet box. 7 50
" 14x60, " }
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge. 8 50
" 26 " 9 00

LEAD.

Imported Pig, per 100 lb. 5 45 5 60
Bar, 5 75 6 00
Sheets, 2 $\frac{1}{2}$ lb. sq. ft., by roll 6 50
Sheets, 3 to 6 lb. 6 25
Cut sheets 4c. per lb., extra.

SHEET ZINC.

5-cwt. casks 7 75 8 00
Part casks 8 00 8 25

ZINC SPELTER.

Foreign, per 100 lb 6 75 7 00
Domestic 6 50 6 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch. 0 06
" 1 to 17-16 " 0 05
17-16 to 3 " 0 05
30 per cent.

OLD MATERIAL.

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 18 0 18 $\frac{1}{2}$
Light copper. 0 16 0 16
Heavy red brass. 0 16 0 16
" yellow brass. 0 14 0 14
Light brass. 0 10 $\frac{1}{2}$ 0 10
Tea lead. 0 04 0 04 $\frac{1}{2}$
Heavy lead. 0 04 $\frac{1}{2}$ 0 04 $\frac{1}{2}$
Scrap zinc. 0 04 0 04
No. 1 wrought iron 15 50 11 50
" 2 6 00 6 00
Machinery cast scrap 18 00 17 00
Stove plate. 13 00 12 50
Malleable and steel 8 00 8 50
Old rubbers 0 10 $\frac{1}{2}$ 0 09 $\frac{1}{2}$
Country mixed rags, 100 lbs. 1 10 1 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 57 $\frac{1}{2}$ per cent.
Cushion work, discount 40 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60
per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves,
45; Standard, 55 per cent.
Kerr standard globes, angles and checks,
special, 42 $\frac{1}{2}$ per cent.; standard, 47 $\frac{1}{2}$ p.c.
Kerr Jenkins' disc, copper-alloy disc and
heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-
opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves,
40; straightway valves, I.B.H.M., 60.
J.M.T. Radiator Valves 50; Standard, 60;
Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application
to Jenkins' Bros., Montreal.
No. 1 compression bath cock. net 2 00
No. 4 " 1 90
No. 7 Fuller's " 2 25
No. 4 $\frac{1}{2}$ " 2 35
Patent Compression Cushion, basin
cock, hot and cold, per doz., \$16.20
Patent Compression Cushion, bath
cock, No. 2208 2 25
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine 25.00
BOILERS—COPPER RANGE.
Copper, 30 gallon, \$33, 15 per cent.
BOILERS—GALVANIZED IRON RANGE.
30-gallon, Standard, \$5; Extra heavy, \$7.75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, \$1; 18x30, \$1; 18x36, \$1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Com-
pany Jan. 3, 1907, shows an advance of 10 per
cent. over previous quotations.

ENAMELED CLOSETS AND URINALS
Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—40 to 70 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 per cent.
Hot Water Radiators—50 to 55 p.c.
Steam Radiators—50 to 55 per cent.
Wall Radiators and Specials—50 to 55 p.c.

LEAD PIPE.

Lead Pipe, 7c. per pound, net list.
Lead waste, 8c. per pound, net list.
Caulking lead, 6c. per pound.
Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.) Black. Galvanized
inch. 2 31 inch. 3 14
" 2 31 " 3 14
" 2 81 " 3 06
" 3 80 " 4 95
" 5 45 " 7 10
" 7 43 " 9 68
" 8 91 " 11 61
" 11 88 " 15 48
" 18 98 " 24 73
" 24 92 " 32 47
" 31 35 " 40 85
" 35 64 " 46 44
Malleable Fittings—Canadian discount 30 per
cent.; American discount 25 per cent.
Cast Iron Fittings 57 $\frac{1}{2}$; Standard bushings
57 $\frac{1}{2}$; headers 57 $\frac{1}{2}$; flanged unions 57 $\frac{1}{2}$; malle-
able bushings 55; nipples, 70 and 10;
malleable lipped unions, 55 and 5 p.c.

SOIL PIPE AND FITTINGS.

Medium and Extra heavy pipe and fittings,
up to 6 inch, 60 and 10 to 70 per cent.
7 and 8-in. pipe, 40 and 5 per cent.
Light pipe, 50 p.c.; fittings, 50 and 10 p.c.

OAKUM.

Plumbers per 100 lb. 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

1-lb. to 1 $\frac{1}{2}$ per lb. 0 45 $\frac{1}{2}$ 0 43

2-lb. or over 0 42 $\frac{1}{2}$ 0 46

SOLDER.

Per lb. Montreal Toronto

Bar, half-and-half, guaranteed 0 25 0 26

Wiping 0 22 0 23

PAINTS, OILS AND GLASS.

BRUSHES.

Paint and household, 70 per cent.

CHEMICALS.

In casks per lb.

Sulphate of copper (bluestone or blue vitrol) 0 09

Litharge, ground 0 06

" flaked 0 06 $\frac{1}{2}$

Green copersas (green vitrol) 0 01

Sugar of lead 0 08

Lump olive 0 01 $\frac{1}{2}$

COLORS IN OIL.

Venetian red, 1-lb. tins pure. 0 08

Chrome yellow " 0 15

Golden ochre " 0 10

French " 0 08

Marine black " 0 04 $\frac{1}{2}$

Chrome green " 0 09

French permanent green " 0 13

Signwriters' black " 0 15

Clauss Dressmakers' Shears

Clauss Brand—Fully Warranted

This Shear is made after the pattern "TAILORS' SHEARS" and is just the thing long wanted by the dressmakers.

Manufactured by our Secre Process. Write for Discounts.



The Clauss Shear Co., :: :: Toronto, Ont.

ENAMELS.		
Subway brand	1 90	2 00
Decorative	4 20	4 31
GLUE.		
Domestic sheet	0 10	0 10 1/2
French medal	0 12	0 12 1/2

PARIS GREEN.		
600-lb. caak	0 27 1/2	0 27 1/2
250-lb. drums	0 27 1/2	0 27 1/2
100-lb. "	0 28 1/2	0 28 1/2
50-lb. "	0 28 1/2	0 28 1/2
1-lb. pkgs, 100 in box	0 29 1/2	0 29 1/2
1/2-lb. "	0 31 1/2	0 31 1/2
1-lb. tins, 100 in box	0 30 1/2	0 31 1/2
1/2-lb. bag	0 32 1/2	0 32 1/2

PARIS WHITE.		
In bbls	0 90	
PIGMENTS.		
Orange mineral, casks	0 08	
100-lb. kegs	0 08 1/2	

PREPARED PAINTS.		
Pure, per gallon, in tins	1 30	
Second qualities, per gallon	1 15	
Earn (in bbls.)	0 85	
Sherwin-Williams'	1 55	
Canada Paint Co.'s pure	1 25	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
" British Navy deck	1 50	
Brandram-Henderson's "English"	1 45	
Ramsay's paints, Pure, per gal.	1 30	
" Thistle	1 10	
Martin-Senour's 100 p.c. pure	1 55	
Senour's Floor Paints	1 25	
Jamieson's "Crown and Anchor"	1 20	
Jamieson's floor enamel	1 25	
Blanchi e preservative and floor 15	1 50	
Sanderson Percy's, pure	1 20	
Robertson's pure paints	1 20	

PUTTY.		
Bulk in bbls	1 50	
Bladders in bbls	1 80	
25-lb. tins	1 85	
Bladders in bulk or tins less than 100 lb.	1 90	
Bulk in 100-lb. irons	1 75	

SHINOLE STAINS.		
In 5-gallon lots	0 75	0 80

SHELLAC.		
White, bleached	0 65	
Fine orange	0 80	
Medium orange	0 55	

TURPENTINE AND OIL.		
Prime white petroleum	0 13	
Water white	0 15	
Pratt's astral	0 15	
Castor oil	0 08	0 10
Gasoline	0 22 1/2	
Benzine, per gal.	0 17	0 20
Turpentine, single barrels	0 83	0 85
Linseed Oil, raw	0 69	0 71
" boiled	0 72	0 74

WHITE LEAD GROUND IN OIL.		
Canadian pure	7 15	7 40
No. 1 Canadian	6 80	7 15
Munro's Select Flake White	7 40	
Elephant and Decorators' Pure	7 40	
Monarch	7 40	
Standard Decorator's	7 40	
Essex Genuine	6 80	
Brandram's B. B. Genuine	8 70	
" Anchor," pure	7 40	
Ramsay's Pure Lead	7 00	
Ramsay's Exterior	6 65	
Crown and Anchor, pure	6 50	
Sanderson Percy's	7 40	
Robertson's O.P. lead	7 20	

WHITE AND RED DRY LEAD.		
Canadian, 580 lb. casks, per cwt	6 75	6 00
Guine, 100 lb. kegs, "	7 50	6 50
No. 1, 560 lb. casks, per cwt	6 25	5 75
No. 1, 100 lb. kegs, per cwt	7 00	6 00

WINDOW GLASS.		
Size United		
Inches	Star	Double
Under 26	\$4 25	\$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50

95 to 100	20 50	
101 to 105	24 00	
106 to 110	27 50	
Discount—16-oz., 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.		

WHITING.		
Plain, in bbls	0 70	
Gilders bolted in bands	0 90	

WHITE DRY ZINC.		
Extra Red Seal, V.M.	0 07 1/2	0 08

WHITE ZINC IN OIL.		
Pure, in 25-lb. irons	0 08 1/2	
No. 1	0 07	
No. 2	0 05 1/2	

VARNISHES.		
In 5-gal. lots.	Per gal.	cans.
Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 15	
" No. 1	0 90	
" union	0 80	
Light oil finish	1 40	
Gold size japan	1 80	
Brown japan	0 95	
No. 1 brown japan	0 95	
Baking black japan	1 35	
No. 1 black japan	0 90	
Benzine black japan	0 70	
Crystal Damar	2 80	
No. 1	2 50	
Pure asphaltum	1 40	
Lightning dry	1 50	
Elastolite varnish, 1 gal. each	2 00	
Granite floor varnish, per gal.	2 50	
Maple Leaf coach enamels; size 1	1 20	
Sherwin-Williams' kapal varnish, gal.	2 50	
Canada Paint Co.'s sun varnish	2 00	
" Kyanize " Interior Finish	2 40	
" Flint Lac," coach	1 80	
B.H. Co.'s "Gold Medal," in cases	2 00	
Jamieson's Copalene, per gal.	2 00	

BUILDERS' HARDWARE.		
BELLS.		
Brass hand bells, 60 per cent.		
Nickel, 55 per cent.		
Gongs, Sergeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40
Peterboro' door bells, discount 37 1/2 and 10 per cent. off new list.		
BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.	2 25	
Ready roofing, 2-ply, not under 45 lb. per roll	1 00	
Ready roofing, 3-ply, not under 65 lb. per roll	1 25	
Carpet Felt	60 00	
Heavy Straw Sheathing	40 00	
Dry Surprise	0 49	
Dry Sheathing	0 45	
Tar	0 45	
Dry Fibre	0 55	
Tarred Fibre	0 65	
O. K. & I. X. L.	0 70	
Resinized	0 45	
Oiled Sheathing	1 00	
Oiled	0 70	
Roof Coating, in barrels	0 17	
Roof	0 25	
Refined Tar	5 00	
Coal Tar	4 00	
Coal Tar, less than barrels	0 15	
Roofing Pitch	0 80	
Slate's felt	0 70	
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50	

BUTTS.		
Wrought Brass, net revised list.		
Wrought Iron, 70 per cent.		
Cast Iron Loose Pin, discount 60 per cent.		
Wrought Steel Fast Joint and Loose Pin, 70 per cent.		

CEMENT AND FIREBRICK.		
Canadian Portland	2 00	2 10
Belgium	1 60	1 90
White Bros. English	1 80	2 05
" Lafarge," cement in wood	3 40	
" Lehigh " cement, in wood	2 50	

KNOBBS.		
Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	2 75	3 25
Bronze, Genuine	6 00	9 00
Shutter, porcelain, F. & L.		
screw	1 30	2 00
White door knobs	2 00	
Peterboro knobs, 37 1/2 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.		
Lock, Canadian dis. 40 to 40 and 10 per cent.		
Cabinet trunk and padlock		
American	0 60	
LOCKS.		
Peterboro, 37 1/2 and 10 per cent.		
Russell & Erwin, steel rim \$2.50 per doz		
Eagle cabinet locks, discount 30 per cent.		
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.		

SAND AND EMERY PAPER.		
B. & A. sand, discount, 35 per cent.		
Emery, discount 35 per cent.		
Garnet (Burton's) 5 to 10 per cent. advance		

SASH WEIGHTS.		
Sectional	2 00	2 25
Solid	1 50	1 75
SASH CORD.		
Per lb.	0 31	

BLIND AND BED STAPLES.		
All sizes per lb.	0 07 1/2	0 10

"Lehigh" cement, cotton sacks	2 39	
"Lehigh" cement, paper sacks	2 31	
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	4 95	
Paving Blocks per 1,000		
Blue metallic, 9"x4 1/2"x3", ex wharf	35 00	
Stable pavers, 12"x8"x2", ex wharf	50 00	
Stable pavers, 9"x4 1/2"x3", ex wharf	36 00	

DOOR SETS.		
Peterboro, 37 1/2 and 10 per cent.		
DOOR SPRINGS.		
Torrey's Rod	1 75	
Coil, 9 to 11 in.	0 85	1 65
English	2 00	4 00
Chicago and Reliance Coil 25 per cent.		

STORE DOOR HANDLES.		
Per Dozen	1 00	1 50

ESCUOTHEONS.		
Discount 50 and 10 per cent., new list		
Peterboro, 37 1/2 and 10 per cent.		

ESCUOTHEON PINS.		
Iron, discount 40 per cent.		
Brass, 45 per cent.		

HINGES.		
Blind, discount 60 per cent.		
Heavy T and strap, 4-in., per lb. net	0 06	
" " 5-in.	0 05 1/2	
" " 6-in.	0 05 1/2	
" " 8-in.	0 05 1/2	
" " 10-in. and larger	0 05	

Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	4 65	
over 12 in.	3 65	
Spring, No. 20, per gro. pairs	10 80	
Spring, Woodruff pattern, per gro. No. 5, \$17.50 No. 10, \$18; No. 20, \$10.80; No. 12 \$20; No. 51, \$10; No. 50, \$27.50.		
Crate hinges and back flaps, 65 and 5 p.c.		
Hinge hasps, 65 per cent.		

SPRING HINGES.		
Chicago Spring Butts and Blanks 12 1/2 percent.		
Triple End Spring Butts, 30 and 10 per cent.		
Chicago Floor Hinges, 37 1/2 and 5 off.		
Garden City Fire House Hinges, 12 1/2 p.c.		

CAST IRON HOOKS.		
Bird cage	0 50	1 10
Clothes line, No. 61	0 00	0 70
Harness	0 60	12 00
Hat and coat	1 10	10 00
Chandelier	0 50	1 00
Wrought hooks and staples—		
1/2 x 5	2 65	
5-16 x 5	3 30	

Bright steel gate hooks and staples, 40 p.c.		
Hat and coat wire, discount 62 1/2 per cent.		
Screw, bright wire, discount 65 per cent.		

FILES AND RASPS.		
Great Western	75	per cent.
Arcade	75	"
Kearney & Foot	75	"
Disston	75	"
American	75	"
J. Barton Smith	75	"
McClellan	75	"
Eagle	75	"
Nicholson	65 1/2	"
Globe	75	"
Black Diamond, 40, 10 and 5 p.c.		
Jowitt's, English list, 27 1/2 per cent.		

Gauges.		
Stanley's discount 50 to 60 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33	1 65	2 40

HAMMERS.		
Maydole's, discount 5 to 10 per cent.		
Canadian, discount 25 to 27 1/2 per cent.		
Magnetic tack	1 10	1 20
Canadian sledge	0 07	0 18 1/2
Canadian ball pen, per lb.	0 22	0 35

WROUGHT STAPLES.		
Galvanized	2 75	
Plain	2 50	
Coopers', discount 45 per cent.		
Poultry netting staples, discount 40 per cent.		
Bright spear point, 75 per cent. discount.		

Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.

CAST IRON HOOKS.

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42 1/2 per cent.	
Shingle, Red Ridge 1, per doz.	4 40
" 2, " " " " " "	4 80
Barrel Underhill.	5 06

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters, hickory, " "	1 25	3 75
Lignum Vitae, " " "	3 85	5 00
Caulking, each " "	0 80	2 00

MATTOCKS.

Canadian.....per doz.	5 50	6 00
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MEAT CUTTERS.

German, 15 per cent.	
American discount, 3 3/4 per cent.	
Gem.....each	1 15

NAIL PULLERS.

German and American.....	0 85	2 50
No. 1.....	0 85	
No 1575.....	0 75	

NAIL SETS.

Square, round and octagon, per gross	3 38
Diamond.....	1 00

POCKETS.

Per dozen.....	6 00	9 00
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PLANES.

Wood bench, Canadian discount 40 per cent.	
American discount 25 per cent.	
Wood, fancy Canadian or American 3 7/8 to 40 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices.	

PLANE IRONS.

English	per doz.	2 00	5 00
Stanley 2 1/2 inch single 24c. double 39c.			

FLIERS AND NIPPERS.

PLIERS AND NIPPERS.		
Button's genuine, 37½ to 40 per cent.		
Button's imitation....per doz.	5 00	9 00
Berg's wire fencing.....	1 72	5 50

PUNCHES.

Saddlers.....per doz.	1 00	1 85
Conductors'.....	3 00	15 00
Ringers, solid.....per set	0 72	
" hollow.....per inch	1 00	

RIVET SETS.

Canadian, discount 35 to 37 1/2 per cent.	
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RULES.

Boxwood, discount 70 per cent.	
Ivory, discount 20 to 25 per cent.	

SAWS.

SAWS.		
Atkins, hand and crosscut, 25 per cent.		
Diaston's Hand, discount 12 1/2 per cent.		
Diaston's Crosscut.....per foot	0 35	0 55
Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century \$6.25; buck No. 1 Maple Leaf, \$5.25; buck, Happy Medium \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.		

SAW SETS.

Lincoln and Whiting.....	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets.....	7 50
Maple Leaf and Premiums saw sets, 40 off.	
S. & D. saw swages, 40 off.	

SCREW DRIVERS.

Sargent's.....per doz.	0 65	1 00
North Bros., No. 30.....per doz.	16 80	

SHOVELS AND SPADES.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.)	\$18 50
(Hollow Back)	(Reinforced S Scoop.)
Moose.....	\$17 50
Bear.....	15 00
Fox.....	12 50
Black Cat....	10 00

SQUARES.

Iron, discount 20 per cent.	
Steel, discount 65 and 10 per cent.	
Try and Bevel, discount 50 to 52 1/2 per cent.	

TAPE LINES.

English, ass skin.....per doz.	2 75	5 00
English, Patent Leather.....	5 50	9 75
Chesterman's.....each	0 90	2 85
steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Diaston's, discount 10 per cent.	
S. & D. discount.....per cent.	
Berg's, brick, 924x11.....	4 00
pointing, 924x5.....	2 10

FARM AND GARDEN GOODS.

BELLS.

BELLS.		
American cow bells, 63½ per cent.		
Canadian, discount 45 and 50 per cent.		
American, farm bells, each . .	1 35	3 00

BULL RINGS.

Copper, \$2.00 for 2 1/2-inch	
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CATTLE LEADERS.

Nos. 32 and 33.....per gross	7 50	8 50
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BARN DOOR HANGERS.

Steel barn door.....	8 00	10 00
Stearns wood track.....	4 50	6 00
Zenith.....	5 00	6 00
Acme, wood track.....	5 00	6 50
Atlas.....	5 00	6 00
Perfect.....	8 00	11 00
New Milo.....	6 50	
Steel, covered.....	4 00	11 00
“ track, 1 x 3-16 in (100 ft).....	3 75	
“ 1 1/2 x 3-16 in (100 ft).....	4 75	
Double strap hangers, doz. sets.....	6 40	
Standard jointed hangers, “.....	6 40	
Steel King hangers.....	6 25	
Storm King and safety hangers.....	7 00	
“ rail.....	4 25	
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.....		

HARVEST TOOLS.

Discount 60 per cent.	
S. & D. lawn rakes, Dunn's, 40 off.	
" sidewalk and stable scrapers, 40 off.	

HAY KNIVES.

Net list	
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HEAD HALTERS.

Jute Rope, 1-inch.....per gross	9 00
" " " " " "	10 00
" " " " " "	12 00
Leather, 1-inch.....per doz.	4 00
Leather, 1 1/2 ".....	5 20
Web.....	2 45

HOES.

Garden, Mortar, etc., discount 60 per cent.		
Planter.....per doz.	4 00	4 50

LAWN MOWERS.

Low wheel, 12, 14 and 16-inch.....	\$2 30
9-inch wheel, 12-inch.....	2 85
" " " " " "	3 00
" " " " " "	3 12 1/2
High wheel, 12 ".....	4 05
" " " " " "	4 25
" " " " " "	4 50

SCYTHES.

Per doz. net.....	6 25	9 25
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SCYTHE SNATHS.

Canadian, discount 40 per cent.	
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SNAPS.

Lock, Andrews'	4 50	11 00
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STABLE FITTINGS.

Warden King, 35 per cent.	
Dennis Wire & Iron Co., 33 1/2 p.c.	

WOOD HAY RAKES.

Ten tooth, 40 and 10 per cent.	
Twelve tooth, 45 per cent.	

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10 1/2
Hay Budden, 80-lb. and over.....	0 09 1/2
Brook's, 80-lb. and over.....	0 11 1/2
Taylor-Forbes, handy.....	0 05
Columbia Hardware Co., per lb.....	0 09 1/2

VISES.

Wright's.....	0 13 1/2
Berg's, per lb.....	0 12 1/2

Brook's.....	0 12 1/2
Pipe Vise, Hinge, No. 1.....	3 50
" " " " " " " " " " " "	5 50
Saw Vise.....	4 50
Blacksmiths' (discount) 60 per cent.	
" parallel (discount) 45 per cent.	

BOLTS AND NUTS.

Carriage Bolts, common (\$1 list	Per cent.
" " " " " " " " " " " "	60, 10 and 10
" " " " " " " " " " " "	55 and 5
" " " " " " " " " " " "	50
Machine Bolts, 1/2 and less.....	60 and 10
Machine Bolts, 7-16 and up.....	55 and 5
Plough Bolts.....	55 and 10
Blank Bolts.....	55
Bolt Ends.....	55
Sleigh Shoe Bolts, 1/2 and less.....	60 and 10
" " " " " " " " " " " "	50 and 5
Coach Screws, cone-point.....	70 and 5
Nuts, square, all sizes, 40 per cent. off.	
Nuts, hexagon, all sizes, 40 per cent. off.	
Stove Rods, per lb., 5 1/2 to 60.	
Stove Bolts, 75 per cent.	

CHAIN.

Proof coil, per 100 lb. 1/2 in., \$6.00; 5-16 in., \$4.85; 1 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; 1 1/2 in., \$3.60; 1 in., \$3.45; 1 in., \$3.40.	
Haider, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.	

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 5 per cent.	
" " brand, 5 1/2 per cent. off list.	
Capewell brand, quotations on application.	

HORSESHOES.

M.R.M. brand: iron, light and medium No. 1 and smaller, \$3.90; No. 2 and larger, \$3.65; snow pattern, No. 1 and smaller \$4.15; No. 2 and larger, \$3.90; "X L" new light steel, No. 1 and smaller, \$4.25; No. 2 and larger, \$4; "X L" featherweight steel, No. 0 to 4, \$5.60; toe-weight, all sizes, \$8.85. F.o.b. Montreal. Extras for packing.	
Belleville brand: No. 0 and 1, light and medium iron, \$3.90; snow, \$4.15; light steel, \$4.25; No. 2 and larger, light and medium iron, \$3.65; snow, \$3.90; light steel, \$4. F.o.b. Belleville. Two per cent., 30 days.	

HORSE WEIGHTS.

NAILS.		Out.	Wire.
2d.....		4 00	3 50
3d.....		3 15	3 20
4 and 5d.....		2 90	2 90
6 and 7d.....		2 80	2 80
8 and 9d.....		2 65	2 65
10 and 12d.....		2 60	2 60
16 and 20d.....		2 55	2 55
30, 40, 50 and 60d (base).....		2 50	2 50
F.o.b. Montreal. Cut nails, Toronto 20c. higher.			

Miscellaneous wire nails, discount 75 per cent	
Coopers' nails, discount 40 per cent.	

PRESSED SPIKES.

Pressed spikes, 1/2 diameter, per 100 lbs \$3.15	
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RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, discount 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 15 p.c.	
Copper Burrs only, net list.	
Extras on Coppered Rivets, 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.	
Tinned Rivets, net extra, 4c. per lb.	

SCREWS.

Wood, F. H., bright and steel, 8 1/2 per cent.		
" R. H., bright, dis. 8 1/2 per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., " dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., " dis. 70 per cent.		
Drive Screws, dis. 8 1/2 per cent.		
Bench, wood, per doz.	3 25	4 00
" iron, "	4 25	5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.	
Felister head, iron, discount 30 per cent.	
" " brass, discount 25 per cent.	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 5; tinned, 80 and 10; (in kegs), 40; out tacks, blued, in dozens only, 75 and 10; 1/2 weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 11; dozens, 75; Swedes, upholsterers', bulk, 85 and 12 1/2; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12 1/2; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails 3); trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned, 85; chair nails, 35; patent brads, 4; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 10; tufting buttons, 20 line in dozens only, 60; zinc glaziers' points; 5; double pointed tacks, papers, 90 and 1; double pointed tacks, bulk, 40; clinch and duck rivets, 4; cheese box tacks, 85 and 5; trunk tacks, 80 and 10.	
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WROUGHT IRON WAHERS.

Canadian make, discount 40 per cent.	
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SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.R. caps, 50 and 1/2 per cent.; Rim Fire B.B. Round Caps, 60 and 2 1/2 per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7 1/2 p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.	
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LOADED SHELLS.

"Crown" Black Powder, 15 and 10 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.	
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EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.	
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WADS.

per lb.	
Best thick brown or grey felt wads, in 1-lb. bags.....	\$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges.....	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.....	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge.....	0 60
9 and 10 gauges.....	0 70
and 8 ".....	0 90
5 and 6 ".....	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
---	--

11 and smaller gauge.....	1 15
9 and 10 gauges.....	1 40
7 and 8 ".....	1 55
5 and 6 ".....	1 90

SHOT.

Ordinary drop shot, A.A.A. to dust \$7.50 per 100 lbs. Discount 5 per cent; cash discount 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 4, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; "O.M. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.	
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TR

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

CUTLERY AND SILVER-WARE.

RAZORS.	per doz.
Elliot's	4 00 18 00
Boker's	7 50 11 00
" King Cutter	13 50 18 50
Vade & Butcher's	8 50 10 50
Lewis Bros. "Klean Cutter"	7 50 20 00
Henckel's	7 50 20 00
Berg's	7 50 20 00
Clauas Razors and Straps, 50 and 10 per cent	
KNIVES.	
Farriers-Stacey Bros., doz.	3 50
PLATED GOODS.	
Hollowware, 40 per cent. discount.	
Flatware, staples, 40 and 10, fancy, 40 and 5.	
Hutton's "Cross Arrow" flatware, 47½.	
"Singapore" and "Alaska" Nevada silver flatware, 42 p.c.	
SHEARS.	
Clauas, nickel, discount 60 per cent.	
Clauas, Japan, discount 67½ per cent.	
Clauas, tailors, discount 40 per cent.	
Seymour's, discount 50 and 10 per cent	
Berg's	6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.	
Woodyatt Hudson, per doz., net	4 50
BIRD CAGES.	
Brass and Japanned, 40 and 10 p.c.	
COPPER AND NICKEL WARE.	
Copper boilers, kettles, teapots, etc. 30 p.c.	
Copper pitta, 20 per cent.	
ENAMELED WARE.	
White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 p.c.	
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Japanned ware, discount 45 per cent.	
Hollow ware, tinued cast, 35 per cent. off.	

KITCHEN SUNDRIES.	
Can openers, per doz.	0 40 0 75
Mincing knives per doz.	0 50 0 80
Duplex mouse traps, per doz.	0 65
Potato mashers, wire, per doz.	0 60 0 70
" wood	0 50 0 60
Vegetable slicers, per doz.	2 25
Universal meat chopper No. 1.	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 per cent.	
Star Al chopper 5 to 32	1 35 4 10
" 100 to 103	1 35 2 00
Kitchen hooks, bright	0 62½

LAMP WICKS.	
Discount, 60 per cent.	
LEMON SQUEEZERS.	
Porcelain lined, per doz.	2 20 5 60
Galvanized	1 87 3 85
King, wood	2 75 2 90
King, glass	4 00 4 50
All glass	0 50 0 90

METAL POLISH.	
Tandem metal polish paste	6 00
PICTURE NAILS.	
Porcelain head	1 35 1 50
Brass head	0 40 1 00
Tin and gilt, picture wire, 75 per cent.	

SAD IRONS.	
Mrs. Potts, No. 55, polished, per set ..	0 80
" No. 50, nickel-plated, ..	0 72
Common, plain, ..	4 50
plated ..	5 50
Asbestos, per set ..	1 50

TINWARE.

CONDUCTOR PIPE.	
2-in. plain or corrugated, per 100 feet, \$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45; 6 in., \$9.90.	
FAUCETS.	
Common, cork-lined, discount 35 per cent.	
NAVETROUGHS.	
10-inch	per 100 ft. 3 30
Discount off revised list, 35 per cent.	
Milk can trimmings, discount 25 per cent.	
Creamery Cans, 45 per cent	

LANTERNS.

No. 2 or 4 Plain Cold Blast, ... per doz.	6 50
Lift Tubular and Hinge Plain, ..	4 75
No. C, safety	4 00
Better quality at higher prices.	
Japanning, 50c. per doz. extra.	
Prism globes, per doz., \$1.20.	

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal., per dozen	10 92
Davidson oilers, discount 40 per cent.	
Zinc and tin, discount 50 per cent.	
Coppered oilers, 20 per cent. off.	
Brass oilers, 50 per cent. off.	
Malleable, discount 25 per cent	

PAIS (GALVANIZED).

Dufferin pattern pails, 45, per cent.	
Flaring pattern, discount 45 per cent.	
Galvanized washtubs 40 per cent.	
PICKED WARE.	
Discount 35 per cent off list, June, 1899.	
10-qt. flaring sap buckets, discount 35 per cent.	
6, 10 and 14-qt. flaring pails, dis. 35 per cent.	
Copper bottom tea kettles and boilers, 30 p.c.	
Coal hods, 40 per cent.	

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.	
Retinued, 72½ per cent. revised list.	
SAP SPOUTS.	
Bronzed iron with hooks, ... per 1,000	
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91	
7 inch	8 18
Nestable, discount 40 per cent.	
STOVEPIPE ELBOWS.	
5 and 6-inch, common, ... per doz.	1 32
7-inch	1 48
Polished, 15c. per dozen extra.	

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.	
TINNERS' SNIPS.	
Per doz.	3 00 15
Clauas, discount 35 per cent.	
TINNERS' TRIMMINGS.	
Discount, 45 per cent.	

WIRE.

ANNEALED OUT HAY BAILING WIRE.	
No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.	
BRIGHT WIRE GOODS.	
Discount 20 per cent.	
CLOTHES LINE WIRE.	
7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$2.80; No. 19, \$2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.	
COILED SPRING WIRE.	
High Carbon, No. 9, \$2.95; No. 11, \$3.50; No. 12, \$3.20.	
COPPER AND BRASS WIRE.	
Discount 37½ per cent.	

BRIGHT WIRE GOODS
Discount 20 per cent.

CLOTHES LINE WIRE.

7 wire solid line, No. 17. \$4.90; No. 18, \$3.00; No. 19, \$2.70; 8 wire solid line, No. 17, \$4.45; No. 18, \$2.80. No. 19, \$2.50. All prices per 1000 ft. measure. F.o.b. Hamilton, Toronto, Montreal.

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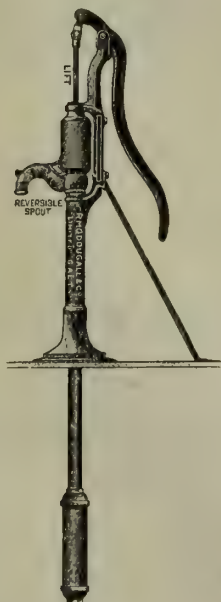
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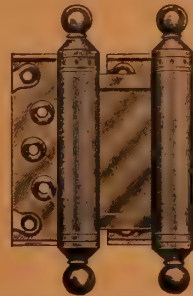
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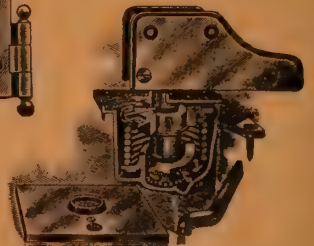
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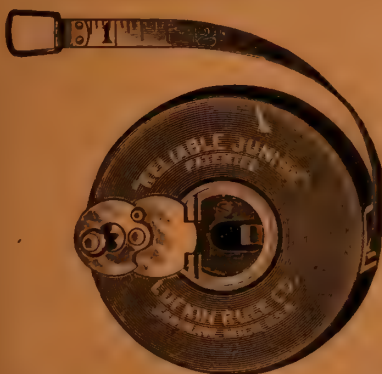


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Raw Material such as Timber, Clay, Pulpwood, Minerals, Products of the Soil, Furs.

Unequalled Water Power, upon the development of which a strong committee is now at work.

Transportation Facilities —All lines heading for Fort Churchill converge at Prince Albert.

Near at Hand Market —Via Hudson Bay, European markets are 1,300 miles nearer than via Montreal.

INDUSTRIES NOW OPERATING :

Lumbering—Monthly pay roll, \$50,000. **Fuel Supply.** **Mixed Farming**—The richest land in the world. **Flour Milling**—Three mills with capacity 475 bbls. daily. **Fur Trading**—Worth \$300,000 annually. **Fishing**—Over 600,000 lbs. exported in the winter of '06-7. **Three Brick Yards.** **Two Cement Block Yards.** **Brewery**—\$110,000—plant now rebuilding after a disastrous fire in spring of 1907.

THERE ARE OPENINGS FOR

ABATTOIR, PACKING HOUSE and COLD STORAGE PLANT, PULP MILL and PAPER FACTORY — The whole west as a market. **FOUNDRY and MACHINE SHOP.** Scores of Lumber and Flour Mills within a radius of a few miles.

There are many other openings in which money can be made. Write for descriptive illustrated pamphlet to

B. W. WALLACE, Secretary Board of Trade, Prince Albert, Saskatchewan

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, JULY 6, 1907

NO. 27.

Quality
and
"Queen's Head"
always go together.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A.C. LESLIE & CO. Ltd, MONTREAL
Managers, Canadian Branch.



For Sale by leading Wholesale Hardware Houses



Stephenson Washing Machines

save time, labor and clothing. Is easily operated, washes quickly and thoroughly, and will not destroy the most delicate fabric. This machine is in a class by itself and is becoming an universal favorite. Sales within the last twelve months have increased 200 per cent. If your jobber does not handle, write direct to us.

TAYLOR-FORBES COMPANY, Limited
GUELPH, CANADA

See Classified List of Advertisements on Page 70.

HARDWARE AND METAL

English Brass Goods

Beautiful Designs.

Elaborate Finish.

Superior Qualities.



Tilting Kettle



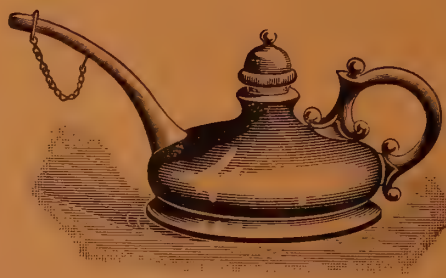
Brass Clocks



Table Gongs



Egg Boiler



Alcohol Flagons



Kettle, Lamp and Stand

RICE LEWIS & SON

LIMITED

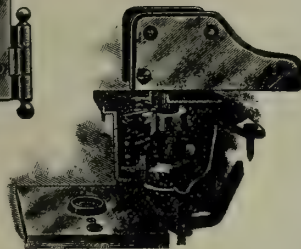
TORONTO.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING FLOOR HINGE



Chicago Spring Butt Company
CHICAGO NEW YORK
CATALOGUES ON REQUEST

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sargent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sargent's Front, Store Door and Inside Locks

Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,
Wholesale Hardware LIMITED
OTTAWA, ONT.

Other Tools are very Good Tools, but
Screw Drivers

"YANKEE TOOLS"

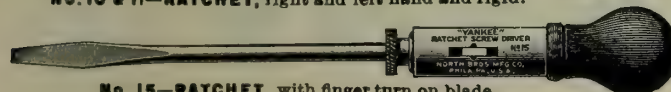
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

DRILLS



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.

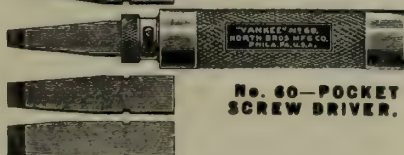


No. 12—RATCHET, with stub blade

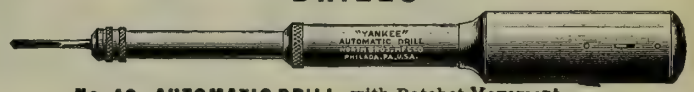
Chuck and 8 Drill Points for spiral ratchet screw driver.



Countersink, for spiral ratchet screw driver.



No. 60—POCKET SCREW DRIVER.



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.

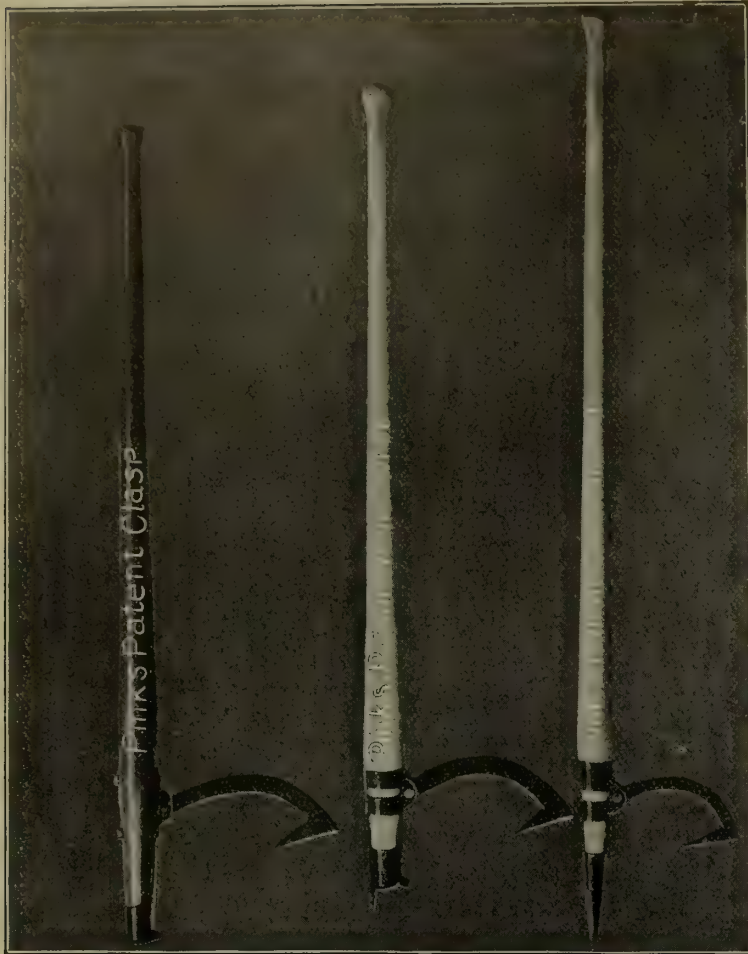


No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS
SEND FOR OUR NEW "YANKEE" TOOL BOOK
NORTH BROS. MFG. CO.
PHILADELPHIA, Pa.



Pink's MADE IN CANADA Lumbering Tools

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO



WISS

“Stielweld”
TAILOR SHEARS
WITH
Simplex Shear Bolt

The peculiar construction of the Wiss Shear Blades makes the cutting edges come together in a perfectly straight line, and the blades thus meet one another without the usual “gnawing and grinding” of the one edge upon the other.

The Simplex Bolt enables the operator to quickly adjust the shears to work looser or tighter by the use of an ordinary small screw-driver and a slight turn of the nut.

The shears can be easily taken apart.

The bolt when taken out of the shear consists of only two parts and can only be replaced correctly.

No springs, no levers or other parts to be lost or become out of order.

The bolt is so simple and practical in construction that it at once receives the endorsement of all mechanics and tailors who see it.

This improved bolt and the “Stielweld” process, which give Wiss Shears and Scissors their wonderful cutting properties, make them the most popular with tailors throughout the world.

Wiss Shears are no higher in price than the ordinary shears of the same size and general appearance.



LEWIS BROS., Limited, MONTREAL

Winnipeg

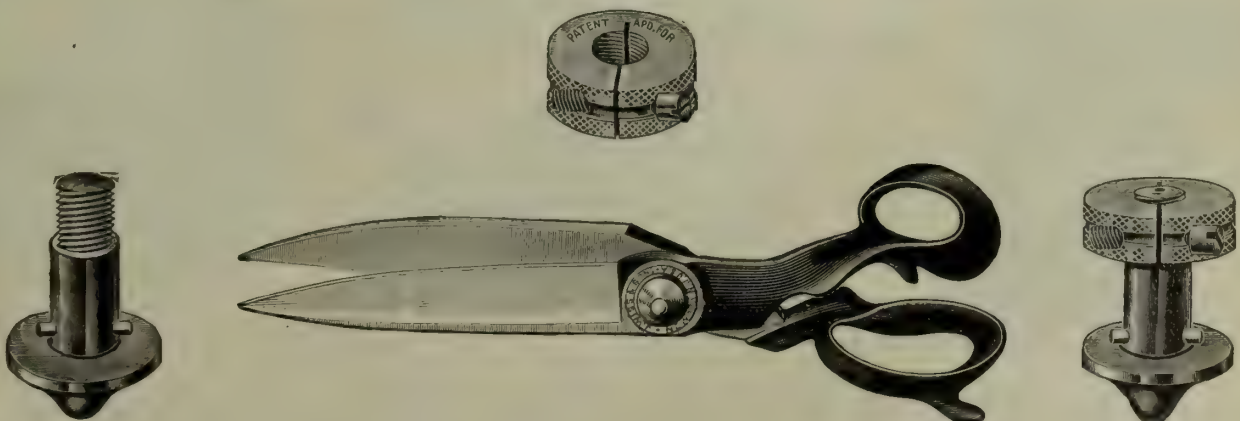
Ottawa

Toronto

Vancouver

Calgary

ASK ONE OF OUR TRAVELERS TO SHOW YOU SAMPLES



Consumers Cordage Co.,

LIMITED

CORDAGE

Manufacture every variety of

PACKING

LATHYARN

BINDER TWINE

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

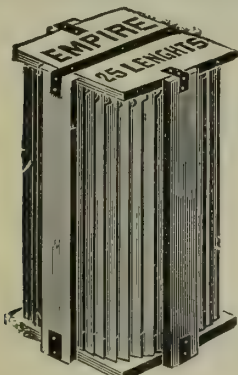
CONSUMERS CORDAGE CO., Limited, St. John, N.B.

MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.



Patented 1900. Improved 1905.

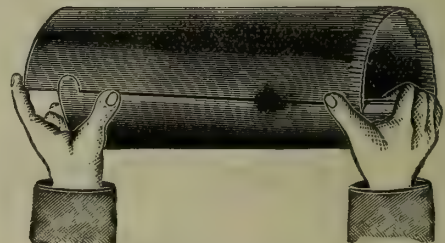
Davidson's "Empire" Stove Pipe Improved Patent

Neatly packed in crates of 25.
Secures lowest possible freight rate.

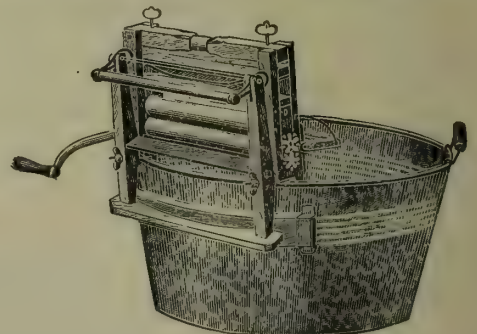
Deep Swage Prevents Telescoping.
Coated to Prevent Rust.

Sold as low as ordinary Stove Pipes.

SIMPLE and EASY to put together.
No Profane Language Necessary.
The only tools required are a pair of hands.
Pipes being cut out with dies ensure
absolute fit and conformity.



Wash Tubs—Galvanized WITH WRINGER ATTACHMENT

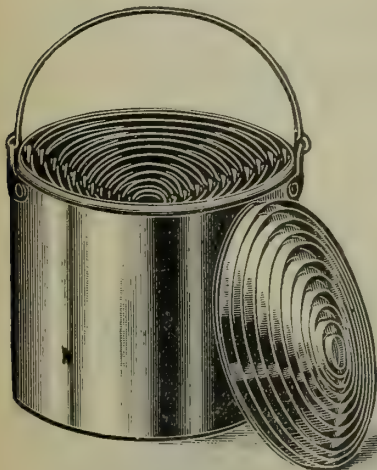


Miners' Camp Kettles

HUDSON BAY PATTERN

Strong and substantially made in extra
heavy tin.

Nineteen sizes, from 1/8 quart to 29 quarts.



Nos.	1	2	3
Top Measurement, inches.....	21 1/2	22 3/4	25
Bottom " ".....	17 3/8	18 1/4	20
Height " ".....	9 1/2	10 1/2	11

The THOS. DAVIDSON M'F'G. CO., Ltd.
MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

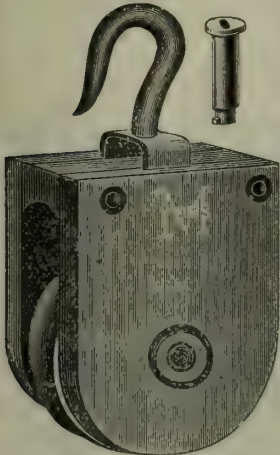
HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO.

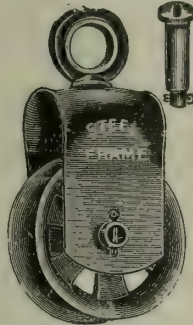
Only
Wholesale

Wholesale
Only

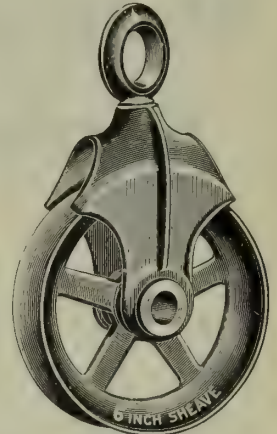
HAY FORK PULLEYS, ETC.



No. 112. Wood Frame Pulley
Swivel Eye, for 1 1/4 in. Rope or smaller



No. 210. 5 1/2 in. Sheave, Steel Frame
Hartz 4 1/2 in. " " "

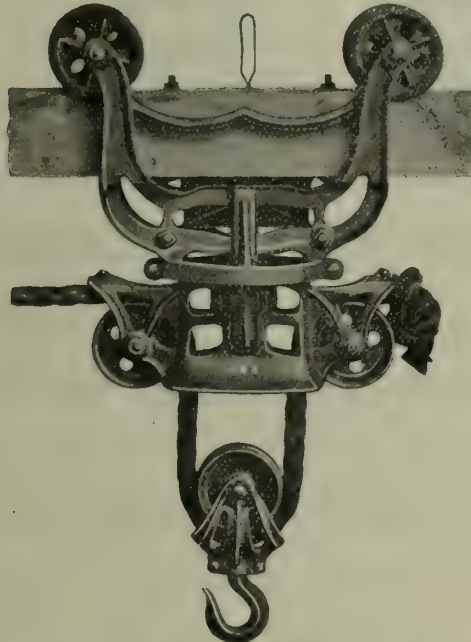


No. 115. All Iron, Swivel Eye
For 3/8 in. Rope or smaller.



No. 118 6 in Wood Sheave,
Malleable Frame.

No. 120. 6 in. Iron Sheave,
Malleable Frame.



HAY CARRIERS

Wood and Steel Track.



No. 114. 6 In. Wood Sheave
Swivel Eye, Loose Pin.



No. 671. Harpoon Hay Forks

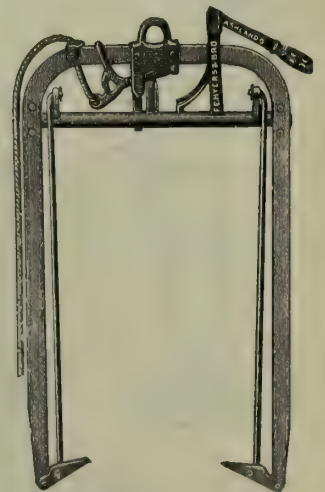


Hay Fork Pulley Hook



ROPE HITCH

Rope Hitch



No. 268. Double Harpoon
Hay Fork

For fuller description see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Are you receiving our monthly illustrated circular? IF NOT WRITE FOR IT.

Our Prices are Right

We Ship Promptly

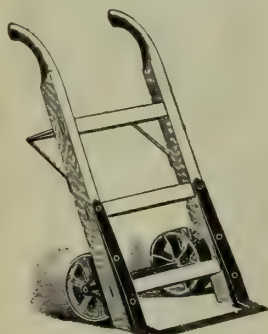
FOUNDED 1809

INCORPORATED 1904

**Wholesale
Hardware**



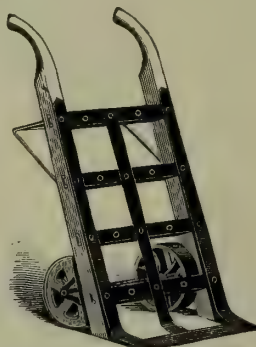
**Iron
Merchants**



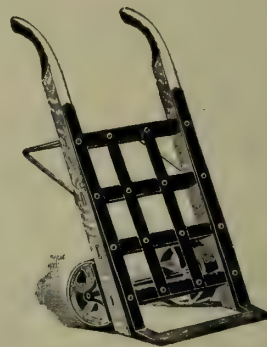
Western—Half Bound



Western—Full Bound



Western Steamboat—No. 44w



Western Steamboat—No. 34w

WESTERN PATTERN TRUCKS

"Warehouse"—Half Bound—Iron or Rubber Tired Wheels.
"Warehouse"—Full Bound—Iron or Rubber Tired Wheels.
"Steamboat"—Full Bound—1 or 2 Centre Snaps—Iron Wheels.
"Barrel"—Full Bound—Bent Iron Cross Bars—Iron Wheels.

NEW YORK PATTERN TRUCKS

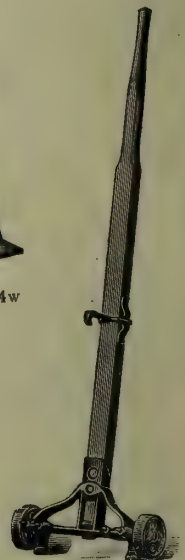
"Warehouse"—Half Bound—Iron Wheels.
"Warehouse"—Full Bound—Iron Wheels.
"Bag"—Half Bound—Iron Wheels.

COMBINATION TRUCKS

"Keg and Barrel." "Little Giant Box."



Little Giant



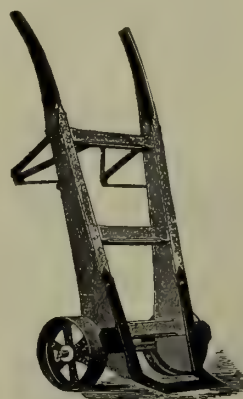
Combination
Keg and Barrel



New York Bag—No. 46



New York—Full Bound



New York—Half Bound



New York Bag—No. 41



Western Barrel

These trucks have steel noses, forged axles with turned bearings, and steam-bent handles, and are firmly bolted together. For sizes and weights, see our catalogue, pages 270 and 271.

QUOTATIONS CHEERFULLY GIVEN ON REQUEST

Have You Ordered Your Fall Stock of

Galvanized Iron

Galvanized Canada Plates

Terne Plates

Canada Plates ?

We have large stocks in our warehouses in Montreal and Winnipeg, and can fill your orders quickly for large or small quantities. You should order these lines without delay, for the railways are still overcrowded with freight and goods move slowly.

Our stocks include the following and other brands :

Queen's Head Galvanized Iron

Apollo Galvanized Iron

"C.L.C. Crown" Galvanized Iron

Comet Galvanized Iron

Tyrch Canada Plates

Pontymister Canada Plates

"Colborne Crown" Canada Plates (full polished)

C.L.C. Crown Galvanized Canada Plates

Let us have your specifications. Our prices will convert them into orders.

Gaverhill Searmont & Co

MONTREAL

WINNIPEG,

OTTAWA,

QUEBEC,

FRASERVILLE

Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

-

GALT, Ontario



Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. **Made of Simonds Steel.** It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada.

Simonds Canada Saw Co., Limited
 TORONTO, ONT. MONTREAL, QUE. ST. JOHN, N.B.

Fairbanks Standard Scales

The world's standard for almost a century—
 Scales of every description and for all purposes.



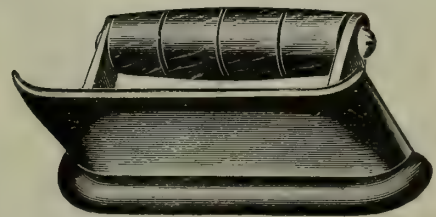
THE CANADIAN FAIRBANKS CO.

Ltd.

Montreal, Toronto, Winnipeg, Vancouver

The Contractors

are busy. Get your supplies of



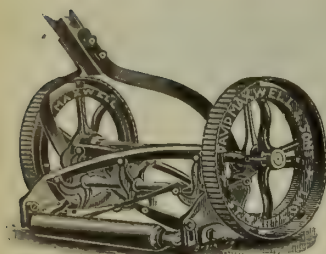
**Edgers, Jointers,
 Pounders, Dot Rollers,
 Curb and Gutter Tools,
 Wheelbarrows, etc.**

FROM

The London Foundry Co.
 London, - Canada

A TRINITY OF TRADE BUILDERS

Maxwell Lawn Mower



The name means clean-cutting, durability and finish.

Two Household Favorites



Stock them. They come near selling themselves.



David Maxwell & Sons, St. Mary's, Ont.

SIMPLE



STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

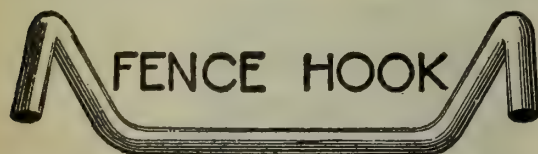
DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE STAPLES, etc.

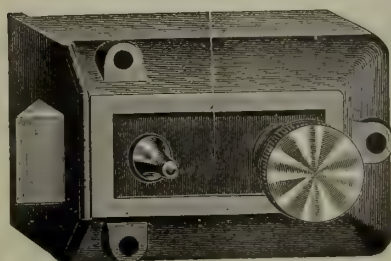
LONDON, ONT.

PRIEST'S CLIPPERS
Largest Variety. Toilet, Hand, Electric Power. **ARE THE BEST.** Highest Quality Grooming and Sheep-Shearing Machines. **WE MAKE THEM.** SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA. Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds



Cylinder Night Latch, No. 103.



Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

GALVANIZED POULTRY NETTING

ALL SIZES IN STOCK

2	inch mesh, 19 wire (standard)	12", 18", 24", 30", 36", 42", 48", 60", 72", 84", 96"
2	" " 16 wire (extra heavy)	12", 18", 24", 30", 36", 42", 48", 60", 72", 84", 96"
1½	" " 19 wire - -	12", 18", 24", 30", 36", 42", 48", 60", 72"
1	" " 20 wire - -	12", 18", 24", 30", 36", 48"
¾	" " 20 wire - -	18", 24", 30", 36"
½	" " 22 wire - -	24", 30", 36"

The B. GREENING WIRE CO., Limited,

HAMILTON

CANADA

MONTREAL



PRESERVING KETTLES

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.

ATKINS SILVER STEEL SAWS



are profitable Saws. Full of Quality, you can safely recommend them to your trade. Every Atkins Saw you sell, sells others—There's money in them for YOU. Shall we call?

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,
Home Office and Factory, Indianapolis, Ind.
Canadian Branch—No. 77 Adelaide St., E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB
65 SHANNON STREET
MONTREAL

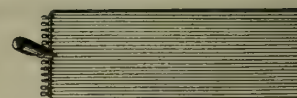
Sorting the Scrap

Not all scrap makes good bar iron—it must be carefully selected to give satisfactory results.

London Bar Iron is made only from the choicest scrap, selected by experts. Consumers are unanimous that it has the quality.

Orders promptly filled.

London Rolling Mills
London, Canada.



When in the market for GANG CHEESE PRESSES and up-to-date CURD CUTTERS just sit down and write to **JAMES & REID, Perth, Ont.** For FARMER'S FEED COOKERS write **JAMES BROS. FOUNDRY CO., Perth, Ont.**

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"
OF PORTLAND CEMENT

Prices on application.

Prompt shipment

WORK AND PRICES RIGHT
GALVANIZING ONT. WIND
ENGINE & PUMP CO.
TORONTO, ONT. LIMITED

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto. 465 Temple Building, Montreal.

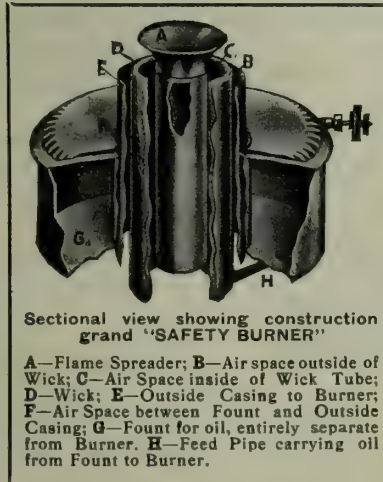
Alumino and Electric OIL HEATERS



THE
WORLD'S
BEST.

OVER ONE
MILLION
IN USE.

The **SAFETY BURNER** with large air passages inside and outside the burning wick, tells the story.



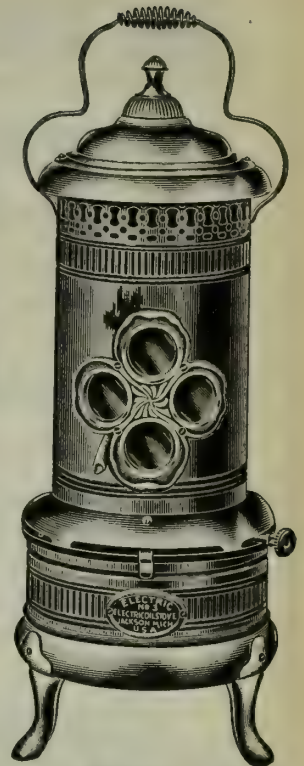
Maximum heat at minimum cost.

Simplicity in Rewicking.

Absolute freedom from odor, and

Positive Wick Control

are things that appeal to the dealer as well as the consumer.



NOTE LIKEWISE:

That being made entirely of polished sheets (no castings) steel plate and sheet brass, they are not only the lightest, but the strongest and most durable Heaters in the world.

They will heat twice the space of any other heater of the same size, because of the deflector located in the drum, which causes the heat to radiate from the sides and bottom like a base burner.

They heat by radiation as well as by circulation, and are the only oil heaters which do so.

This means economy with comfort for the purchaser.

Ever absolutely safe. Wick does not enter oil fount, hence explosions are impossible.

They never come back to the dealer for repairs or otherwise—nor is it ever necessary to send a man to re-wick or keep in running order.

Each and every "**ALUMINO**" and "**ELECTRIC**" Oil Heater is warranted. If not satisfactory, money will be returned.

Can you afford to put any other Oil Heater out to your trade?

Because of the increasing demand, taxing our utmost capacity, place your order without delay.

LEWIS BROS. Ltd.

Montreal

Toronto

Ottawa

Winnipeg

Vancouver

Calgary

EMERSON & FISHER, Ltd.

St. John, N.B.



THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN Incorporated 1851
... ASSURANCE COMPANY.

**FIRE
AND
MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over - - - \$3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President,

W. R. BROCK, Vice President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

 **Money** 

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

**Confederation Life
ASSOCIATION**

W. H. BEATTY, President.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMARCA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO.

JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR.

RENFREW, ONTARIO

The most popular Hotel in the Ottawa Valley.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress.

HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave.

Private Board \$12 to \$14 per week.

Open Nov. 1.

Closes in May.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President

Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,

D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.

Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.

Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - 1,400,000.00

ASSETS - - - - - 2,162,753.85

LOSSES PAID SINCE ORGANIZATION, 20,833,820.96

THE METROPOLITAN

Capital Paid Up
\$1,000,000.00

BANK

Reserve Fund and
Undivided Profits,
\$1,183,713.23

Every Department of Banking Conducted with Satisfaction and Absolute Security

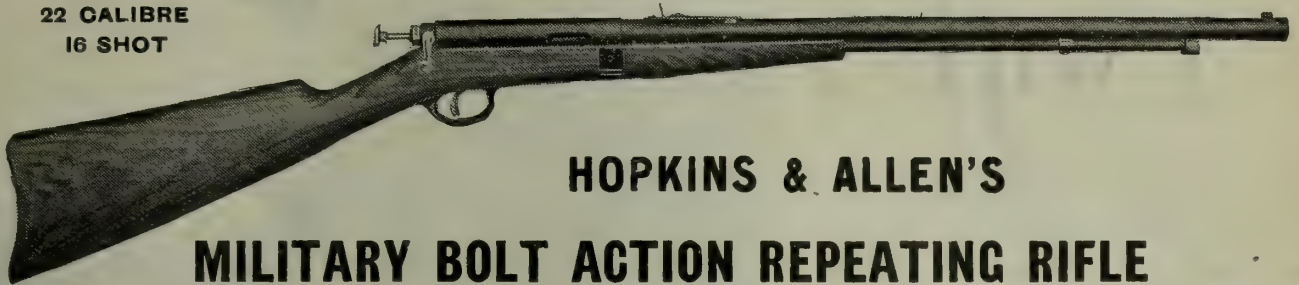
Accounts of Individuals, Firms and Corporations Solicited

SAVINGS DEPARTMENT

\$1.00 or more opens an account. Interest allowed from date of deposit and compounded FOUR times a year. No delay in withdrawal.

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

\$10⁷⁵
LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A



Shows Bolt Drawn Back—Position for Ejecting Shells.

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company
PITTSBURG, PA.

If you want the best.

"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,
Wellsville Polish, Range Steel,
Wood's "A" Planished Iron,
Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents
MONTREAL, CANADA

AXE HANDLES

Shrewd dealers are aware that
there is a comfortable profit in
the famous brands of Axe Handles

"Empire," "Imperial"
"Champion"

Then they assure the satisfied
customer and build up the paying
trade. Can you supply the
demand?

J. H. Still Manufacturing Company,
ST. THOMAS, ONTARIO

Limited

I WILL TALK

to practically every Hardware merchant in Canada from the Atlantic to the Pacific. I cannot do it all in one day, but during the first twenty-four hours I will deliver your message to every Hardware merchant in Ontario. I travel all day Sunday and on Monday morning there will not be a village within the limits of Halifax in the East, and Brandon in the West, into which I will not have penetrated.

I cannot go any further East, so I now devote all my energies to the West, and so many new towns are springing up here each week that I haven't as much time as I used to have to enjoy the scenery. But I like talking to hardwaremen, clerks, travellers and manufacturers, especially as they are always glad to see me and hear the news I have to tell them. Tuesday noon I am at Calgary, Wednesday noon at Kamloops, and by Thursday morning I reach Vancouver, having been in all the mining towns and all through the fruit districts of British Columbia.

I have been eighteen years on the road and I have a pretty good connection. I never intrude when a man is busy, but just bide my time, because I know men pay far more attention to what you have to say if you catch them when they have a few moments to spare. So I often creep into their pocket when they are going home at night, and when supper is over Mr. Hardwareman usually finds me. He must be glad to see me, because he listens to what I have to say for an hour or more.

I try to always tell the truth, and men put such confidence in what I say that I would feel very sorry to deceive them even inadvertently. Probably some other week I will tell you about the different classes of people I meet. In the meantime if you want a message delivered to HARDWAREMEN, PLUMBERS, CLERKS, MANUFACTURERS or TRAVELLERS—and want it delivered quickly—I'm your man.



THE WANT AD MAN

Condensed Advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c. per word for subsequent insertions. Box number 5c. extra. Send money with advertisement. Write or phone our nearest office

Hardware and Metal

MONTREAL

TORONTO

WINNIPEG

The Dunn Hollow Concrete Block Machine

Many dealers are increasing their trade in Cement by pushing sales of the Dunn Machine.

Some are also making a good profit by renting machines to parties building. Machine is compact, portable, simply operated and moderate in price.



WRITE US FOR CATALOGUE H.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

THE WAGGONER EXTENSION LADDER



is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired. Every painter, tinner, stacker and farmer needs one.

Write for circulars and prices.

The Wagoner Ladder Co., Ltd.

LONDON, - - CANADA

E. H. Briggs Co., Ltd., Western Representative
Winnipeg, Man.

MITCHELL'S SELF-TESTING SAFETY CODE

REVISED EDITION

A New and Scientific System for the Transmission of Messages by Telegraph or Cable, so arranged that one word may convey several meanings, such as Article, Quality, Price Quantity, Terms, etc.

By other codes three and four words are required to express what this system will convey in one word, thus costing three and four times as much as the same message if sent by this system.

Code Words

LUBSELPHEL MEBDIKOLAF WOCUMZEXGI—Ship by Cunard Steamer from your port 28th June. 150 pieces Bevelled Plate Glass, 1 1/2" bevel, 18 1/2 x 24".
WULYRSABNI—Steel sheets 27 g. 24 x 101", 10,000 packages.
WUPURABHE—Wire Nails 5d. Buy 500 kegs
WULKAPDE—Rosin, "T" quality quote cost and freight shipment 1st half of next month, 20 barrels
XAYSJAB "A"—Delivery Wagon Platform Springs 2 to 3.0 0 lbs. increase our order to ten.

Try these with your codes. An 8-page prospectus with full particulars sent free on request.

The Mitchell Self-Testing Safety Code Co.

8 COLBORNE ST. - TORONTO, CANADA

Gilbertson's Sheets and the COMET Brand

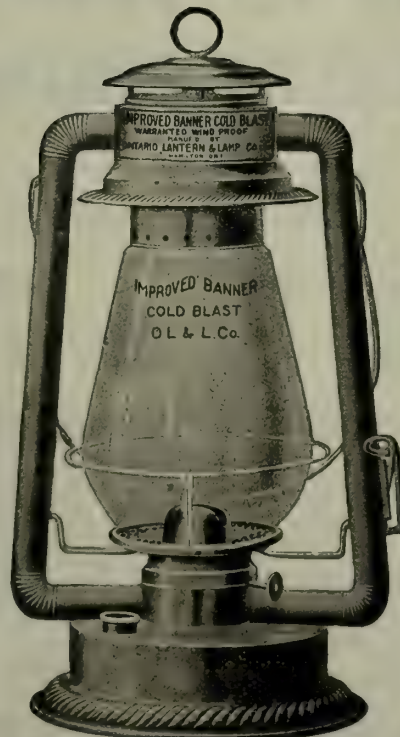
mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute truthness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales
ALEX. GIBB, 13 St. John St., Montreal, Agent

COMET

BANNER COLD BLAST LANTERNS



Made from

Heavy Welsh

Tin Plates

Fitted with

Side Crank

Lift and

Countersunk

Oil Feed

—Attractive—

—Windproof—

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED



Order a set of J. A. Henckel's Twin Brand Razors and this nice cabinet is yours **free of charge**. Nicely displayed goods are already half sold. That is the reason why our Cutlery Display Cases are so well liked all over Canada. They act as **silent salesmen**, because they look **first-rate** and the goods are **second to none** in quality, finish and workmanship. Prices are right. Drop us a post card or write to your jobber for further particulars.

F.W. LAMPLOUGH & CO., 9 de Bresoles St.
MONTREAL

It will pay you

We give herewith the experience of one of our subscribers. There is no reason why you cannot obtain just as good results.

THE PEOPLE'S HARDWARE STORE.

HARDWARE AND METAL Essex, Jan. 27, 1906
Toronto, Ont.

Dear Sirs—Within one month I have "bought and sold" with the best of satisfaction—the result of \$1.68 worth of condensed ads. in **HARDWARE AND METAL**.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly, IVESON L. COOKE.

Remember your ad. will be read by Hardware Dealers in all parts of Canada.

2 cents per word for first insertion

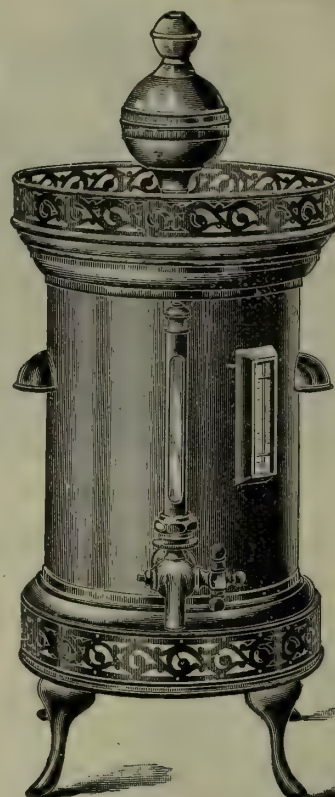
1 cent " " subsequent insertions

Send cash with advertisement, 5c. additional for Box number

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG

The Buffalo Manufacturing Co. Buffalo, N.Y.



When you get our goods you know you get **THE BEST**.

We manufacture

**Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.**

All High Grade and exceedingly presentable.

Represented by

H. F. McINTOSH & CO.

34 Yonge Street,
TORONTO, - ONT.

Write for Catalogue



THE POSTED DEALER KNOWS

that **H & R** gives greatest revolver value for the money. The new

H & R DOUBLE ACTION REVOLVER MODEL 1906



Model
1906

is no exception to the rule. It is surprisingly good for the price. Surprisingly cheap for so good a revolver. Is a thoroughly well made, durable and serviceable arm. Light in weight, only ten ounces, and small in size, it is particularly adapted for those who desire a safe and efficient revolver at a moderate price.

Specifications

22 Calibre, Seven Shot, Rim Fire, Double Action; 2½ in. Barrel, Finest Nickel Finish. Also made with 4½ in. and 6 in. barrel.

The Celebrated **H & R Hammerless** is always a good seller. Write for Catalog of Revolvers and Single Barrel Shot Guns.

**H & R
Greatest
Revolver
Value for
the
Money**

HARRINGTON & RICHARDSON ARMS CO.

314 Park Ave.,

Worcester, Mass.

To
EVERY MAN
who uses
Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge

Non-Staining Cement

Iron Glad

Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

**Drain Pipes
Plaster, etc.**

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

High-grade Bathroom Fixtures



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto



There are reasons for the constant demand for
"Diamond" brand Fittings

The finish is smooth, the threads perfect, the material first-class.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA



Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio



BEAVER POST-HOLE DIGGER

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break

Special Discounts to Trade

CANADA FOUNDRY COMPANY LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: Montreal, Vancouver, Halifax, Rossland, Ottawa, Winnipeg



SIMONDS HAND SAWS

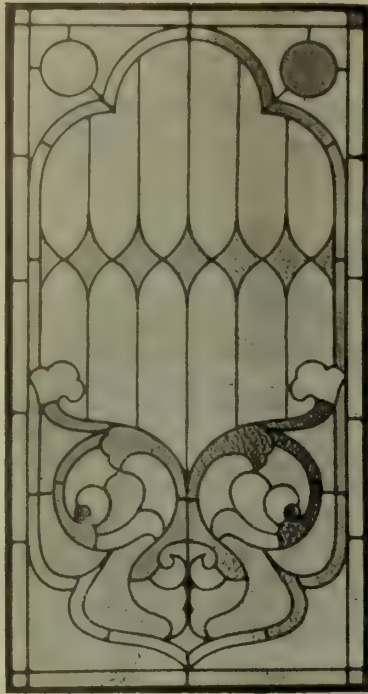
are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.

Branches throughout The United States.

SIMONDS No. 8 1/2

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle, with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



Leaded Lights

Whatever your wants in Leaded Lights may be—**Church, Domestic or Geometrical**—we can supply you quicker and better than any other house doing business in Canada.

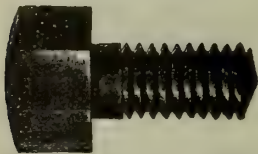
We are always ahead of the times in quality of work and latest designs in our various glass departments.

You ought to have our **Big New Catalogue**. It contains suggestions for Fan-Lights, Door-Lights, Hall Windows, Side-Lights, etc.

Orders Promptly Filled.

Prices Right

The Hobbs Manufacturing Co., Limited
LONDON TORONTO WINNIPEG

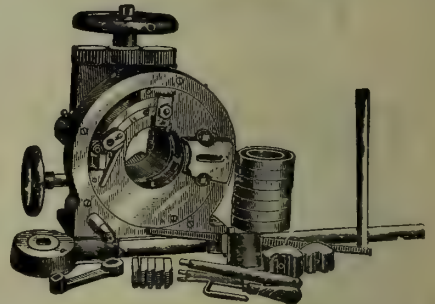


The John Morrow Screw, Limited

MANUFACTURERS OF
Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO

**A Certain Sense
of Satisfaction**



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

**Catalogue for the asking.
Quick shipments.**

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnners' Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

SEYMOUR SHEARS

have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

TRADE MARK

Complete Line TRIMMERS', BANKERS', BARBERS' and
TAILORS' SHEARS, Etc., Etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Latest Catalogue will be sent in exchange for your business card.

"We Work With the Trade"



We have just finished mailing our new Trade Catalogue No. 18, containing information about our complete line of

"Acorn Quality" Metal Building Goods

Have you received yours? If not, please let us know, and we shall take pleasure in forwarding a duplicate immediately.

Remember, with our recently increased facilities we can handle your business better than ever.

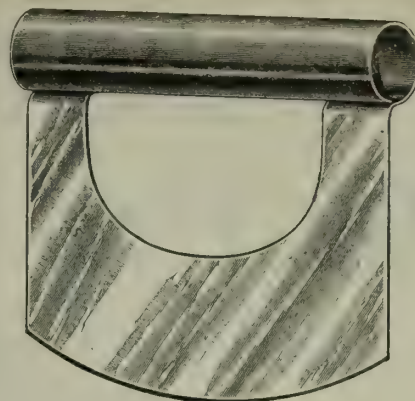
The Metal Shingle and Siding Co., Limited
Preston, Montreal and Toronto

SALES AGENTS:

ST. JOHN, N.B.
Emerson & Fisher, Limited
CALGARY
Ellis & Grogan

QUEBEC
J. A. Bernard

WINNIPEG
Clare & Brockest
VANCOUVER
McLennan, McFeely & Co.



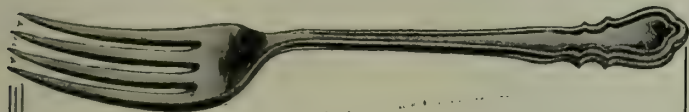
Only a Mincing Knife

But it's an all round winner. Boiling water cannot harm this sort of handle. It is easily cleaned, and more easily kept clean. You might manage to rust it if you tried real hard for about a year. Better finished—just nickel-plated on copper—Buffed Bright. A good seller.

One Dozen in Box

Forsyth Manufacturing Co.
Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



THE ORIGINAL

"Chippendale" Silverware was originated by Wm. Hutton & Sons, Limited. Although extensively copied, the Hutton Chippendale pattern stands first for richness, elegance and service.

We will be pleased to send prices and particulars of this, and other designs, to interested dealers.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

W. J. GRANT, Lindsay Bldg., MONTREAL



SUPPORT CANADIAN INDUSTRIES

FREE TO HARDWARE DEALERS



We are supplying electros of the cut in this ad. for use in your local advertising, besides offering special terms for immediate orders for

"LION" Brand
PUTZ TRIPLE EXTRACT
METAL POLISH
IN LIQUID OR PASTE

The most reliable metal polish in the market. Once tried always used.

Support Canadian Industries

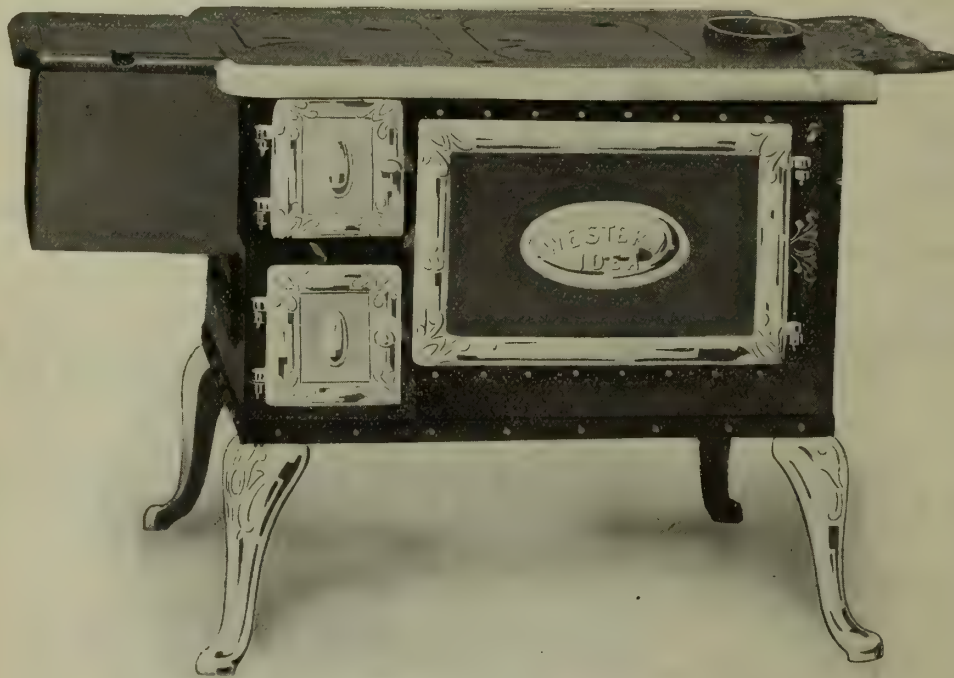
Manufactured by

English Embrocation Co., Montreal

A BRAND NEW ONE The WESTERN IDEA STEEL COOK

THE LOW COST, ECONOMY and ATTRACTIVE APPEARANCE
CANNOT FAIL TO INTEREST THE CLOSEST BUYER

A Handsome, Medium Sized, Low Priced, Four Hole, Planished Steel Cook which has all the Features of a High Priced Stove, a Quick Baker with Economy in the use of Fuel.



ASBESTOS LINED.

PLAIN OR NICKEL
FINISH.

DUPLEX GRATES.

LARGE ASH PAN.

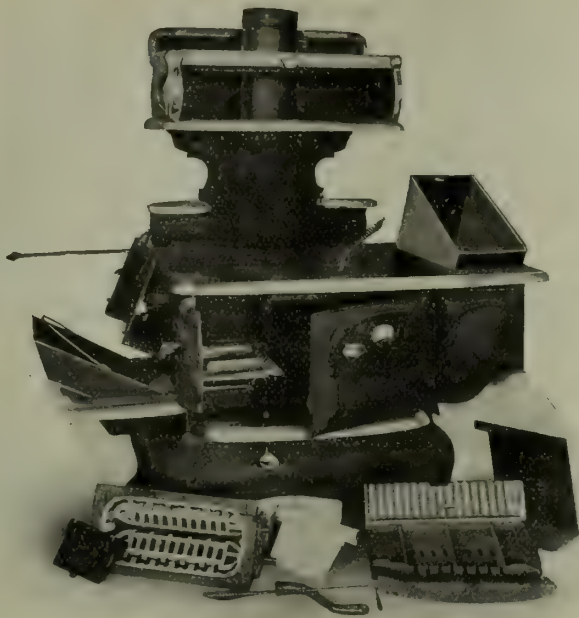
SECTIONAL
LONG CENTER.

ALL STEEPLE HEAD
RIVETS USED.

918. WESTERN IDEA, RESERVOIR, SILVER NICKEL FINISH.

THE DEALER CAN SELL AND RECOMMEND
WITH CONFIDENCE THIS STOVE TO BE THE
BEST IN ITS LINE MANUFACTURED IN CANADA.

GUELPH STOVE CO., LIMITED
GUELPH - - - ONTARIO.



You May Be a Good Salesman

But, is everything in your favor? Are you selling the new Imperial Oxford? A continuous stream of repeat orders tells the story to us.

Removable Nickel
Removable Fire Linings
An Oval Firebox
The "Divided Draft"

All contained by the best looking stove in the market.

It gives a good salesman a chance to spread himself.

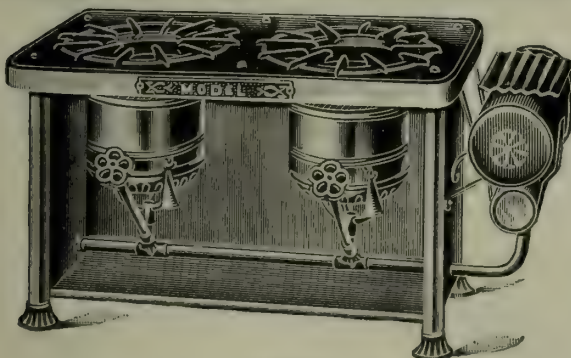
Drop us a card, or, better still, tell us the size range you want on your floor. If you get this agency you're lucky.

The Gurney Foundry Company, Limited

Toronto Winnipeg Vancouver Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.
 THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta

Warm Weather Goods



MODEL
 Wickless Blue Flame Oil Stove

The sale of Gas, Gasoline and Oil Stoves, Gas Hot Plates, Refrigerators, Ice Cream Freezers, and other specialties for summer use will open up with a rush one of these days. Have you a sample of our different lines in stock? If not, you should lose no time in getting them, as many sales will go to the other fellow if your stock is not freshened up.

We have heavy stocks in all lines at all our warehouses, and can supply on short notice. Telephone, telegraph or write your orders at once, and they will be filled the same day.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

"Everything for the Tinshop"

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON



CHAIN

Proof, B.B., B.B.B., Cable,
Stud Link, etc.

Uniformity of Quality

Prompt Shipment

Lowest Prices

J. H. ROPER

CANADIAN REPRESENTATIVE
82 St. Francois Xavier Street, - MONTREAL



"The Best Fence"

Men who know call it the "DILLON" because the terms are synonymous. Shrewd dealers recommend the

Dillon Hinge Stay Field Fence

because it assures lasting satisfaction and a steadily progressive trade. We would like to explain to you why the "Dillon" Fence is the Best—the best for you and the farmer alike. Send us your address.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

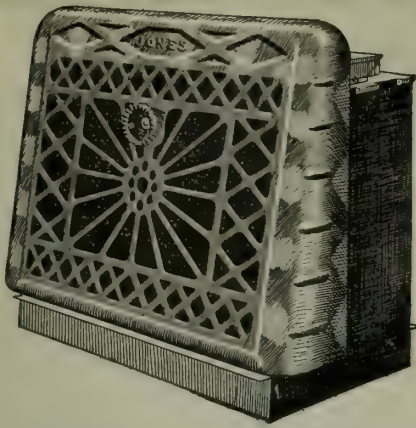
Sold by Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

FOREIGN TRADE TOUR

Of Interest to Canadian Manufacturers

On July 3rd, 1907, Mr. B. Olney Hough, editor of the AMERICAN EXPORTER, will sail from New York on an extended tour—embracing 116 countries of Europe and consuming over 4 months of time—for the purpose of bringing about a closer commercial acquaintance between the foreign buyer and the manufacturers of the United States and Canada represented by us on this tour. Is there any one in Europe that you would like us to call on in your interests? Do you want to establish foreign agencies? Do you want names of buyers of your line of goods in Europe? Full particulars showing how we can serve you on this tour will be sent on request. No commission is charged either the manufacturer or the foreign buyer for these services.

AMERICAN EXPORTER THE WORLD'S LEADING EXPORT PUBLICATION 135 William St., New York



MR. DEALER! You clinch your customer's trade for keeps just as soon as he finds out that your business principles safeguard his interest. A good way to make this everlastingly apparent to your customer is to recommend the famous

JONES SIDE-WALL REGISTERS

because of their immense superiority to all other registers. Our registers reduce the initial cost of a heating system by reducing piping 50 per cent. They cannot hold dirt. They mean warm living rooms, cool cellars and no lost heat.

Let's mail you our "Profit Story."

The Jones Register Co.

732 King St. West

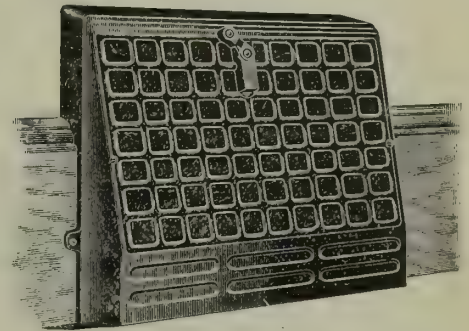
Toronto, Canada

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.



H. & C. No. 100.

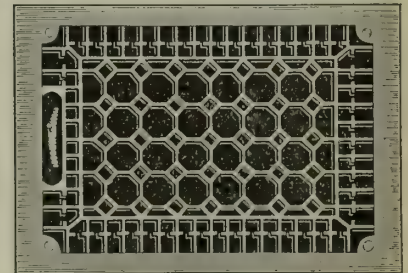
FERROSTEEL REGISTERS

The only house in the world manufacturing

CAST IRON FLOOR
SEMI STEEL FLOOR
WROUGHT STEEL FLOOR
CAST IRON SPECIAL SIDE WALL
WROUGHT STEEL SPECIAL SIDE WALL
FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS
DEFLECTORS, PANCAKES, WAFERS

In all Designs and Finishes.
Mechanism Perfect.
Capacity Greatest.
Finish Unsurpassed.

No reputable line can undersell us.



MOORISH DESIGN

FERROSTEEL COMPANY, - - CLEVELAND, OHIO

"Brantford" "Roofing"

Manufactured from pure Asphalt, properly blended, producing the highest waterproofing test (which we can produce), and the nearest fireproof of any ready roofing on the market. Equally durable in hot and cold climates. Not affected by acids or alkalis. Put up in rolls containing 108 sq. feet, 40½ feet long and 32 inches wide, sufficient to cover 100 sq. feet of roof.

Nails and liquid cement for laying packed inside each roll. Write for samples and prices, and our **SPECIAL OFFER.**

Brantford Roofing Co., Limited, Brantford, Can.



NO BETTER HORSE SHOE NAILS ARE MADE IN THE WORLD

PRICE THE "C" BRAND LIST

HORSE SHOE NAILS

Hot Forged from Swedish Special Steel Nail Rods. "Made in Canada" for over Forty Years, by the

CANADA HORSE NAIL COMPANY

ESTABLISHED 1865

MONTREAL

HARDWARE TRADE PRICE LIST

Revised and adopted July 1st, 1907

No.	5	6	7	8	9	10	11	12	14
Length	2	2 $\frac{1}{8}$	2 $\frac{1}{4}$	2 $\frac{3}{8}$	2 $\frac{1}{2}$	2 $\frac{5}{8}$	2 $\frac{3}{4}$	2 $\frac{7}{8}$	3 $\frac{1}{8}$ -in.
Per lb.	30	26	24	24	24	22	22	22	22 cts.
Per Box	\$7.50	6.50	6.00	6.00	6.00	5.50	5.50	5.50	5.50

In boxes of 25 lbs. each ; also in 5 lb. and 1 lb. cardboard packages.

Oval and Countersunk patterns ; same price.

For Racing Plates, and Light Trotting Shoes

EXTRA SELECTED

No.	1	2	3	4	} Short Oval and Short Counter-sunk patterns in cardboard packages only.
Length	1 $\frac{1}{2}$	1 $\frac{5}{8}$	1 $\frac{3}{4}$	1 $\frac{7}{8}$	
Per lb.	\$1.00	\$1.00	60	40	

TERMS AND CONDITIONS

DISCOUNTS :—40 and 10 and 7 $\frac{1}{2}$ % from above List prices.

TO DEALERS ONLY, whose total purchases during any calendar month shall not be less than ten boxes (250 lbs.) a further rebate of 10% will be allowed on statement of account.

TERMS OF SALE :—**Cash in 30 days**, less 2% discount.

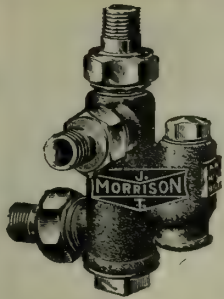
All accounts to be settled for by acceptance or remittance, within 30 days from 1st of month following sale.

DELIVERY :—Free on board cars or boat at Montreal.

CANADA HORSE NAIL COMPANY

Cancelling all previous List prices and quotations.

N.B.—The lengths of our nails remain as for forty years past. Some other makers have adopted a different standard—e.g. our No. 9 is equal to their 8, our No. 12 to their 10, etc. This is important in making comparisons.



J. M. T. Injectors are fully guaranteed to work under the most varied conditions that it is possible for a machine of this type to operate.



"QUALITY"

Steam Goods

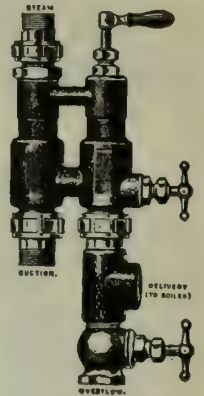
Our lines are fully guaranteed for the uses for which they are made and recommended.

J.M.T. Valves, Injectors and other steam specialties are made for **Durability** and **Efficiency**.

The JAS. MORRISON BRASS MFG. CO., Limited
93-97 Adelaide St. West TORONTO



J.M.T. VALVES are standard for "Valve Excellence."



The Genuine Hancock Inspirator, a double tube boiler feeder specially adapted for Stationary and Marine Boilers.



Make the New

"War Office" Miniature Rifle

Your Leader this Season



.22 Caliber

The rifle for target practice or small game shooting.

MADE IN ENGLAND by the same machinery and the same people as the

"BRITISH SERVICE RIFLE"

Manufactured under War Office License by the

London Small Arms Co., Ltd.

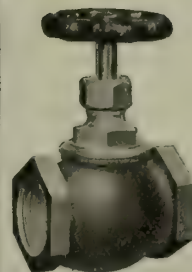
Victoria Park Mills

LONDON, - - ENGLAND

Let us send you our Trade Terms.

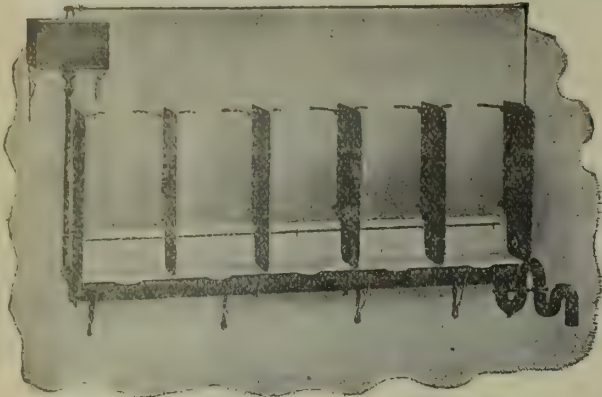
KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED
VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

**THE MERIT OF
Standard Ideal Porcelain
Enameled Ware**



is recognized by the leading dealers in Plumbing Equipment. **Standard Ideal Ware** is durable in character and of designs calculated to meet the requirements of the Canadian Trade.

We manufacture Bath Tubs, Sitz Baths, Shower Baths, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Sinks, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances.

The Standard Ideal Co., Limited

Head Offices and Factories, - **PORT HOPE, Ont.**

Sales Offices and Sample Rooms, 50 Colborne Street, **TORONTO**,
128 West Craig Street, **MONTREAL**, and 24 Telfer Block, **WINNIPEG**

**Wire
Cloth**

Special Regalvanized Cloth, for Apple and Fruit Drying.

Stock widths, 24, 30 and 36 inches.

Other widths and meshes made to order.

Also, $\frac{1}{2}$ inch Galvanized Netting.

Stock widths, 24, 30 and 36 inches.

Stock lengths, 25 and 50 yards.

Also, Wire Cloth and Netting for all purposes.

THE B. GREENING WIRE CO.,

LIMITED

Hamilton, Ont.

Montreal, Que.



**The Finest Family
Polish on the market.**

BLACK JACK

AT YOUR JOBBERS'

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.



Absolutely non-inflammable.
Leaves no Verdigris.
Leaves no greasy smear.

Has no bad smell.
Contains no acid or grit.
KANDA polishes all metal.

**KANDA & CO., 45 Basinghall St.,
LONDON, ENGLAND**

SOLE AGENTS for Ontario:

**THE KENNEDY HARDWARE CO., Ltd.
TORONTO**

**Jardine Hand Drills
New Designs**

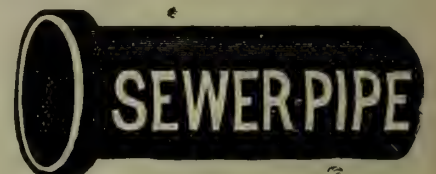
Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

**A. B. JARDINE & CO.
HESPELER - - - ONTARIO**

... FULL STOCK ...

Salt Glazed Vitrified



**Double Strength Culvert Pipe
a Specialty.
THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHN'S, QUE.**



DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

MANUFACTURERS OF

Iron and Steel Wire
Brass Wire
Copper Wire
Wire Nails
Wood Screws
Staples
Jack Chain
Bright Wire Goods
Spring Cotters
Strand Guy Wire
Steel Wire Barrel Hoops



KITCHEN HOOKS

Coppered Galvanized Japanned

There is GOOD MONEY to the Hardwareman who stocks Kitchen Hooks, and very little trouble to sell them. Just put them in a conspicuous place among your kitchen utensils and WATCH THEM MELT AWAY. If you have not already tried them, include a few gross when sending us your next order for

BRIGHT WIRE GOODS OR WOOD SCREWS



Majestic Polishes

PASTE OR LIQUID

MAJESTIC

Has no superior. Made in Canada by Canadians, for Canadians. Write for samples and prices.

MAJESTIC POLISHES, LIMITED
 575 YONGE STREET, - TORONTO, ONTARIO



Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

H. BOKER & CO'S "TREE" BRAND PEN AND POCKET KNIVES



Extensive variety of pattern and finish. Also Scissors, Shears and Razors. Retailers can readily double the cost on Boker's Cutlery.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

TELEGRAPHIC ADDRESSES
"COLOURS," MATLOCK BATH
"STEADY," MANCHESTER

THE VIA GELLIA COLOUR COMPANY

MATLOCK BATH, (Derbyshire)

Manufactories
 High Tor Works, Matlock Bath }
 Via Gellia Works, Cromford } **England**
 Barytes Works, Bonsall }
 Cronebane Ochre Works and Mines,
 (Wicklow, Ireland)

Raisers and Levigators of
 Mineral Colours
 Natural Yellow Ochres,
 Turkey Reds, Venetian Reds, Red
 Oxides, Purple Browns,
 Turkey and English Umbers,
 Superfine Ivory and Drop Blacks,
 Natural Lump Rottenstone
 (Brown and White).

REPRESENTATIVE
WM. O. GREENWAY
 13 ST. JOHN ST., - MONTREAL



Will Hold up a Shelf

That's what a shelf brackets for.
 For this purpose there can be
 NOTHING BETTER, NOTHING
 CHEAPER than the **BRADLEY STEEL**
BRACKET. It is well Japanned, Strong and
 Light. The saving on freight is a good profit
 aside from the lower price at which the goods
 are sold. Order direct or through your jobbers

ATLAS MFG. CO., New Haven.



"Quality Unsurpassed"



**HIGH-GRADE MATERIAL,
 Skilled Workmen,
 Up-to-date Equipment,
 Careful Supervision**

Account for the success of

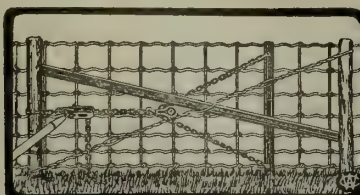
Belleville Brand HORSE SHOES

MANUFACTURED BY

Toronto and Belleville Rolling Mills



LIMITED
BELLEVILLE, ONT.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
 Dept. J Hamilton, Ontario. Winnipeg, Manitoba.



List your "Wants" with us and see how quickly we'll satisfy them.



QUALITY, FINISH, DESPATCH

MANUFACTURERS

Cutlery, Electro-Plate and Solid
Nickel Silver Flatware

The McGlashan, Clarke Co., Limited
NIAGARA FALLS, - CAN.



No. 30 King. Price, each \$5.20 net.

HOTTEST ON EARTH

We manufacture the largest line of mechanical tools using gasoline, kerosene and alcohol as fuel. Your jobber will supply you at factory prices. Guaranteed to please you or money refunded.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - CHICAGO, U.S.A.

REGISTERED TRADE MARK



GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG MAN

AND AT BRANDON, MAN.

Square your Accounts

**GALVANIZING
AND TINNING**
THE CANADA METAL CO.
TORONTO, ONTARIO.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

Past Due Accounts.

We can assist you to convert these into **Working Capital.**

Intelligent and up-to-date attention given to all claims entrusted to us.

Let us assist you.

The Beardwood Agency

Claims Collections and Commercial Reports

313 New York Life Bldg., MONTREAL

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "R. F. CO." Brand

CONGO ROOFING

Samples are the best kind of information if they are fair samples—not selected pieces. When you buy Congo, every inch of it is the same as sample. No thin spots, no weak places, no torn edges, no faults anywhere. That is because we inspect it so thoroughly when it is made and pack it so carefully when it is shipped. That's why Congo never leaks. It's all good.

Buchanan-Foster Co., Philadelphia, Pa.; Geo. E. Smith & Co., Halifax; S. Hayward Co., St. John, N. B.; Mechanics Supply Co. Quebec; The Starke Hardware Co., Montreal; H. S. Howland, Sons & Co., Ltd. Toronto; J. H. Ashdown Hardware Co., Winnipeg; and E. G. Prior & Co., Victoria, B.C.; Agents.

Send for Free Sample

Manufacturers' Agents

CHARLES H. FOX

Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O. Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

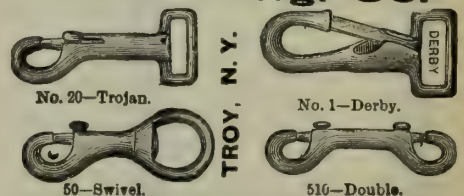
WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

Covert Mfg. Co.



"The Tool Holder People"

**ARMSTRONG
BROS. TOOL CO.**

Manufacturers of Armstrong Patent Lathe and Tools and other machine shop specialties.

106 N. Francisco Ave. CHICAGO, ILL.

NEW LINES WANTED

I have a good general knowledge of Hardware business and would like to secure a few good lines to sell on commission.

D. MacLachlan,

1133 Pendrill Street, VANCOUVER, B.C.

KEMP'S GALVANIZED WARE

Galvanized Iron Clad Buckets



Roll Rim Bottoms. Heavy Malleable Ears, rivetted and reinforced. The Bucket for the Contractor, the Railroad and for where it gets hard usage.

No. 160 - - - \$8.40 doz.

A strong, durable basket, unexcelled for handling grain, fruits, roots, etc.

SMALL

Inches 14 x 9, capacity $\frac{1}{2}$ bushel, price \$7.00

LARGE

$17\frac{3}{4}$ x $11\frac{1}{2}$, 1 bushel, - - \$10.00 doz.

Galvanized Baskets



Corrugated Bottoms

Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL

"THE BEST IN THE WORLD"

CHECKED
HEAD

TRADE MARK

UNSCRUPULOUS IMITATION

Certain unprincipled parties, afraid to offer in fair and honorable competition a horse nail bearing their regular brand, or trade mark, are placing on the market nails closely imitating the checking on the heads of

CAPEWELL HORSE NAILS

which has been used continuously by us for many years, and which is registered and copyrighted as our TRADE MARK.

Deception is the object of this unworthy imitation, and we wish to assure our numerous customers in the hardware trade of Canada that we are losing no time in taking steps to protect their, and our, interests.

In the meantime, we ask you to insist on having the genuine article,

CAPEWELL HORSE NAILS

and to reject inferior imitations.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch Offices and Warehouses: WINNIPEG AND VANCOUVER.

Amongst the Salesmen

THE TRAVELER'S SMILE.

The traveling man away from home is subject to so many petty annoyances that, were it not for a well spring of good nature, would make him a chronic grumbler. We see him waiting in dingy, dirty, uncomfortable depots for trains that are hours late; and he makes the best of it with a few pleasantries, and sees the bright side of life when the train finally does come in. He reaches hotels after meals are over, and has to go hungry until the next meal or the next day, as the case may be, unless he can get a bite in some country eating place where indigestibles are the stock in trade. He is apt to find a good hotel with a nice bed, clean linen, and every accommodation for his comfort; and he is also apt to find himself in a hotel where the accommodations are miserable, and the prices charged are extortionate. And he may kick; and sometimes he does kick, but more often he makes a quiet mental note to give the house of poor accommodations as little of his patronage as he possibly can, and to arrange his route to give as much of his time as he can to the house that studies his comfort.

The average traveler who goes out to sell goods finds it necessary to "wear that smile," for the grump man cannot sell goods. It is the pleasant fellow, who sees the bright side of life, that makes a success of the business. And the pleasant fellow on the road is not a Dr. Jekyll and Mr. Hyde. He carries his smile into the hotel, and into the store of his customers. He has a cheery word for the hotel clerk, also for the waitress, and the bell boy, and his fellow travelers, and for every one about him.

A VETERAN TRAVELER.

On the twentieth of June last William Greig completed the forty-seventh year of his connection with the James Robertson Company, manufacturers of plumbing supplies, Montreal. Of all the oldest employes the stories of whose careers have appeared at intervals in Hardware and Metal, Mr. Greig is one of the oldest, Mr. Martin, of Rice Lewis & Son, Toronto, only, surpassing him in the length of time he has been connected with a hardware firm.

Mr. Greig is a native of Montreal. His business career was commenced in 1857, when he entered the employ of James Walker & Co. In 1860 he became connected with the Canada Lead Pipe Works Company, now the James Robertson Company, and has been in their continuous employ ever since. During that time he has managed their branch at St. John, N.B., and looked after their interests in the Maritime Provinces, and of late years has been

representing them in Quebec City and eastern Ontario.

The single fact that a man has been in the continuous employ of a firm for 47 years says much for that man. He must have possessed staying qualities, he must have set his eyes upon and ever striven for the durable satisfactions of life, those things which are indestructible and invaluable. This was true of Mr. Greig. His business career has been marked by honest, straightforward dealings, which have gained him the confidence and respect of the business community, and, in fact, of all those who have come in contact with him. Mr. Greig also has a sanguinity which will not down. Speaking of his future, he said he expected to finish his 50th year with the present firm. Hardware and Metal joins in wishing Mr. Greig many more years of happiness and usefulness.



WILLIAM GREIG, MONTREAL
For 47 Years a Salesman for the James
Robertson Company.

A BAD BREAK.

A western traveler was seated in a train with another salesman when they came to a little town. His fellow-salesman said, offhand, that he thought he would get off and call on the merchant whose little store was near the railway station. He said, "Never mind working that man, you can buy his whole stock of goods for fifty dollars." He failed to notice, however, a woman who was sitting behind him. It proved to be the merchant's wife, and she proceeded to inquire, in a loud voice, what he knew of her husband's trade, finances, etc. The situation became very embarrassing. The traveler declares now that he will never again discuss a man's financial status on a train.

MISTAKES IN SALES CHECKS.

A merchant in one of the larger Ontario towns found that his clerks often made mistakes in their checks, generally in the way of addition, and continued to do so, despite his request that they exercise more care. He increased the salary of the young lady who kept his books, and in addition to her regular duties she was to quickly run over every check just as soon as it came to the office. This could always be done before a customer was away from the counter. Many errors were detected and adjusted. The merchant was able to pay his bookkeeper \$5 a week extra and have a good surplus besides out of the money which this system saved him. He has continued it for several years.

THE CLERK'S BOOK.

A clever little volume is "The Clerk's Book," just published by Merchants' Helps Publishing Co., Delhi, N.Y., price 25c., and for sale in Canada by the MacLean Publishing Company, Toronto. Frank Farrington is the author, and he has filled some hundred pages with very sound business philosophy that applies particularly to the clerk, but which may also be read by the merchant with a good deal of profit. Here are some of the paragraphs picked at random from the book:

Don't think that because the boss has a roll top desk and a private office that he also has a cinch. The man who carries the responsibility is the man whose shoulders first grow bent.

* * *

If the boss has a system for you to follow, follow it. Don't try to introduce any variations on your own responsibility.

* * *

Exercise the same discretion in choosing an employer that the employer exercises in choosing a clerk, and then stick by your choice.

* * *

It doesn't pay to recommend goods a bit higher than they will stand. A customer fooled that way once won't give you a second chance.

* * *

Don't tell your story too glibly. The man who rattles off his piece about the goods as if he'd said it a thousand times doesn't inspire any too much confidence.

* * *

Study some branch of store work on the side. Learn to make sign cards, to write advertising, to display goods, to handle correspondence. It's a busy man who hasn't time to learn something outside of his routine.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealer's Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B. Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clemens, Sedgewick; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—W. G. Scott, Mount Forest.
1st Vice-President—J. R. Hambly, Barrie.
2nd Vice-President—J. Walton Peart, St. Marys.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and H. Becker, Hamburg; G. A. Binns, Newmarket; D. Brocklebank, Arthur; A. W. Humphries, Parkhill; W. A. Mitchell, Kingston, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

Officers British Columbia Retail Hardware Association.

President—L. B. Lusby, New Westminster.
Vice-President—C. Snell, Vancouver.
Secretary-Treasurer—John Burns, Vancouver.
Executive Committee—W. Stearman, Vancouver
H. T. Kirk, New Westminster; R. A. Ogilvie, Victoria.

NO NEED FOR DISCOURAGEMENT.

Hardware merchants who have been called upon recently by representatives of the Retail Merchants' Association and urged to drop their membership in the Ontario Retail Hardware Association will read with interest the brief report of the R. M. Association convention, given in another column. Little can be added to the editorial comment of The Canadian Grocer other than to point out that the three last conventions of the Ontario Retail Hardware Association have been attended by from forty to sixty delegates—and the retail hardwaremen cannot be said to have fully realized the advantages of trade organization yet.

Two hardware firms have recently withdrawn from the Retail Hardware to join the Retail Merchants Association, while a third has withdrawn from both organizations as a result of the personal work of the organizers of the latter body. The wisdom of their action must be questioned, however, as in spite of many obstacles the Retail Hardware Association has succeeded in accomplishing results which have been of benefit to everyone engaged in the retail hardware trade in Ontario. Certain it is that the defeat of the parcels post legislation and the lessening of the evil of jobbers and manufacturers selling to consumers is worth \$3 to every retail hardware dealer. And these are only two of many of the lines of work of the Hardware Association.

Retailers in towns where local retail merchants' associations are organized can to advantage also join that organization—and continue in membership—if sufficient public spirit is manifested amongst the retailers of the town or city to make the local body a live or-

ganization, dealing with early closing matters, peddlers' competition, etc., and in many ways, supplementing the work of the board of trade in developing the town.

But no hardware dealer can afford to withdraw support from his own trade association at a time when it is showing such practical results under unfavorable circumstances. Too many hardware dealers in Ontario have learned the advantages of standing together to allow the organization to fall to pieces, but it may be as well to remind those who are withholding their support that evils which have been partially checked and overcome by the Retail Hardware Association would be more than ever in evidence if the association were to be allowed to go out of business.

RETAIL MERCHANTS' CONVENTION.

The annual provincial conventions of the Retail Merchants' Association and the Grocers' Section of that organization, were held in Hamilton this week with between twenty and thirty delegates and officials present. The small attendance was disappointing to those who attended and must occasion surprise amongst hardware dealers. A prominent speaker was brought from Boston and a good programme was arranged, but the gathering resulted in little more than an executive committee meeting, the delegates being entertained out of a fund contributed to by the jobbing houses.

The Canadian Grocer, in commenting on the convention editorially, says:

"Why is it that of the thousands of grocers in the Province of Ontario less than a score assembled at the convention in Hamilton on Tuesday of the Grocers' Section of the Retail Merchants' Association? Probably eighty per cent. of the members of the Association are grocers. Evidently the grocers of Ontario are not seized of the importance of organization. Also, we believe the lack of interest in this convention to a considerable degree justifies the contention of The Canadian Grocer that the grocers should have a separate organization of their own.

"The Retail Merchants' Association has done some splendid work along legislative lines, and in the wings of that success lurks its weakness. The association leans too strongly to legislation. Securing, watching, and opposing legislation is a very important feature of organized trade effort, but not the most important. There is greater gain than legislation to be obtained by trade organization. It is the betterment of trade conditions from the inside, the broadening influences of personal association, the elimination of petty local jealousies, the raising of the standard

of trade ethics, the betterment of the conditions of labor by shorter hours, better methods, and the development of the spirit of brotherliness and co-operation to displace competitive meanness and suspicion. These are the greater objects of organization.

"It seems to us only reasonable that the grocer should be more interested in his own trade, in the men of his own craft; that an association of grocers would appeal more strongly to the grocers as a body than does an association of all classes of retailers. The first object to be attained is organization. We are not wedded to any plan or system, but if we can secure organization we can get results without a doubt."

The delegates who registered at the convention were:—M. Moyer, F. C. Higgins, Toronto; W. A. McIntyre, St. Marys; T. Nappy, Brockville; W. Smye, jr., Hamilton; J. Kirkpatrick, Hamilton; John O. Carpenter, Hamilton; John Bond, Toronto; J. H. Walker, Toronto; Elisha Winter, Boston; J. A. Beaudry, Montreal; Henry Watters, Ottawa; Arthur G. Johnson, Ottawa; A. L. Geen, Belleville; A. B. Griffin, Toronto; L. O. Pearson, St. Thomas; W. N. Thompson, Hamilton; Fred. Rollin, Stirling; W. R. Mather, Stirling; Fred. Brandon, Cannington.

MONEY COMING IN.

If results continue to come in from the "collection forms" issued by the Ontario Retail Hardware Association it may be found necessary to increase the charge for the collection service. Here's one case for an example:

A month ago A. R. Wright, Port Burwell, sent in a dollar for the outfit of 60 of form letters No. 1, 40 of No. 2 and 100 envelopes. These he has used to advantage on many delinquents, several paying him direct, two forwarding money orders to the secretary in Toronto, and one or two being reported as "Removed" or "Not known" by the postoffice. One of the accounts collected was from a man about fifty miles away, interest being added to the amount of the account.

The cost of the stationery, the expressage, postage, etc., will average well up to the price of the service, with the tendency towards greatly increasing the amount of work done in the secretary's office. It is unlikely, however, that the executive would agree to increasing the charge for the service unless additional features are added to the collection department.

It is a wise clerk who takes pains to know more than he is expected to know about the goods he sells.

Business Management

By HOWARD R. WELLINGTON.

The Evolution of
Bookkeeping
Methods.

From the earliest times those engaged in "barter" or trade have found it necessary to keep a record of their transactions for reference, especially so in the case of transactions not carried out on a cash basis. The ancients used to cut their entries in stone tablets which served the purpose of books, a crude way, and one which would not suit a few of our modern book-keepers, who are in the habit of making mistakes that require correction.

Single Entry.

Single entry book-keeping was used largely for a number of years, and is in use by a large number of concerns to-day; but the necessity of obtaining more practical information in reference to the cost of running a business and the profit of trading, has forced the adoption of the more modern double entry methods. The distinguishing feature of single entry book-keeping is that only personal accounts are kept in the ledger. This system of book-keeping contemplates only such a record, or the filing of only such documents, as will enable the proprietor to determine at any time the assets and liabilities of his business. For this purpose the practice is to journalize and post personal accounts only. Cash receipts and payments are entered in the cash book, and bills receivable and payable in the bill book. Since no accounts showing gains or losses are kept in single entry, it follows that an itemized statement of the gains and losses of the business cannot be obtained, hence the development of the double entry methods.

The net gain or net loss of the business can be determined, however, in the following manner: First, ascertain the present worth by finding the difference between the assets and liabilities, and then compare it with the investment. If the present worth is greater than the investment the difference shows a net gain; if less, a net loss.

Double Entry.

The object of modern double entry book-keeping is to determine, at any time, the true condition of a business.

The underlying principle of double entry is, of course, that every debit must have a corresponding credit entry. The general rule in making entries may be clearly stated as follows: *Debit whatever costs value or receives value, and credit what produces value or parts with value. If this rule is observed the book-keeper need never go astray in making an entry of any nature. The principal books used in double entry are as follows:

The day book, which comprises records of sales and purchases.

The cash book, which records cash and bank transactions.

The bill book, which records all bills receivable and bills payable.

The journal, which records now-a-days transactions which cannot be conveniently recorded elsewhere, adjusting entries, etc.

The ledger, which contains the final results gathered together and posted from all the other books into the various accounts.

Sales Records.

Notwithstanding the great advance made in recent years in the science and practice of accounts, it is only to be expected that in some quarters antiquated and clumsy methods will yet be found, which are dear to the merchant's heart. A book-keeper for a retail dry goods store once complained of the overwhelming amount of work he was called upon to perform. This work had largely to do with recording credit sales. The sales tickets were made out in duplicate by the salesman, the original copy of which was handed to the customer, the duplicate sheet being given over to the book-keeper to record. From these sales tickets a day book was written up by copying item by item in detail, and from the day book each item was carefully copied into a sales ledger, this being considered necessary in order to provide each customer with a detailed statement of the purchases made during the month. Naturally the next step would be to copy each item again on the monthly statement which was presented to the customer in detail on the first of each month.

Stop and think a minute! Suppose there are five hundred accounts on the books of this merchant and each customer buys from three to four times a month, each sales item being recorded four times in detail, think of the time wasted in re-copying such items. Perhaps such an illustration is unusual in the actual course of business, but there is no doubt that a great amount of thought and system could be intelligently applied to our records. A system for recording sales to the best advantage, and with the best results, will be illustrated in a subsequent issue

The Cash Book.

The cash book with a number of columns is the most popular in use to-day. Special columns on the debit side for "bank," "cash sales," "bills receivable discounted," or any other suitable heading may be arranged. On the credit side in addition to the usual column for the bank account, the expense accounts may be sub-divided under any number of headings, such as postage, stationery, expense, freight and duty, etc., the totals of all these columns being posted at the end of the month.

The main feature to bear in mind in dealing with a cash book is that it is simply a ledger account, the items on the debit side being posted to the credit of some other representative account, and the items on the credit side being posted to the debit of the respective accounts named.

The youth was an applicant for a place in a big firm, where his principal duty would be to ward off by evasive answers the nuisances who daily haunt the place.

"Where have you been employed?" queried the manager.

"Here and there," responded the applicant airily.

"Humph! Doing what?"

"Oh! this and that," was the guarded reply.

"You'll do," said the manager admiringly; and the youth now occupies a desk near the inquiry window of the other office and dispenses peculiarly indefinite answers with liberality to all comers.

CO - OPERATION

Text of an address delivered Wednesday morning before the Retail Merchants' Convention at Hamilton by John C. Green, Secretary National Association of Retail Grocers of the United States.

Mr. Chairman and Gentlemen of the Convention;

I assure you it affords me the greatest pleasure to be permitted to appear here to-day and talk to you on the necessity of organization.

As I look into your faces and know with what expectancy you have anticipated this meeting, the question comes to me as to how best can I present to you the good things that will come out of organization and to make you see them as I know them myself from my years of practical experience. That there is a great change taking place in the business world to-day we all realize. That new methods are being thought out, new conditions springing into existence, large corporations being organized for self protection, and great trusts being formed to control every situation in the world.

The retail interests have been slow to awaken to conditions as they exist. We are confronted by new conditions and problems which must be met and solved. Many of them of such magnitude as the individual cannot cope with, and can be brought to a successful issue through associated effort only.

Loyalty the Basis.

Here lies the strength and benefit of the association, but the measure of our strength and the benefit and the success of it depends entirely on the loyalty of our members.

Co-operation, gentlemen, is the keynote to-day in business of every kind. Men in all branches form themselves into bodies for the purpose of mutual protection, and where this is done, the purpose is laudable and successful.

We should not relax in our efforts to confine distribution of goods of all kinds to the retail trade, and not have it diverted into other channels to be made leaders of.

I would recommend that more determined efforts be made, that we may be more largely represented in legislative affairs by men of commercial training, and I would urge, that more persistent efforts be made towards the organization of local associations in the cities and towns.

The perfection of the idea that we are in business for a living and not to kill off our competitors, fills us with a spirit of friendship and good will towards our competitors, join hands and help one another, instead of destroying.

Should Work Together.

Those of us who have studied, and are familiar with the situation as it exists, believe that the future welfare of the retailers everywhere demand that they be thoroughly organized. That the retailers should work in conjunction with the jobbers and manufacturers. That there should be a feeling of friendliness and co-operation between these two larger interests.

Without our organization we are powerless. No matter what the influence of the individual may be, that influence is shorn of its strength when not co-operating with each other, but through our organization and our united forces we expect to be able to accomplish almost anything undertaken for the benefit of the retailer.

Every man wants to, and does, exert influence, but the concerted action of a well organized body of men, will, if wisely directed, make for the best order of influence, and attain the maximum of power.

Dominant Idea for a Decade.

Organization, in the sphere of business, has been the dominant idea for the last decade. By and through it wonderful accomplishments have been made. Many of the so-called trusts have reached the zenith of their strength and prosperity within this period, and while it is a debatable question as to whether or not some of them are against the public welfare, yet they nevertheless offer an indisputable evidence of the effect of concentrated effort and purpose.

In electing men to represent us in legislative affairs we should be satisfied that they are friendly to our interests. It is much easier to get a promise of support to any measure that is of interest to you when a candidate is seeking your support than at any other time.

We have been negligent. We have allowed men to pass laws detrimental to our interests, while we have been careless and apathetic.

All Felt Competition.

We have, no doubt, all of us felt the effects of unjust and unnecessary competition, and yet competition, to a certain extent, is the life of trade. Without it we are apt to grow selfish and arbitrary. It is a spur to urge us on to energetic application to business, and without it, I fear some of us would languish and die. Let me say right here that nine times out of ten you are your worst competitor.

Human nature is not perfect, neither are all merchants absolutely truthful, but it is a known fact that the merchant whose business methods are far from the ideal becomes a better and more reliable merchant when he has joined the association. So that through the association we expect to better our conditions along these lines.

It is possible for us by working upon broader principles and along generous and helpful lines to break down prejudice and build up friendship, without abating one whit our efforts to secure business and made profit.

At Consumers' Dictation.

For years the retailer has had practically nothing to say in regard to how he should conduct his affairs. The consumer dictating entirely his methods, never considering the cost.

Things are gradually being changed, so that now the merchant, through his organization, has begun to realize that he and not the consumer should manage his affairs. New methods are being installed, certain hours for delivery, certain days for collecting, and numerous other improvements have been brought about, all through the co-operation and exchanging of ideas of the merchants of the different associations.

It is but a short time since it was almost considered a crime to ask a man to pay his account, and more so to inquire into his credit.

We have almost outlived this condition, but unfortunately there is enough left to make it uncomfortable.

Extending Credits.

The benefits of extending credits are limited. The retail merchant, wishing to help along his honest customer, is often led into extending an unlimited amount of credit.

The very fact that he is doing this makes him more lenient with the man who is not so worthy.

The conclusion reached is that the retailer would be a great deal more assistance to the honest man if he would limit his credit.

The free granting of credit makes the consumer careless in his payments. It many times turns out to be a curse, rather than a benefit, to the person who has been thus favored by the merchant.

In the rush to increase sales how easily we forget the practical lessons that are daily brought to our notice.

Every retailer who has had an extended experience has been told by hard-up debtors that it would have been better for them both—in reputation and pocket-book—if the merchant had not been so lenient and had insisted upon prompt payment of the obligation when due.

Thus the intended assistance turns out to be a blight and the merchant receives the blame for the condition. How true!

Organization Power for Good.

We must realize that one merchant can do little towards reforming existing evils, but a united organization can accomplish much.

Our association if used rightly and as it is intended, is a power for good that cannot be over-estimated. We do not seek to cripple an unfortunate, but we do seek to protect our members from the ever present "dead beat." We do not wish to throttle legitimate competition, but we do wage merciless war against unmercantile methods engaged in for the purpose of attracting trade.

We do not ask the jobber to cease extending credit, but we do ask him to see that the credit extended is not used to cut prices and demoralize trade.

Wholesalers and Retailers.

I have always advocated the closest co-operation between wholesalers and retailers. By so doing, we strengthen our position, and working in co-operation, can accomplish much for the benefit of both.

It may mean a willingness on the part of both to give up a little of what he is pleased to call his rights. It may mean that each must recognize the existence of the other and a willingness on the

part of both in buying and selling to remain in his own sphere of action.

We ourselves must do our part in this co-operation to the extent that they may feel that this co-operation is justifiable and of benefit to both.

Let us strangle the old quotation that "Competition is the life of trade," and let us place in its stead that musically sounding word, "Co-operation."

Every retail dealer in the city should co-operate with his neighbor. Every wholesale dealer should see it to his advantage to co-operate with the retail interest.

How much can be done jointly by the wholesaler and retailer to combat the evils that confront us, we little realize, but I am sure that a co-operation of these interests will form a protection and benefit to all concerned.

Public Opinion.

How often we are influenced by what other people think!

"What will other people think?" This, the most cowardly phrase in use in society, is a question which everyone is asking himself.

So great a factor has Public Opinion become, that it has set itself up as an idol, the modern juggernaut, at the feet of which kneel pride and ambition, in cringing attitudes. It is not the strong man who is affected by public opinion. It is the weak man, the man whose every act is prompted by what other people will think. He has no mind of his own. His whole life is moulded by what somebody else will think. When he speaks one knows that some influence is behind his words. He is like clay in the hands of the sculptor.

It has been said, that the ogre, Public Opinion, slays more originality and individuality than all the barbarous superstitious codes together.

We look at life through a borrowed mirror, in which we see, not our own image, but that of Public Opinion, an image of shameful hypocrisy, which permeates our whole being, the very atmosphere in which we live, walk and move. Why should we be entrapped and ensnared by this false glitter of his image when, from another mirror, clear as crystal, shines another image, which, perhaps, not so splendid, is the only true image, our own opinion of ourselves.

Mind One's Own Business.

If we should pay more strict attention to our own business affairs, think less of what other merchants may be doing, use our own individuality instead of copying after someone else, many of us would be more successful men than would indicate at the present time.

Individuality, in fact, is the root of success.

The cultivation of individuality will bring out the very best that is in us, and many prosperous men would never have attained the position they have done had they not cultivated individuality. It is not conducive to the best results to follow in other's footsteps and copy other persons' methods.

The greatest monument that any man can rear for himself, or leave to mark

the place that he has filled in the world, is that in his time, in the age and generation in which he lived, he made the most of his opportunities. That, considering his environment, as he was given to see the right, he did the best he could. So let it be with us.

We seek the co-operation of the manufacturer and jobber. We seek their moral influence, believing that by co-operation of all interests we shall be able to bring about conditions in the trade that will be a benefit to all concerned.

But, while we seek this co-operation from a moral standpoint, let us from a financial standpoint be independent of all other influences.

I do not advise an independence of antagonism, but an independence of co-operation, where each—manufacturer, jobber and retailer—in his own sphere, can work out the different problems and solve them to the advantage of all.

The independence we seek is that kind of independence which creates and fosters idealism, out of which springs friendship, manliness, charity, and of which the whole business fraternity is cemented into one great brotherhood.

The Watchword.

Co-operation should be our watchword, and as one of our exchanges would say:

"Organization is the vehicle of co-operation. It may be either the slow, lumbering waggon, drawn by a jaded yoke of oxen, or it may be the forty horse power automobile, moving with the swift flight of the strong pinions of the eagle. It is up to you to choose which it shall be. If you go into it with zeal and determination to make your work succeed, you will be traveling in the automobile."

The spirit of co-operation is a difficult thing to define. It is that indefinable something that encourages men to achieve higher ideals and higher planes of conducting their business. It leads them on to the earning of more dollars through the medium of their business. It makes friends of enemies. It lightens the trials and tribulations of business life.

The co-operation of its members through the association is bringing men and interests in harmonious unison as they have never been brought before. It is raising the activities of mankind to a loftier and more successful plane than has ever been known, and is destined to accomplish wonderful results.

Fraternal Units.

Through our association men are brought together in fraternal units, thus spreading that "Peace on earth, good will to men" which, by ruinous competition that goaded on man against his fellow man, in incessant economical strides, made the observance of that noble precept well nigh impossible.

Then let us realize that we are dependent one on the other, and put forth every effort to bring into each mind the spirit of co-operation, each giving to

each that sympathy that will cement us into one great brotherhood.

Let us concentrate our energies, fight for that which we think is right, and victory will crown our efforts.

Great Humanizing Movement.

It is a satisfaction to know that through our organization we are doing our part in the great humanizing movement of the world, that movement which proclaims the universal brotherhood of man, and because of which the world grows better and the individual man feels sympathy for his fellow man and wishes to exercise it.

God has not endowed us all with the same quick-acting, far-seeing brain, and if it is your fortune to be better blessed than some other one, let it be your pleasure as well as your duty to bring him into fellowship, realizing that you can better protect your own business by taking care of his.

I glory in the power, the influence and the strength of our organization, but with that power, influence and strength comes a great responsibility.

If three or four earnest workers in an organization can accomplish so much, how much more can we accomplish as a united organization. In organization we are strong, and in our strength we can demand and receive respectful attention.

May its strength be used to promote its welfare.

May its influence be felt everywhere, and its object be attained by creating a brotherly friendship.

Then we shall have no premium giving.

Petty jealousies will be a thing unknown.

The trading stamp will be relegated to Hades.

And so it shall be with all that is detrimental and opposite to good, clean, business methods.

May the Great Ruler of the universe give us wisdom in our deliberations.

Let our minds be filled with the spirit of organization.

Let us believe that everyone working in his own independent way is doing so with an honest purpose.

Let us arise above the petty annoyances that place themselves in our pathway.

Let us sacrifice everything for the success of our organization.

Let us be filled with the spirit of charity.

Let us be true to ourselves.

Let us, above all things, be true to our organization.

Let me throw across this platform a banner with these words, so that they may guide you in all your deliberations: "Organization, Association, Friendship, Oneness of Purpose." The retailers' organization for the retailer, dominated by him and sustained by him. Then shall we be triumphant in all we undertake.

HARDWARE TRADE GOSSIP

Quebec.

The Dominion Sporting Goods Company, Montreal, has dissolved.

F. O. Barber, representing P. & F. Corbin, New Britain, Conn., was in Montreal this week.

The tinsmithing establishment of W. Boyer, St. Philippe, Que., has been destroyed by fire. There was no insurance.

Mrs. Alphonse Monette has been registered to carry on a hardware business under the firm name of Alphonse Monette & Co.

J. A. Jackson, manager of the sample rooms in Lewis Bros., is calling on the trade until Mr. Leak's successor assumes his new position.

J. W. Richardson, of Caverhill, Learmont & Co., Montreal, has returned from Cushing, Que., where he has been spending a two weeks' vacation.

J. A. Rochette, of the sales department in Lewis Bros., Montreal, has been traveling for two weeks, taking the place of Mr. Bureau, who was laid up.

James Crathern, Montreal, well known as being for many years identified with the hardware trade, was recently appointed a governor of McGill College Corporation.

Owing to the absence of R. B. Coulson on account of illness, Thos. Blaikie, representing the Dominion Wire Mfg. Co., made a short trip to Quebec and Three Rivers this week.

Mr. McLachlan, of McLachlan Bros., Vancouver, B.C., who has been spending three weeks in the east, spent two or three days in Montreal amongst his friends. He will visit Renfrew on his way home.

W. C. Webster, of Coaticook, a pioneer hardware merchant in the Eastern Townships, spent a few days in Montreal a fortnight ago, calling on friends. He speaks hopefully of his interests in the Cobalt district.

Slight damage was done recently to the storerooms of the Brandram-Henderson Co., paint manufacturers, Montreal. By the prompt use of the sprinkler system the flames were easily kept under control and little damage was incurred.

Amongst those who called in Montreal this week were: Mr. McMurray, of McMurray & Hall, Lennoxville; J. A. Paquin, St. Eustache; Mr. Perent, of the Shawinigan Lumber Co., St. Boniface; Arthur Desjardin, St. Joseph du Lac; C. O. Jervais, St. Johns, Que.

The many friends of R. B. Coulson, traveler for the Dominion Wire Mfg. Co., Montreal, will regret to hear that he has been confined to his room for some weeks, with a severe attack of acute inflammatory rheumatism. Although now on the mend, it will be some weeks before he will be able to attend his regular duties on the road.

The salesmen and travelers of the Montreal Rolling Mills last week held their annual conference. The mornings were spent by them in going through the works and getting thoroughly acquainted with the different processes in the manufacture of the lines they sell and the afternoons in conferences discussing affairs of mutual interest. The confer-

ence wound up on Thursday evening with a banquet at the Engineers' Club.

W. M. Engel, 6 St. Sacrament street, Montreal, has secured the Canadian agency for the Lewis power washer, made by the Monarch Specialty Mfg. Co., Columbus, Ohio. Mr. Engel has built up a strong connection amongst the hardware trade in Montreal and other parts of Canada, and as the washing machine can be operated by city water pressure of 20 pounds or more, a large business should be developed by him for this line.

G. W. Stephens, president of the Canadian Consolidated Rubber Co., Montreal, in a statement to the press last week, flatly denied the rumor that the United States Rubber Co. has absorbed the Canadian concern. "The United States Rubber Co.," said Mr. Stephens, "has not bought a share of stock in the Canadian concern, and has not a cent's worth of interest in it. The Canadian Consolidated Rubber Co. stands where it has been. There is no truth whatever in the story of its absorption."

Ontario.

Jacob Fries & Son, have established a hardware store at Lyons Head, Ont. H. Ditchburn, Rosseau, Ont., has secured a Canadian patent for stovepipe connections for nesting pipes.

The tinsmithing firm of Campbell & Crump, Chatham, has been succeeded by the firm of Campbell & Callahan.

Jas. Lynch, Cayuga, has recently purchased the Banner Store at Cayuga, where he carried on a hardware business for years.

W. H. Murphy, agent of the Pease Foundry Co. at Ottawa, had the misfortune to lose his wife by death a fortnight ago.

Geo. Peaker, Brampton; H. Moore, Oakville, and Wm. Walpole, Oxenden, Ont., were hardware merchants noticed in Toronto the latter part of last week.

J. P. Noonan, hardware merchant, Mount Forest, has gone west for a month on a pleasure trip. During his absence his sons will be in charge of the business.

Mrs. R. H. Greig, wife of R. H. Greig, hardware merchant, Streetsville, has been dangerously ill for some time but is now making rapid progress toward recovery.

W. E. Knight, formerly head clerk for S. M. Burt, hardware merchant, Toronto, has accepted a position as clerk in the retail department of Rice Lewis & Son, also of the Queen City.

Thos. G. Dexter, buyer for H. S. Howland, Sons & Company, and vice-president of the Canadian Wholesale Hardware Association, has left for Beaverton to spend a couple of weeks' vacation with his family, who will remain there for the summer.

The Master Painters' Association of Canada will hold their annual convention in London, July 23 to 25. Amongst the features of the convention will be displays of paint materials and painters' utensils, such as brushes, knives, rollers, etc.

D. G. Whillans, late of Cutts & Co.,

Toronto Junction; E. I. Torrens, Tillsonburg, and J. K. Henderson, Niagara Falls, is now representing the Carlson-Lusk Hardware Co., Boise, Idaho, the largest wholesale and retail house in that state.

Sidney Jessop Robinson, managing director of William Jessop & Sons, Sheffield, England, was a visitor at the Toronto branch of the company during the past week. Mr. Robinson was the head of the Honorable Master Cutlers Association at Sheffield last year.

Christie Bros., Owen Sound, have established a branch store in Toronto at 802 College St., corner of Givens. The branch will be under the management of Hugh Christie and while particular attention will be paid to stoves and heating a full line of hardware will be carried.

Geo. Garret and A. E. Wainwright have established a hardware store at 582 College St., Toronto, the firm name being Garret & Wainwright. The location is a splendid one and the attractive store front and interior should help to draw trade to the store. Mr. Garret was for nineteen years with the W. J. McGuire Co., Toronto and Montreal, and will have charge of the plumbing end of the business.

Western Canada.

F. Boal, plumber, Winnipeg, has assigned to E. Richardson.

O. B. Manville, hardware merchant, Prince Albert, Sask., is to erect a \$5,000 residence.

A meeting of the creditors of the Western Sporting Goods Co., Winnipeg, was held on June 21st.

Pattison & Pfeiffer, Calgary, Alta., hardware merchants and plumbers, have been succeeded by Pfeiffer & Wallace.

J. A. Irwin, manager of the paint department of the Marshall Wells Co., Winnipeg, has been making a flying trip to eastern Canada.

Chas. H. Fox, formerly of Brandon, Man., who established a manufacturers' agency at Vancouver about a year ago, has succeeded in developing a very fine business and has recently been joined by A. H. Living, formerly of Ottawa, who for the past few years has been representing the Decatur-Bull Co., of Montreal, at Vancouver. Messrs. Fox & Living have a very fine line of agencies, including the Dominion Wire Mfg. Co., Montreal; Jones Mfg. Co., Gananoque; Ontario Lantern & Lamp Co., Hamilton; Wortman & Ward Mfg. Co., London; J. H. Still Mfg. Co., St. Thomas; Joy Mfg. Co., Toronto; Wilcox Mfg. Co., London, in addition to several good English and United States agencies.

Mayor J. W. Smith, of Regina, interviewed by Hardware and Metal recently, stated that he had given up his plan to start a wholesale hardware business in Regina. He believed that there was a splendid opening for a wholesale hardware business there, but he had not the time to devote to it, as he was kept busy with other things. He stated that a large amount of capital is available in Regina for starting a wholesale hardware business and that if a mana-

ger can be secured the plan will go through yet. It has been delayed through the inability of Mr. Smith to undertake the active management. Here is a splendid chance for the right man.

DRAYTON HARDWAREMAN IN HOSPITAL.

Last Monday a representative of Hardware and Metal called on G. H. Aude, at the Guelph general hospital, Guelph, where he is undergoing a series of painful operations in an effort to save his right leg. About six years ago Mr. Aude had the misfortune to cut his leg just below the knee in his hardware store at Drayton; at that time the wound did not heal any too well, and subsequently there formed on the outer side of his leg a peculiar growth which has given him more or less trouble ever since. In May of this year Mr. Aude sprained the ankle of the same foot and, following the doctor's advice, he decided, while thus detained from business, to undergo a surgical operation for the removal of the growth. Thirteen days after the operation the injured part began to enlarge and to bleed profusely, with the result that a second operation was necessary. This operation was as futile as the first, and Mr. Aude at once entered the general hospital, Guelph, and underwent a third operation at the hands of an expert. This time it was necessary to probe in deeper and cut and tie the main artery of the leg; when this was done the foot below began to die, and as we go to press the doctors are fighting hard to save the leg from amputation. Even if enough life remains in the interior of the foot to save it, the outer flesh will first have to die off, and the unfortunate Mr. Aude will have to go through the operation of having his entire foot skin grafted.

Mr. Aude bears his affliction with remarkable cheerfulness and awaits the results with commendable fortitude. He is a habitual reader of Hardware and Metal and expressed considerable pleasure on receiving a copy of our last week's special Western Board of Trade number, which our representative handed him while calling. We wish our friend a speedy recovery.

VISITOR FROM NEW ZEALAND.

An interesting visitor at the Toronto office of Hardware and Metal the other day was J. M. Barr, representing Manson & Barr, Palmerston North, New Zealand. Mr. Barr is a Canadian who has developed a large ironmongery and machinery business in New Zealand, much of his success being due, as he says, to careful reading of Hardware and Metal and another MacLean publication, Canadian Machinery. Amongst the classes of goods which this firm represents in New Zealand are the Taylor-Forbes Co., Guelph; Wortman & Ward, London; Noxon Mfg. Co., Ingersoll; Wilkinson Plough Works, Toronto, and Shurly & Dietrich, Galt.

Speaking of the classes of goods sold in his adopted country, Mr. Barr says that when they first introduced Shurly & Dietrich's saws he was told that they would not sell in New Zealand owing to the high price which it would be necessary to charge for this high quality

goods. In spite of this, however, a demand was created and is constantly on the increase. In lawn mowers a specialty is made of the 18-in. "Wood-yatt," a full supply of repairs being carried for this machine. Although grass can be cut all the year round the active demand for mowers develops in November and December of each year.

Mr. Barr is an enthusiastic New Zealander, the climate and conditions of life in the Southern Pacific colony being very much to his liking. According to him, plumbing arrangements in New Zealand are thoroughly up-to-date and there is no country in the world where more baths can be found in proportion to the population.

THE COPPER SITUATION.

"The balance between the supply of copper and the demand for it is now so narrow that slight causes, either natural or artificial, may produce sudden and considerable fluctuations of price. For this reason it is very desirable to discover some substance that can take the place of this metal, particularly in the electrical industries." The above statements were made by a writer in the Street Railway Journal.

Electricity is coming every year to be applied to new uses in lighting, heating and power, and this necessarily means that there will be an increased demand for copper, which, next to silver, is the best conductor of electricity. In order that it be practicable to use copper for the various electrical purposes the supply must exceed the demand, at least equal it. Approximately estimated, the surplus in a percentage of the supply in 1899 was four and one-half per cent. The world's copper production in 1899 was 476,866 tons, and the consumption was about 450,000 tons. Subsequent to that year, although the supplies of copper are widely diffused and new sources are being continually opened up and developed, yet the rate of increase in production is not commensurate with the increased rate of consumption, and the world is face to face with the imminence of a copper famine. Unless some other metal nearly equal in conductivity and ductility be discovered a famine will be inevitable.

The world's sources of supply in 1899, according to statistics prepared by H. R. Merton & Co., are as follows: United States, 262,200 tons; Spain and Portugal, 53,720; Japan, 27,560; Chili, 25,000; Germany, 23,460; Australia, 20,750; Mexico, 19,335; other producers of under 10,000 tons each, 44,835, making a grand total of 476,866 tons. Forty years ago Chile was the largest producer of copper, reaching the maximum in 1869 of 54,867 tons. In 1899, however, her production was only 25,000 tons. Great Britain made half of the world's copper in 1830, but in 1898 produced only 640 tons. In 1850, United States produced 572 tons, in 1870, 12,600 tons, and to-day more than 60 per cent. of the world's total. According to Le Play, in 1850, the world's production was 52,400 tons, and to-day is nearly ten times as great.

The uses to which copper is applied to-day are many and varied. It is used in sheathing the bottom of ships, in the manufacture of bells, and as conducting wire for electricity. There are many different grades of copper. Wire-drawers,

who require copper of extraordinary ductility, use the Swedish copper. Fine Swedish copper is much used by jewelers in England for alloying gold; it is of a pale color, and sells as high as six shillings a pound. Japan copper is said to be purer than that from the other countries, and has a greater specific gravity than any other. The specific gravity of ordinary native copper is 8.838, and of electrotype copper, 8.958, nearly ten times that of water.

Copper stands next to gold and silver in malleability and ductility, and next to iron and steel in tenacity. Its melting point is a little below that of gold and considerably above that of silver.

Regarding the situation as it is to-day, few comparable substitutes for copper are available. The scarcity, and therefore, the great cost of silver preclude the possibility of its replacing copper. Gold, also, is, of course, out of the question. The writer on the subject in the Street Railway Journal suggests iron as the only possible substitute. He writes, "At one-seventh or one-eighth the conductivity of copper, economic advantage would be on the side of iron if copper should advance but a little more in price. In subways and on elevated structures and in conduits filled with insulating compounds, iron can even now be used to advantage. The rise in that metal (copper) has queered all calculations based on old prices."

Writing further regarding the advances in price due, of course, to the decreased surplus of supply over demand, he says:

"Perhaps the rise in price may be of service to the world in revising antiquated methods and putting electrical distribution on a better basis of voltage. In the same way it will at the present rate soon be pertinent to inquire whether machines should not be redesigned. To a certain extent copper and iron are interchangeable in the design, and by extreme care in ventilation it is feasible considerably to reduce the amount of copper required.

"The present exigency is hardly enough to produce at once such radical changes, but a continuance of present conditions is bound to bring them about."

The production of copper in British Columbia has increased 800 per cent. during the past ten years, while the remainder of Canada has increased but 50 per cent. The whole of Canada produced 13,300,802 pounds in 1897, British Columbia's share being 5,325,180, while of the estimated 55,000,000 pounds total production in 1906 British Columbia's output was 43,000,000 pounds.

TUBE EXPANDING AND BEADING TOOL.

An invention providing for expanding and beading the tubes of boilers into the tube sheet has just been successfully worked out by W. McCormick, Hillyard, Wash. The foremost object of the invention is to provide means whereby the pin may be constructed of greater strength and the beading tool more centrally arranged to eliminate the jarring effect when in operation. This invention relates to improvements in the tube-expanding and beading tool described and claimed in a former patent granted to Mr. McCormick.

HARDWARE AND METAL

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A LESSON FROM LIFE.

It is a serious mistake to attempt too much at once because much is expected; and this is particularly true of the man who for the time being seems to be the "under dog" in a losing fight. The true measure of many a man's ability has been taken by the way he said "ouch" when adversity hit him a crack on the head. The fellow who is still game and who doesn't get confused by the bustle of public opinion is pretty well qualified to control his own business and is likely to regain control of it again.

Hardware tells of a man who failed in business; lost everything, was considerably in debt and, worst, of all, found his credit ruined. During the frantic calls of his creditors, who sought to tie up his future acts with promises, he sat quietly down to the one task that all must do before they can do more, earning his own living.

This assured, still without tying himself up with liberal promises that he must constantly strain to meet at any sacrifice, he began to make small payments to his various creditors as he found the money to spare. Some of these payments were so small that they elicited a smile rather than thanks; still he was given credit for trying. Gradually the payments increased in size and became more regular. Finally the debt was paid, but long before that his old commercial footing was regained in the faith of his business associates. Not only did they believe in his honesty but in his ability to make good.

How did he do it? Simply by keeping his eye upon the present and never permitted the imprecations of others to tie him up with obligations based

upon his hopes of the future. By trading solely upon what he had already done, and not on what he meant to do. By fixing his eye—and perhaps after all here is the main secret—upon the \$2 or \$20 he was about to pay next, and not permitting the \$2,000 he hoped to pay some time to distract his attention. He obliged himself, he drove himself, but he held his own reins and only raced for a reasonable goal. To the lash of others he made no response. He best knew his own road and limitations. The \$20 he laid out to pay within a certain time he paid, but he did not do so by gazing at or worrying over the \$1,980 that he had not reached yet.

LAWN MOWER SHORTAGE.

Despite the fact that unfavorable weather retarded the growth of grass on lawns fully three weeks during the early spring, nevertheless, a scarcity of lawn mowers has prevailed all through this season up to within the last two or three weeks, when the factories succeeded in getting the situation well in hand. This peculiar state of affairs has caused so much comment among jobbers and retailers that it has led us to make a careful investigation into the cause of the shortage. In doing so we have tried to canvass the situation thoroughly and fairly from the standpoint of manufacturer, jobber and retailer.

Last year's business with the retail trade easily eclipsed all former years. Early last fall jobbers transacted a record-breaking business in booking orders for early spring delivery. These orders were duly turned over to the factories at Guelph, St. Marys, Brockville, and St. Catharines, the orders received by the Taylor-Forbes Company particularly, far exceeding the manufacturing capacity of their immense plant, which their many other interests prevented them from still further enlarging, even if this could have been accomplished in time to meet this season's trade. The approach of spring, therefore, found the factories behind in the manufacture, but working to their utmost capacity in an effort to supply the demand. At this critical time the scarcity was augmented by spring orders coming in and by the fact that the manufacturers were held up for a considerable time pending the arrival of raw material in the shape of bar steel from which the mower knives are made. The makers of lawn mowers, in common with all other Canadian hardware manufacturers, were greatly handicapped during the winter and early spring owing to the dearth of raw material, and this explains the twelve and a half per cent. advance in mowers which went into effect late in May.

Just at the time when jobbers were looking for spring deliveries, it was found that the factories were almost hopelessly behind, and only the extraordinary lateness of the season saved the trade from a much more serious shortage. As it was, many sales were lost during the early part of the season, and although many retailers, having missed this earlier trade, subsequently cancelled part of their orders it is very evident that many of them will carry over a fair stock till next year. Having considered the question fairly, one can only conclude that this season's lawn mower scarcity was the inevitable and unavoidable result of conditions entirely beyond the makers' control. Meanwhile, the manufacturers are putting their plants in shape in order to avoid a repetition of the shortage and it is highly improbable that such will occur again next year.

READ THE ADS.

A trade paper cannot wholly exist on the money paid for it by subscribers. If Hardware and Metal, for instance, had to depend for its revenue on its subscribers alone, a vastly inferior paper would be the inevitable result. The reason we are able to turn out one of the best papers in the hardware trade is because of the support given us by our advertisers. Our advertisers know that we turn out a paper worthy of being carefully read by every man in the trade. It is because of that faith that they advertise with us. Moreover our advertisers understand fully that they are talking to business men when they take space in our advertising columns. Therefore, they realize that any proposition they advertise in that space must be sound on the very face of it. Thus it is that only advertising really interesting to the hardware trade, and which is likely to result in mutual profit both to buyer and seller, ever appears in our columns.

We demand high-grade advertising. This involves us in a duty to provide editorial and reading matter of the highest grade to match. The result is, Hardware and Metal is not produced by any indiscriminate use of the shears and past brush. We endeavor to be worthy of both our readers and our advertisers. And as we urge upon our advertisers the necessity of advertising only that which appeals to the business man, so let us urge our readers to give more than a mere cursory glance at our advertising columns; for in them are to be found items of the greatest value to every progressive man in the trade.

Learn to laugh. A good laugh is better than medicine.

COMBINE CASES RE-OPENED.

Chief Justice Mulock has found P. McMichael guilty in the long-drawn-out combine charges in connection with the Plumbers' Supply Association. A fine of \$250 and costs was imposed, or in default of payment imprisonment for three months. Mr. McMichael is found guilty on four counts, as follows: Limiting facilities for supplying steamfitters and plumbers' supplies, restraining and injuring trade in supplying such articles, lessening the manufacture of supplies, and lessening competition in the trade. Along with Mr. McMichael were arraigned about a dozen other supply men who will likely pay a similar fine and avoid another trial.

Attorney-General Foy is understood to have given instructions to the prosecuting attorney to go ahead with the "tack combine" case, the trial of which has been postponed pending the McMichael case. It is possible, therefore, that further trials may be gone on with although public interest has largely been allayed by the breaking up of the Master Plumbers' Association.

ORGANIZE AND BE POWERFUL.

No declaration has indicated more truly and adequately the attitude which men should assume toward each other than "United we stand; divided we fall." There is more truth in that declaration than business men act upon, at least dream of. As soon as all men believe that the only and best means to realize their highest commercial ideals is to organize and co-operate, just so soon will we need to cease from shouting the necessity of organization and co-operation in their ears, for then there will be no price-cutting and credit-giving.

Big corporations like the Standard Oil Co., the United States Steel Trust, or the Pennsylvania Railroad, wield their powerful influence for the simple reason that they strongly organized and that the various members are willing sometimes to compromise some petty, personal interest for the realization of larger and common interests. In these days it is imperative that we have organization to fight organization. No man is foolhardy enough to attempt to coerce or to fight the Standard Oil Co. because he is forced to pay too much for his coal oil. The disparity of power is too great. He knows he can't fight them alone, but he also knows that if he could get all his fellow-countrymen to unite with him to fight for the common interest of reduced coal oil prices they would stand good chances of winning.

So it is with the hardware trade in Canada; at any rate in Ontario and Que-

bec. There are numerous evils existing, simply because of the impotence of hardware dealers to wipe them out, when they are unorganized and disunited.

Two heads are better than one; and three, or four, or five hundred heads are better than one hundred. Hardware merchants not yet in line with the association, sign the roll and lend a hand.

PROBLEMS IN FIGURES.

On several occasions problems in figures have been published in *Hardware and Metal*, the most recent one being the one in which an employer offered a salesman \$500 for the first year, with an increase of \$100 a year, which would mean \$900 for the fifth year, or a total for the five years of \$3,500. The young man offered to start at \$500, with an increase of \$25 every six months. That would be (and this is the point on which the question turns), \$250 for the first six months, \$275 for the second six months, \$300 for the third six months, and so on, giving \$475 for the tenth or last six months, and making a total of \$3,625. The young man, therefore, made \$125 by his apparently unpromising offer. The problem was figured out by many to the advantage of the employer, but the above solution should be clear to all.

Readers of *Hardware and Metal* are invited to send for publication interesting problems, which will be helpful to both merchants and salesmen.

PROMPT METHOD OF COLLECTION

A very novel and catchy method of collecting amounts due for jobbing work has been employed with good success by an enterprising American plumber. He does not defer sending in the account till the first day of the month rolls around. The very day the work is completed, the plumber in question charges it in his day book and mails the customer an itemized statement of the charge with the following printed form appended:

Notice.—This bill is mailed upon completion of work for your inspection. In case of any error as to labor or material, you will confer us a favor by reporting same at once. Two per cent. discount will be allowed if paid within 10 days from date.

"It works like a charm," said the enthusiastic plumber in commenting upon the success of his experiment, "and you should see how the bargain-hunting women are appealed to by that two per cent. in ten days."

At first several of his customers tried to take exception to this new method

of collection. Some derisively asked him if he was afraid to trust them till the first; others interrogated him as to whether it was good policy to allow the job to grow cold before presenting the bill. But the plumber simply politely pointed to the printed notice and replied that they could certainly have until the first of the month, if they so desired. At the same time he explained that his object in promptly mailing the bill upon the completion of the work was that any mistake might be rectified, if it existed, while the matter was fresh in mind. Every day is the first of the month with him now, for he has successfully educated his customers to see that by a prompt payment a mutual advantage results; when, however, payment is not forthcoming as a result of the first notice, the regular monthly statement follows on the first of next month and invariably proves to be a more effective reminder because preceded by the other.

In view of the fact that this American plumber has adopted this method with such success, would it not be wise for some of his Canadian confreres to inaugurate this or a similar system and ascertain with what degree of success it operates?

QUALITIES OF IDEAL DEALER.

The ideal sporting goods dealer and merchant is naturally a man of versatile and adaptable character and many accomplishments, says *The Sporting Goods Dealer*. He is usually himself a sportsman in the widest sense because of his associations with sportsmen, and has, in the majority of cases, been familiar with many branches of sport from early training. The successful dealer is, like the poet, "born, not made," and he should be not only a theoretical but a practical performer in the use of all the weapons in the employ of the modern sportsman. He should know a good fishing rod, a well made fly, a finely tied leader, a well dressed line, and a properly shaped hook. He is necessarily skilled in the many makes and designs of modern guns and ammunition, and this knowledge implies a high degree of critical intelligence which, it is fair to say, the average dealer displays in the great majority of cases. It is, of course, only by incessant and diligent observation that he who would be a supreme salesman can hope to "know it all," or even all approximately, but in some of the best concerns our experience is such that we are warranted in giving this high praise to those we have met, and the number is generously large in the sporting goods trade. We are justified in saying that in no line of business is there a higher grade of ability and versatility shown, and this is demanded by reason of the acumen of the average customer, who usually nowadays knows what he wants.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Red Lead—Advanced 25 cents.
 Linseed Oil—Decline of two cents.
 Ground White Lead—Advance of 25 cents.
 Putty—Advance of ten cents.

Toronto.

White Lead—25c. advance per hundred.
 Red Lead—25c. advance per hundred.
 Linseed Oil—Decline of one cent.
 Turpentine—Decline of two cents.
 Harvest Tools—Advanced from 60 off to 50 and 10 off.
 Old Materials—Several changes.

MONTREAL HARDWARE MARKETS.

Montreal, July 5.—With a continuance of warm summer weather a general quietness has come over the trade. The prospects for business during the summer months are very favorable, as the probabilities for good crops this year have been increased by heavy downfalls of rain at a critical time. By this fact all grave apprehensions for fall trade have been removed and the wholesale dealers are very hopeful. Prices continue very steady and the probability is that they will remain so until the fall. Transportation facilities are still unsatisfactory, although they have improved somewhat over a week ago.

Builders Hardware—All lines of this are experiencing a strong demand, and according to the statements of hardware dealers the volume of business done in these lines this year will exceed that of any previous year. Prices continue firm and unchanged.

Mechanics' Tools—A heavy demand for these prevails, corresponding with that for building material. Carpenters' tools, gardeners' tools, spades, shovels, are still being called for.

Harvesting Tools—With the advent of harvest time orders for pitch forks, pulley blocks and rakes are increasing. As harvest will be somewhat delayed this year, owing to the lateness of spring, there is room yet for considerable business to be done in these.

Screws—No change has yet come in the situation. The supply is gradually being replenished and in a month or so the manufacturers will be in a position to handle the business with more despatch.

Bright Wire Goods—Prices are well maintained and a good demand prevails. Sporting Goods—Now that the tourist season has arrived a good business will be done in fishing tackle and camping outfits.

Green Wire Cloth—Supplies continue low. Prices are firm and unchanged and a strong demand exists.

Building Paper.—Business in this is dull. The manufacturers continue to experience considerable difficulty in procuring raw materials.

Cement—The situation in this is unchanged. Prices are firm, with a steady demand.

Kitchen Utensils—The business in these is increasing with the advent of the fruit and preserving season.

Sad Irons—Last week's advance in prices is well maintained. The demand is strong and supplies are adequate.

TORONTO HARDWARE MARKETS.

Toronto, July 5.—The rush of business still continues to keep jobbers busy in supplying the demand for all lines of staple hardware and seasonable goods. In order to keep abreast of the trade and give prompt shipment to the retailers some of the large local jobbing houses were forced to keep their warehouse staffs working on Friday evening as well as Saturday afternoon before Dominion Day. Now that the holiday is over, the demand keeps up as strong as ever and a humming trade is being carried on, mostly for goods in sorting quantities. Trade was held back to a considerable degree during the early part of the season and, consequently, is much brisker now than is usual at this time of the year. The holiday season having commenced, there are few changes in prices to record this week.

Poultry Netting — The season's rush is largely over and supplies are now much better. Booked orders have been largely filled and a good average trade is being carried on in sorting quantities.

Green Wire Cloth — The manufacturers have been confining their efforts largely to the production of the better selling sizes, and the situation in this commodity is slowly improving as a result. Supplies are still very inadequate, however, owing to the great demand and many retailers are seriously handicapped by the lack of this article.

Nails, Screws, etc. — Supplies of the former are fairly well up with the demand, which still continues to be strong. A slight scarcity yet exists in some of the best sizes, but altogether the nail situation is much improved. A marked scarcity still obtains in screws, but the factories now have a supply of raw material with which to work and are doing what they can to relieve the strain.

Seasonable Lines — Hammocks, lawn sprinklers, rubber hose, screen doors, window screens and gas, gasoline, and oil stoves are all in very heavy demand. Jobbers are finding it extremely hard to keep a sufficient stock of above articles on hand to permit them to give retailers the prompt shipments which the latter request. The call for refrigerators has eclipsed all former seasons and the Canadian factories are being taxed to the utmost in looking after this trade. The demand for preserving utensils is fully very heavy and, as the season is fully a month late an even greater demand

is looked for during the next two weeks.

Builders' Supplies — Still continue to move fast in response to a strong and steady demand caused by a phenomenal activity in building operations throughout the length and breadth of Canada.

Wire — Since the factories received their belated shipments of raw material, supplies of oiled and annealed fence wire have greatly improved. The factories are still behind in other varieties of wire but, generally speaking, supplies of wire and its by-products are slowly but steadily increasing.

Harvest Tools — Have advanced to 50 and 10 off list, instead of 60 off as formerly. Increased cost of lumber, labor and metal has brought about this advance.

Double Acting Rotary Wing Pumps — Are beginning to be in much greater demand in Ontario and are now stocked by all jobbers. For several years they have been splendid sellers throughout Quebec and the Maritime Provinces. Progressive Ontario retailers would do well to procure a sample and push this line for a profitable trade. They are quoted at 12½ per cent. off list price.

MONTREAL METAL MARKETS.

Montreal July 5.—With the exception of slight fluctuations in prices on tin the market here is featureless. The trade has settled down to the usual summer dullness. Although transportation conditions were somewhat aggravated last week by the strike of the Dominion Transport Company's teamsters, the strike was of such short duration that it had no lasting effect and trade conditions have become normal. A steady, but not heavy, tonnage is moving and supplies in many cases (perhaps the only exception being that of pig iron) are equal to the demand.

Pig Iron—Prices are easier. Stocks have been reduced owing to the steady call, but the position, generally speaking, is strong, as compared with conditions in the American market, where a general dullness prevails alternated with fresh buying. Orders are mostly booked up. Scotch iron is quite plentiful.

Ingot Tin — At present there is a great scarcity of this on the market here. A constant strong demand has reduced the stocks almost to a minimum. Forward deliveries are easier.

Antimony — A fair demand prevails. Prices this week are weaker, and are gradually gravitating to their normal level. American market quotations are irregular.

Lead — The situation is unchanged. Prices are high and well maintained.

The tendency in Great Britain is still upward.

Old Material — Business has settled down to the regular summer quietness. Prices are weak and little demand is experienced, as foundry is slack.

Copper — There is no change here in the situation. Prices remain weak. American consumers are confidently looking for a decline in the prices. A steady demand prevails and in the United States especially is heavy. The American market is quite erratic. The Metal Worker (June 29) says:

"The larger selling interests are still holding off, but the fact that H. H. Rogers is expected to reach New York shortly may throw some light on the situation. The companies controlled by the United Metals Selling Company, over which Mr. Rogers holds sway, produce nearly one-quarter of the copper that is made in the United States; consequently the price made by this interest will go a long way toward establishing a firm basis. The best that can be said of business at present is that it is extremely erratic. Cask lots of lake copper were sold on the same day by different dealers at 24c. and 26c. respectively, and although one copper was a better grade than the other, the difference would not amount to more than 4c. European interests have been purchasing electrolytic at considerably under the market, but no large takings have been made. The export situation, however, shows some improvement. The market at best is a waiting one, and will continue so until sales of magnitude clear the situation. Prices are again easier, as follows: Lake, 25½c. to 26c.; electrolytic, 24½c. to 25½c."

TORONTO METAL MARKETS.

Toronto, July 5.—The usual dullness existing during July and August is manifest already with metal merchants not very anxious to book business owing to the difficulty experienced in securing deliveries of goods. One dealer tells of placing orders for steel bars in April with an American mill, delivery being promised in two months. This week word was received that five months was the earliest in which the order could be filled.

Generally speaking, the market is in a fairly satisfactory condition locally, high prices being still obtainable owing to the scarcity of supplies.

Pig Iron.—Stocks are still short, but stove foundry, etc., are in fair shape for the summer. Buying for the second half of the year is commencing and with the coming into commission in September of the new blast furnace of the Hamilton Steel & Iron Company, local conditions will be materially improved. Concerning shipments from Great Britain, the London Iron and Coal Trades Review (June 21) says: "The exports of pig iron from the Cleveland district are this month more wonderful than ever; they are even greater than the previous best on record, which was in April. If all the iron could be sent away that is ordered out there would be still larger shipments. Never were the docks and wharves on

the Tees so crowded with shipping as they are this week, and shipowners, owing to the time that some of the steamers are delayed, are asking higher freight rates, while the wharf owners are taking advantage of the opportunity to levy higher rates for discharging and loading."

Copper.—Locally copper is holding firm, but the American market continues unsettled with a disposition to create a firmer feeling. This has not a genuine look, however, there being a complete absence of future buying and only for pressing immediate needs are consumers purchasing. The feeling is general that a further reduction in prices is inevitable.

Tin.—The London market is more active and prices have advanced about five pounds for present delivery, with about 15 shillings of an increase on futures. Locally buying is satisfactory for the season and prices are easy at 44½ to 45 cents. The London advance is purely speculative.

Sheets and Plates.—No change in conditions has developed during the week. All are held very firm in price.

Lead.—Prices keep firm, with buying in seasonable quantities. Zinc spelter is unchanged with a fair demand and antimony is steadier than it has been for some weeks.

Old Material.—Slight changes have been made in several lines. Brass and lead have been marked down slightly, while old rubbers are subject to higher prices.

U. S. METAL MARKETS.

Cleveland, O., July 4.—The Iron Trade Review to-day says: Iron ore shipments for June amount to about 6,500,000 tons, by far the largest tonnage ever shipped in any previous month. The increase came almost entirely from the three ports at the head of the lakes, which shipped nearly 1,000,000 tons more than in June, 1906. The old ranges are falling behind in the record-making pace set by the Minnesota mines.

The annual summer shut-down of mills will be short this month on account of the many orders on hand. One large interest closed its mills for repairs with three and one-half times as large a tonnage of specifications on hand at its Youngstown plants as at the same time last year.

Merchants and boiler tube business is extremely active, mills being far behind on their deliveries. In sheets and plates deliveries are improving and on lighter gauges of sheets the leading interest is now delivering in about eight weeks. Premiums on plates for prompt delivery are not being so frequently paid. New business in structural material was considerably smaller in June than in the previous month, but specifications have been heavy. Inquiries for several important new public buildings, including 10,000 tons for the new city hall at Chicago, and 3,000 tons for the new court house at Cleveland, are expected to appear at an early date. The end of the strike of lake shipbuilders will hasten the placing of specifications for plates for new vessels. Steel car companies are estimating on several thousand new railway cars.

U. S. IRON AND METAL MARKETS

New York, July 4.—Iron Age says: While there will be some closing down of mills and steel plants for repairs and betterments during July, it will be less than usual, owing to the great pressure for deliveries. In nearly every branch of the finished trade it is the same story of a rush of specifications, and in some the mills have not made any headway at all to relieve the congestion. The operating departments are therefore driven to the utmost.

From all the principal distributing centres of pig iron comes the same story of a quiet market, and the extreme scarcity of spot iron, notably of foundry pig, which characterized the situation some months ago, has disappeared. The result is that the premium for spot iron is becoming very unusual. Still, iron on old contracts is being taken right along and there is some demand for anticipating shipments, which indicates that the consumption continues on an unprecedented scale. It is doubtful, however, whether we shall continue to absorb much foreign pig iron. It is understood that a good deal of foreign iron was imported under an arrangement with a large smelter that the latter would take all that could not be sold in the market over a certain price, and this price, it is believed, has now been reached.

Specifications for structural material are coming in liberally, and the mills are well booked ahead. There are some good contracts in sight, among them being 12,000 tons for a power station in this city, and 10,000 tons for the Chicago city hall.

Pittsburgh reports further business in the placing of orders for steel pipe lines, and the enormous pressure on the mills continues unabated. The wire makers would like to accumulate some stock in anticipation of the fall demand, but have been unable to do so.

While the world's consuming markets are feeling considerable hesitation, growing out of the timidity of capital and new projects seem to be moving slowly, yet there is a good volume of new business in certain quarters. This is notably true of India, and of China and Japan. From China have come orders for bridge material, including one lot of 1,000 tons, with more to come. South Africa is a poor field, for well-known causes. Some orders have been placed for structural material for South America, including 2,300 tons for the first sky-scraper in Buenos Ayres, a 10-storey hotel.

The copper deadlock has not yet been broken.

LONDON METAL MARKETS.

London, July 2.—Cleveland warrants are quoted at 56s and Glasgow standards at 55s 9d, making prices as compared with last week on Cleveland warrants 1½d lower and on Glasgow standards 1d lower.

Tin.—Spot tin opened strong at £195, futures at £182 10s and after sales of 350 tons spot and 380 tons futures, closed irregular at £195 for spot and £182 10s for futures, making price as compared with last week £5 5s higher spot and 10s higher on futures.

Copper.—Spot copper opened easy at £98 15s, futures at £92 5s, and after

sales of 100 tons spot and 350 tons futures, closed quiet at £98 10s for spot and £92 5s for futures, making price as compared with last week £2 15s higher on spot and £1 5s higher for futures.

Lead.—The market closed at £20, 15s, making price as compared with last week £1 higher.

Spelter.—The market closed at £24, making price as compared with last week 7s 6d lower.

VIGOROUS VANCOUVER.

Vancouver, B.C., June 28.—Of the fourteen blast furnaces at the three smelters in the Boundary district, twelve are now blown in and handling ore at the rate of 5,000 to 6,000 tons per day. During the past week the Grand Forks and Greenwood smelters each blew in one stack. The latter has the whole battery of three stacks now working, the first time in the history of the B. C. Copper Co.'s smelter this has occurred. The capacity of the three is approximately 2,000 tons daily. The Grabny has now seven stacks going, and will have the eighth soon. The Dominion Copper Co.'s smelter at Boundary Falls is now running two, and will have its third in commission soon. The shortage of ore dump cars is the most serious drawback at present felt in the mining section, not sufficient cars being available to carry the present output from mines to smelters. The railway people claim that the manufacturers are not turning out these dump cars as fast as ordered.

* * *

The advancement of wages by the mines of Rossland camp has had a beneficial effect already. Since the announcement was made that there was an increase to go into effect on July 1st, more men have been applying for work at the mines, though skilled miners are still scarce. The Rossland mines are now shipping about five or six thousand tons per week and with labor plentiful will likely increase that average before the end of the year.

This week a rather startling find of free milling ore, it is claimed, was made in the War Eagle mine. There has been much secrecy observed, so that details are not authentic. It is said that a slab of ore seven feet in length was taken out. It is a pyrrhollite with free gold visible. The find is said to run \$800 to \$1,000 to the ton. Rossland ores are ordinarily refractory, not free milling. Not since 1896 has there been such excitement in Rossland camp. Hundred dollar ore then made the stir.

* * *

The only railway construction apparently likely to go ahead in British Columbia this season is that of two electric lines. One, the New Westminster Chilliwack line up the south side of the Fraser valley from New Westminster to Eburne in the Fraser, sixty miles, is being now begun. The other will be started as soon as contracts are let,

which will be in a few days. The B. C. Electric Railway Co. will operate both lines, but will only build the Chilliwack line, the other being built by the C.P.R. on a charter secured some years ago. Both will open up a considerable area of farming land, which has been somewhat handicapped for transportation. A large increase in the number of people living on the land and producing their living therefrom will follow the completion of these lines.

* * *

The lumber situation is very much mixed at the present moment. While a very large surplus of logs is claimed, and some of the loggers talk of shutting down on the first of July, alleging the big stock and dull prices as a reason, the mills say that a large proportion of the logs are cull timber of low grade, which would not find a ready market at any time. The millmen say that first-class fir logs are in demand and sell readily at good prices.

But the somewhat highly-colored reports sent out by wire are not justified by conditions actually existing. Certainly there is no feature of the situation which warrants the hope in the Northwest that a break in price of lumber is imminent. The millmen say no change in lumber prices is at all likely. They also say that there are too many logging camps owned and operated by the mills to fear any shortage of logs if all the independent loggers shut down their camps. At the present moment there appears to be very little local disturbance or likelihood of it.

* * *

Northern shipment of machinery and staple hardware is fairly active though not so heavy as in former seasons. The change in the operation of so many Yukon properties since the Guggenheims secured control, is very apparent in the amount of business transacted by individuals from the north, as not nearly so many are now interested. Up-coast traffic continues to increase and just now the last shipments of cannery supplies to northern canneries are giving full cargoes to all the coasting steamers.

* * *

Announcement is made of the possible entrance of a third hydro-electric power company into the field here. The Cheakamus River at the head of Howe Sound is the source from which it is proposed to secure water power, with which 100,000 horse power can be developed and transmitted to Vancouver. The transmission line would be 61 miles long by way of Howe Sound and following the coast line. By crossing the divide to the upper waters of Seymour Creek, and thence down to Buzzard Inlet, the distance would be 47 miles. The proposed water power is a very well supplied source, a watershed of over 300 square miles well fed from heavy snows and also from numerous streams and from glaciers back in the mountains, ensures a continuous and steady water supply.

The B. C. Electric Railway Co. through its subsidiary company, the Vancouver Power Co., now controls and operates the water power furnishing all the electric energy at present used in Vancouver and New Westminster. The total available from their present plant is 30,000 horse power. The Stave Lake Power Co., with a possible initial development of the same amount, is now busily constructing its plant some 38 miles from Vancouver, and power will be turned on in a few months. It is said that this power will be used in part for operating the Great Northern Railway lines between Vancouver and Seattle.

BUFFALO HEADS VALUABLE.

Mounted buffalo heads are becoming very scarce. A buffalo head in good condition will sell readily for \$400 to \$1,200, according to size and condition. And only thirty years ago thousands of them were left to rot upon the western plains.

Not many weeks ago Frank Rockefeller, of Cleveland, Ohio, brought a buffalo bull to Kansas City from his ranch in Kansas. He sold the meat to a butcher, but the head and hide he sent to his home. It was a magnificent specimen.

Mr. Rockefeller valued the head and hide at \$1,200, but it was not for sale at any price. The old buffalo weighed 2,500 pounds. A long beard hung from his chin and his coat was shaggy. The buffalo was twenty-seven years old.

Along in the late 70's the officials of the Kansas Pacific Railroad bought thirty-eight buffaloes that were shot on the plains of Kansas. A buffalo head was the road's trade mark. These thirty-eight specimens were handsomely mounted and distributed throughout the towns along the length of the road. These heads are now worth about \$1,000 each.

AUTOMATIC VENTILATOR.

J. F. Bowes, North Adams, Mass., has invented an improved ventilator similar to removable ventilators ordinarily placed in window openings of buildings, cars, etc., and which will automatically operate to close and shut off a draft of air on blowing through it. This is done by swinging two or more sheets of thin material within the opening of the ventilator frame. These sheets are slightly spaced apart and have other openings by means of which, as the sheets are blown together, the ventilator is automatically closed, and when separated, is similarly opened.

NAIL-HOLDING HAMMER.

An invention by S. S. Stuhag, New York, N.Y., aims to produce a hammer having means for holding the nail so as to start it in the wood without necessitating that the nail be held in the fingers when the first blows are struck. This invention is especially well adapted for placing nails in corners and other inaccessible places.

Learn to attend strictly to your own business—a very important point.



Travelers, hardware merchants and clerks are requested to forward correspondence regarding the doings of the trade and the industrial gossip of their town and district. Addressed envelopes, stationery, etc., will be supplied to regular correspondents on request. Write the Editor for information.

HALIFAX HAPPENINGS.

Halifax, N.S., July 1.—There is nothing really new in the hardware business. All lines are very firm, particularly metals, though there have been no notable changes in prices recently. Lead pipe is 75c. higher than it was a year ago. Paris green is very high and the demand is good. White lead is 25c. higher than it was two months ago, and poultry netting quotations show a considerable advance over last season's figures. The prices rule as follows: 2-in. mesh, 19 gauge, 30 ins. wide, \$1.95; 36 ins., \$2.30; 48 ins., \$3.10; 60 ins., \$3.90; 72 ins., \$4.60 per roll of 50 yards. Though late in the season, some fishing supplies are still being sold. Paints, oils and varnish are in very good demand, and some good sales of rope have been made. This week a large shipment of rope was made to the West Indies.

Prices rule about as follows: Nails, cut, \$2.70; nails, wire, \$2.60; linseed oil, (barrels), 70c.; linseed oil, raw, 73c.; zinc, (per 100 lbs.) \$7.75; bar iron, \$2.40 f.o.b.; black sheet iron (22g) \$2.65; lead pipe, \$7; sheet lead, (per 100 lb. coils) \$6.50; pig lead, \$6.50; tin plates, i.e. charcoal, \$4.75; tin plates, i.x. charcoal, \$5.25; tin plates, i.e. coke, \$4.25; galvanized wire fencing (per 100 lbs.) \$3.35; barb wire fencing (per 100 lbs.) \$2.90.

* * *

Concrete is becoming a favorite material for the construction of buildings in these parts. In this city A. M. Bell's hardware store is constructed of concrete blocks, and the new business college erected this year is built of the same material. A \$27,000 fire station is now being constructed of concrete blocks. Messrs. Larder & Young have just decided to construct their new business block at Sydney of concrete blocks made from Sydney cement. Frank L. Dixon has the contract.

* * *

W. F. Jennison, C.E., returned to Sydney last week from Pictou county, where he had been inspecting the oil shale and kindred deposits. His investigations were made chiefly in connection with what is known as "Stellarite," a mineral peculiar to the Stellarite region, and after which that town is named. The area in question was worked between forty-five and fifty years ago and machinery was purchased and placed on the ground for the purpose of distillation, but later was abandoned. Stellarite somewhat resembles bituminous coal, and its value lies especially in its volatile matter, the percentage of which is 66.56, and fixed carbon, 25.53, the ash percentage being only 8.21, as compared with oil shale, which has an ash percentage of 58.47. New York

capitalists have now interested themselves in the areas, and development will soon be started.

SCENIC ST. JOHN.

St. John, N.B., July 2.—Business continues fair for this season of the year. The most activity is noticeable in builders' hardware, for which the demand has been good right along. The action of the weather man in supplying a few hot days has helped dealers clean up pretty well on stocks of refrigerators, ice cream freezers and kindred lines.

* * *

A report from Fredericton says the Canada Woodenware Company, which was recently burned out at Hampton, may remove to that city. It was stated last week that Fairville might be selected for the new location, but it now seems that Fredericton may get the preference. Geo. T. Dibble, president of the board of trade there, has been in communication with the company, and it is understood they look favorably upon the proposal to move to the capital. It is quite likely the city will offer freedom from taxation for a period of years and free water to the company as an inducement.

* * *

The Canadian Colored Cotton Company of Montreal is negotiating with the Alexander Gibson Railway and Manufacturing Company for the sale of the Gibson Cotton Mills at Marysville. Appraisers have been at work on the property and it is understood that the deal is as good as closed and that the transfer will take place this week. The purchase price is said to be in the vicinity of \$1,000,000. The original cost of the plant was \$800,000.

* * *

The I. C. R. has installed a new turntable at Sussex to replace the one formerly used. The new structure is a substantial one, built of steel with concrete foundation. Residents of Sussex are now agitating for a new station house.

* * *

The Sussex Manufacturing Company is kept busy these days. Another carload of woodworking machinery was shipped to Montreal on Monday.

* * *

The city engineer is likely to be kept busy for some time to come. He had just made arrangements for extensive building operations by building bulkheads and driving piling to restore Union street, on the west side, to its former level when a few days ago the street again began to settle as a result of extremely high tides, and considerable material has been washed into the harbor. The trouble was originally caused by the dredging operations for new wharves being carried too close to the street. A large number of men are now at work repairing the damage.

The new Royal Bank building, the excavating for the cold storage plant, the building of wharves and warehouses on the west side, the extensive building operations at Rockwood Park, and the construction of new street car lines in various parts of the city, as well as a number of private houses that are being erected, make it extremely difficult to get sufficient men to do the work as quickly as might be wished.

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Jas. L. McAvity, of McLean, Holt & Co., has presented a Glenwood range and all necessary kitchen utensils to the Provincial Rifle Association for their new bungalow at Sussex.

LEAFY LONDON.

London, Ont., July 3.—One of London's most prosperous industrial concerns is the Empire Manufacturing Company, manufacturers and dealers in steamfitters' and plumbers' supplies. It is a little over four years since this company entered in business, but the head of it, T. A. Stevens, previously had a long experience with the old firm of Stevens, Turner & Burns, and later with the Stevens Manufacturing Company. Their trade extends all over the Dominion, they shipping goods from Halifax to Victoria. At present they employ some 125 hands, all of whom are kept constantly at work. So great has been the growth of their business that they have found their premises, on Talbot street, large though they are, entirely too small to meet their requirements, and are now erecting an immense factory and foundry in the east end, right alongside the interswitch, where, in addition to more room, they will have all that could be desired in the way of shipping facilities, the need of which is at present a great handicap to them. The new establishment will be 300x60 feet, the main part of it practically three storeys high, and the foundry portion two storeys. Besides this there will be an addition for office and show room. Mr. Stevens reports that not only is business brisk, but the outlook for continued activity is most promising.

* * *

Another concern that is making rapid strides in advance is the Mann Brass Works, on the southwest corner of Pall Mall and Colborne streets. Though, comparatively speaking, but a short time in business, this firm has built up a trade that covers the Dominion, and is steadily growing. Orders keep pouring in from all quarters, and the half-hundred or so hands are kept constantly busy. At present the Mann firm is making a specialty of a special line of high-grade plumbers' brass goods.

* * *

Only the front portion of the Labatt Manufacturing Company's premises has been sold to the Cook-Fitzgerald Shoe Company. The rear portion is being fitted up for use by the Labatt Company, who will also erect some new buildings.

* * *

Hardware jobbers report business continues brisk, one firm—the Hobbs Com-

pany—having received upwards of one hundred mail orders in one day this week. This is a pretty fair indication of the state of retail trade.

* * *

The London Retail Hardware Merchants' Association needs a waking up. Indeed, there is room for doubt whether such an organization continues to exist in the city. Ever since the removal of Mr. Westman, Jr., from the city, several weeks ago, the position of secretary has remained vacant, nor does it seem to be anyone's business to call a meeting to elect a successor. A gentleman who has recently entered the hardware trade here was unable to say whether there was any organization. If there is he hasn't been approached on the subject of joining it. This is not as it should be. There is room for a vigorous association in London and there should be such.

* * *

A feature of the McClary diamond jubilee this month will be the opening of the immense new storing building with a ball on the night of the 12th, when the army of employes will be the guests of the company. For this event over one thousand invitations have been sent out. Another feature will be a big picnic at Port Stanley on the following day, when a programme of games and sports will be carried out.

* * *

W. E. Drake, Vancouver manager for the McClary Manufacturing Company, has returned from a three months' trip to Europe. He will remain in London until after the jubilee celebration.

* * *

The McClarys report business splendid, sales being far ahead of this time last year. The outlook in the west is very bright.

CHAT FROM CHATHAM.

Chatham, July 2.—Hardware business is pretty much the same as last week, and active along the same lines. Seasonable goods are in steady demand. In heating and tinsmithing, work is brisk, and in plumbing particularly good.

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His many friends will regret to learn of the continued illness of H. Macaulay, proprietor of The Ark, and local representative of the McClary Mfg. Co., of London. Mr. Macaulay has now been laid up for several weeks. Toward the close of last week he was somewhat improved, and anticipated being down at the store on Saturday; but he then suffered a relapse, and had to be removed to the hospital. It is hoped he will soon be able to be out and around again.

* * *

On Tuesday of last week the final organization meeting of the Tilbury Town Gas Co. took place in Chatham. General Manager R. E. Kizer, of the Chatham, Wallaceburg & Lake Erie electric railway was elected president, J. A. Tremblay vice-president, Dr. G. K. Holmes secretary and J. S. Richardson,

of Tilbury, treasurer. The company is now engaged in piping the village.

* * *

J. Watt & Sons have the contract for installing the heating and lighting of the new Balmoral Hotel, recently built by Geo. Chalmers at Tilbury. Both electric lighting and gas are included, the contract totalling \$1,400.

* * *

An interesting telephone fight in on in the vicinity of Comber. A few years ago some farmers formed a co-operative company and carried the wires along fences and over farms, and when they reached the highways, carried the wires across on poles. The township council recently went into the municipal telephone business, and ordered the constables to cut the wires and to arrest anyone attempting to restore them. The co-operatives declare they will fight this order.

* * *

Bates Bros., tobacconists, have purchased the Donald Ross property on William street, adjoining their present stand, and intend, some time before the end of the year, to replace the frame building there now with an up-to-date brick block.

* * *

Building permits issued here last week totaled over \$20,000, the largest item being a three storey hotel for Hogan & Hoy, in place of the old Montana House.

RECENT CUSTOMS DECISIONS.

The Customs Department, Ottawa, have issued a bulletin announcing the following:

Item 199—Paper rendered transparent and having floral designs printed thereon, intended to be pasted on glass to produce the effect of stained glass, preferential, 22½, and general tariff, 35 per cent.

Item 408—Wire, plain twisted, of two or more strands, No. 9, 12 and 13 gauge, galvanized or not, preferential, 17½, and general tariff, 25 per cent.

Item 454—Iron or steel tanks for wagons mounted on trucks or not, preferential, 20, and general tariff, 30 per cent.

NOVEL SELLING PLAN.

The Robin Hood Cycle Co., Lenton, Nottingham, Eng., have a plan by which the agent may pay them for cycles in twelve monthly instalments, making any terms he may, in turn, choose with his customers. The cycle may be sold on progressive or hire purchase plans. In the latter case the agent has power to seize the machine for arrears of payments, crediting the value at time of seizure.

After the retailer has delivered the machine he sends to the Robin Hood people the payment form, progressive or hire purchase, as the case may be, on which must appear the price and the number of the machine, and they will at once credit his current account and debit his gradual payment account with that machine, plus ten per cent. on the

retail price, and the total amount will be payable to the Robin Hood Co., in twelve equal monthly instalments, dating from delivery of cycle, whether the agent succeeds in collecting the instalments or not. The payment form is returned to the agent when he has paid all the instalments.

SWEDISH IRON INDUSTRY.

An enterprise of considerable importance is now being carried out under the direction of the Swedish Government. This consists in the use of the Trollhattan Falls in order to operate a turbine plant. Current is to be generated in the station, and a power distribution line will be run for a distance of 45 miles to the city of Gothenburg. The work is undertaken in such a way as not to detract from the appearance of the falls or the surrounding country, nor, on the other hand, to cause any bad effect to the operation of the canal which connects Lake Wener with the Gota Elff and the Kattegat. As to the quantity of water which can be obtained by the present hydraulic construction, it is calculated to be 320 cubic meters (11,200 cubic feet) at low-water periods. Upon this total, 62 cubic meters (2,170 cubic feet) are to be reserved for the supply of the canal and 8 cubic meters (283 cubic feet) for a small hydraulic plant which is already erected at this point. A head of water of 70 meters (231 feet) is counted upon, and the total amount of power which can be obtained by the present plant is 75,000 horse-power. According to the present designs, the turbine house is to contain a certain number of 10,000 horse-power turbine and dynamo groups, using the Francis type of turbines. As a result of the current supply which will be secured in this case, it is probable that ore from the north of Sweden will be transported to Gothenburg and will be treated by an electric process in large works which are to be erected for the purpose. An electric railroad will be built specially for the hauling of the ore.

CASH SYSTEM ENDORSED.

"I like the cash system very much so far. Had no trouble introducing it and no complaints have been made by customers," writes E. P. Paulin, Goderich, one of last year's executive of the Ontario association, who adopted the cash system a few weeks ago.

It is said that a high polish may be obtained after nickel plating on small steel articles, such as screws, by tumbling them with leather and dry rouge. The articles are placed in a tumbling-barrel with leather scraps. Some dry rouge is put into the barrel along with the screws and leather and the whole is tumbled for some time. The rouge coats the surface of the leather, and causes it to act like a polishing wheel. Canvas scraps may be used in place of leather.

CATALOGUES AND BOOKLETS.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning **HARDWARE AND METAL** to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

National Stoves.

The Moffat Stove Company, Weston, Ont., have just issued a fine 8½ x 11 inch catalogue describing the construction and operation of their National stoves and ranges. The catalogue contains 103 pages, profusely illustrated throughout with engravings of their many varieties of stoves, ranges and heaters. Price lists, dimensions and other essential facts are given under each cut and the catalogue from cover to cover is well arranged, artistic in appearance, and neatly printed. The front page contains a handsome engraving of the late T. L. Moffat and his five sons, who now succeed him in the business. This catalogue is available to the trade by writing the company and mentioning this paper.

Oil and Gas Furnace.

Two folders have been issued by the Rockwell Engineering Co., New York, N.Y., setting forth the advantages of Rockwell Rod Heating and Bolt Heating Furnaces, in which either oil or gas can be used as fuel. The rod heating furnace is for making long heats on stock from ½ inch to 4 inches in diameter for cutting off, and is used in the manufacture of rivets, nuts, spikes, etc. The bolt heating furnace is for making short heats on round or square stock for upsetting, cutting off, etc., and is built in sizes to take stock up to 4-inch diameter or square, making heats up to 24 inches long. These folders may be had on writing the company, mentioning this paper.

Firearm Catalogue.

The Marlin Firearms Co., New Haven, Conn., have issued a fine 5½ x 8-inch catalogue, containing 136 pages, descriptive of Marlin's repeating arms and ammunition. The cover design shows a most realistic picture of camp life—in the distance a tent pitched among the pines, in the foreground two men pushing away from shore in a trim and handsome birch-bark canoe. Between the covers is described and illustrated a complete line of Marlin's, repeating rifles of all calibres, repeating shotguns in 12 and 16 gauges, giving a selection for all kinds of game and every requirement; rigid guns, take-downs, lever actions, trombone actions, pistol grips, straight grips, all grades of checking and engraving, providing every essential for men dependent on their gun for a livelihood, for protection, for food, for a vacation companion at the shore or mountains. The catalogue is arranged in three sections, containing illustrations and price lists. Part I. is designed for the quick reference of dealers and consumers who desire briefly the details of the company's arms. Part II. is intended for the consumer

who wishes more complete information in regard to the arms and ammunition used in them. By careful reading a novice may form a correct decision as to which arm will best suit his individual needs. Part III. gives some hints that should interest, and possibly help, shooters in general. This interesting catalogue may be obtained by writing the company, mentioning this paper and enclosing six cents to cover postage.

Twentieth Century Furnace.

The Laurentian Foundry Co., Ottawa, have recently issued a nicely gotten up booklet describing their Twentieth Century Underfeed Furnace. The booklet throughout contains valuable information regarding the different and distinguishing features of this furnace, its leading parts, the method of construction, and the way to operate it. The manufacturers claim that it is a most economical fuel consumer, that by it ashes are reduced to the minimum, and that it is free from clinkers. All those desiring further information regarding this furnace may have it by applying to the company, mentioning this paper.

Advertising Helps.

The Hopkins & Allen Arms Co., Norwich, Conn., recently instituted an advertising department, intended primarily to help the merchant get the full benefit of the extensive advertising this company is doing—to supplement general advertising with local publicity and distribution. A series of electrotypes, catalogues, booklets, posters and signs have been selected and are ready for the use of merchants. Samples will be sent upon request.

New Telegraph Code.

The Montreal Rolling Mills Company, Montreal, have issued and are sending to their customers a nicely gotten-up book containing their new private telegraph code. It contains 100 pages, has a dark leather binding, the paper is of a fine quality, and the printing throughout is splendidly done. In the front is a full index of contents, and the book is divided on heads, according to the nature of the communication. For instance, under the letter "A," is a column of codes for the various kinds of advice desired, another column for different classes of agreements. All those who do business with this firm will find their new code book of great service.

BUILDING MATERIALS FOR CHILE

In a recent letter, United States Consul A. A. Winslow, of Valparaiso, describes the effect of the earthquake of August 16, 1906, on the building trade of that country. As a result of the earthquake architects and builders of Chile began to seriously study the materials best adapted for use in future buildings, and they are now settling down more and more to the use of wood, steel and concrete. The letter runs as follows:

"Prior to the earthquake but little

steel entered into the construction of buildings here, save in the corrugated roofing, gutters, etc., but since that time many beams, frames, and supports are being put into injured buildings to strengthen them. In one case, a five-storey, steel-frame office building, reinforced by concrete, has been erected, and others are contemplated. Heretofore, many of the lighter buildings have been a frame skeleton, filled in between the uprights with mud, and plastered on both the out and the inside, and in many cases the outside entirely covered with corrugated iron. This is quite true of the residences in the better parts of the city, where the fewer deaths occurred during the earthquake. In the future it is proposed to use this plan more for the larger business houses, only in place of the wooden frames, steel will be used, and concrete in the place of the mud.

"So far nearly all the ceilings have been made of wood or of white cotton cloth, but from now on there will be more metal ceilings used in the better structures. Nearly all the limited amount used to date has come from Germany. There is a good opening for the American manufacturer of metal shingles, and I feel sure it will pay to push the matter.

"The demand for cement will be heavy here for the next few years. Portland cement comes first, and then a grade called Roman cement, which has been the kind in general use in Chile. It all comes from Europe, mostly from Germany, whose trade amounted in 1905 to 25,504,350 kilos (kilo, 2 1-5 pounds), while England's was 11,895,475 kilos, and the United States, 1,800,925 kilos."

Canadian manufacturers of building supplies and metal shingles would do well to be on the alert in order to capture a share of this valuable Chilean trade.

AUSTRALIA'S FIRST BLAST FURNACE.

The first blast furnace operated in Australia upon commercial lines was opened on May 13. Iron has been produced, and it is claimed to be of excellent quality. Bar iron has been made from the product in puddling furnaces and steel in open-hearth furnaces, and both are pronounced to be of a high grade. Should these works succeed, it will affect a good many importations, though not to any considerable extent, the Canadian trade. So far as can be foreseen, there is no reason why Australia should not produce its own pig-iron and steel.

NEW FURNACE FACTORY.

R. Bigley, Toronto, has purchased a large block of land on Sorauren avenue, and will erect a large factory and molding shop, for the manufacture of furnaces. The building will probably cost \$20,000, and 120 men will be employed in it when completed.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 a.m. Friday, July 5. Room 511, Union Bank Bldg, Winnipeg, Man.

Wholesale houses report very active business for this season of the year. Building supplies for outside points are in very brisk demand but, as compared with last year, the trade in the city is small. Country payments show a marked improvement.

Wringers have been advanced \$1 per dozen for all grades. Turpentine has declined to 90 cents in barrel lots. A new list on stove bolts has been issued but the discounts are unchanged. The net result is a sharp advance in price.

ROPE—Sisal, 11c. per lb., and pure manila, 15½c.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.90; 11, \$2.96; 12, \$3.04; 13, \$3.14; 14, \$3.24; 15, \$3.39; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

POULTRY NETTING—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILES—No. 10 and larger, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c. per box. Capewell brand, quotations on application.

WIRE NAILS.—\$3 f.o.b. Winnipeg, and \$2.55 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES — ½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS — Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS — Bolts, carriage, ¾ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS — Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—½-in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, 4.50; 1, \$4.25; 9-16, \$4.20; 1½, \$4.25; 2, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS — Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS — Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE — Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE — Rope sisal, 7-16 and larger, basis, \$11.25; Manilla, 7-16 and larger, basis, \$16.25; Lath yarn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC. — Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10.

**Quick Service
from
Factory to
Dealer**

Stephens'
Paints

go out on the jump. As soon as we receive the order, we fill it.

¶ And every package that goes out is guaranteed by us. They are made in only one grade—the best.

¶ They are the cheapest to use, because they will cover more surface and last longer than other paints.

G.F. Stephens & Co.

Limited

PAINT MAKERS

WINNIPEG and CALGARY



- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

SAMPLE SHINGLES SENT ON APPLICATION

Winnipeg Paint and Glass Co. Limited

CALGARY WINNIPEG

Galt "Sure-grip" Shingles

are simply wonders TO SELL, TO LAY AND TO MAKE FRIENDS. Once used and you would never use any other—your customers wouldn't let you.

"Sure-Grips" make a really handsome roof, as well as the most weatherproof. Try them—that's all we ask.

"GALT" CORRUGATED SHEETS are best English galvanized stock, pressed straight and true. Our prices are right, and we can ship promptly.

Consult us before purchasing CEILINGS, SIDINGS, ROOFINGS, CORNICES, SKYLIGHTS, VENTILATORS, FINIALS, FIRE-PROOF WINDOWS, EXPANDED METAL LATH, ETC.

The "GALT KIND" is the line to push; we protect and assist our customers.

THE GALT ART METAL CO., Limited
GALT, - ONT.



Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

CORRUGATED IRON AND ROOFING, ETC.—Corrugate iron 28 gauge painted \$3, galvanized \$4.10; 26 gauge \$3.35 and \$4.35. Pressed standing seamed roofing 28 gauge painted \$3.10,

galvanized \$4.20; 26 gauge \$3.45 and \$4.45. Crimped roofing 28 gauge painted \$3.20, galvanized, \$4.30; 26 gauge \$3.55 and \$4.55.

PIG LEAD—Average price is \$6.

COPPER—Planned copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, 1-in., \$2.65; 1 1/2, \$2.80; 2, \$3.50; 2 1/2, \$4.40; 3, \$6.35; 4, \$8.65; 5, \$10.40; 6, \$13.85; 8, \$19; 10, \$25. Galvanized iron pipe, 1-in., \$3.75; 1 1/2, \$4.35; 2, \$5.65; 3, \$8.10; 4, \$11; 5, \$13.25; 6-inch, \$17.65. Nipples, 70 and 10 per cent.;

unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10 1/2-oz., \$5.20; Queen's Head, 20 \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES — 18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE — Silver Star, in bbls., per gal., 20c.; Sunlight, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases, \$2.75.

PAINTS AND OILS — White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2 1/2c.; in kegs, 3 1/2c.; turpentine, barrel lots, Winnipeg, 90c.; Calgary, 97c.; Lethbridge, 97c.; Edmonton, 98c. Less than barrel lots, 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gallon advance on these prices.

WINDOW GLASS — 16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.30.

M. W. Howell, organizer of the Ontario Retail Hardware and Stove Dealers' Association, is in the west on personal business, and called the other day at the Winnipeg office of Hardware and Metal.

HAWKERS' AND PEDDLERS' BY-LAW

Retail Merchants' Association Prosecute Case at Galt—Magistrate Says By-law is in Restraint of Trade—Decision Will be Appealed.

The first real case of an infraction of By-law No. 87, known as the Hawkers' and Peddlers' By-law, was heard in the Galt Police Court by Magistrate Blake recently.

Wesley G. Hull, of London, was charged that on May 27th, 1907, he being a transient trader, or a person not appearing on the assessment roll of the town of Galt in respect to business or income assessment, unlawfully offered goods for sale, contrary to By-law No. 487.

The Retail Merchants' Association, who are prosecuting the case, were represented by M. A. Secord, and the defendant by J. H. Hancock, who pleaded not guilty for his client.

Mr. Secord said that the defendant was being prosecuted under Section 3 of By-law No. 487, which reads as follows:

Every transient trader or other person whose name has not been duly entered on the assessment roll in respect of income or business assessment for the then current year, and who may offer goods or merchandise of any description for sale by auction or any other manner, conducted by himself or by a licensed auctioneer, or by his agent or otherwise, is liable to prosecution.

The words "Transient Trader" wherever they occur shall extend to and include any person commencing in the municipality the business in the said clauses mentioned; who has not resided continuously in such municipality for a period of at least three months preceding the time of the commencement by him of such business therein.

Never Asked for An Order.

Chief Gorman and Town Clerk McCartney gave evidence to the effect that the defendant had not secured a transient trader's license, and the latter to the fact that the defendant's name did not appear on the assessment roll of the town.

Mrs. Mary Christie was called by Mr. Secord, and said that Hull had sold her three pounds of tea on Monday. He had delivered the tea.

To Mr. Hancock: Did not buy tea on Monday, but had ordered it same time previously, and it was delivered on Monday.

This evidence closed the prosecution and Mr. Hancock called the defendant, Mr. Hull, to the stand.

Mr. Hull said that he was in the tea business for himself with headquarters in London. He had regular customers, and at certain intervals he supplied these with a certain quantity of tea. He did not carry samples. Had no stationary premises in the town of Galt. He never delivered the tea at the time of taking the order and never asked for an order.

To Mr. Secord: Had standing orders with customers. By this he meant that he delivered so many pounds of tea

once every two months. Took three pounds of tea to Mrs. Christie on Monday and received \$1.15. Had also delivered tea at Mrs. Christie's on March 25. Had been supplying Mrs. Christie since November, 1906. Did not live in Galt.

To Mr. Hancock: Tea delivered on Monday was ordered March 25th.

To Mr. Secord: "I have no transient trader's license and have not had this year."

Three Opinions.

Mr. Secord submitted that the prosecution had made out a case under Section 3; the defendant was not a resident of Galt, not on the assessment roll in respect to business or income tax, and, finally, he had sold tea. Mr. Secord said that all the facts considered he would ask for a conviction.

Mr. Hancock submitted that no case had been made out. The by-law said "offer goods or merchandise for sale." At the time the tea was sold there was no offering of goods or merchandise. Mr. Hancock said the defendant simply took orders on foot and then delivered the goods. There was no provision in the by-law regarding the delivery of goods. Mr. Hancock submitted that no case had been made out against the defendant.

Magistrate Blake said that he had no doubt that Mr. Hull had both offered for sale and sold tea. The point was whether or not Mr. Hull was a transient trader. If he was not a transient trader he could peddle tea until kingdom come; if he were a transient trader he would be fined.

Mr. Hancock said that he would submit that Mr. Hull was not a transient trader, for the reason that he could not be placed on the assessment roll.

Mr. Hancock said that if there was a conviction the case would be appealed.

Mr. Secord said that a person who did not continuously reside in town was a transient trader. If a person was on the assessment roll, in addition to that, he would have to reside in town before he could comply with the provisions of the by-law.

In Restraint of Trade.

Magistrate Blake said that so far as the evidence was concerned he thought that Mr. Hull was a transient peddler. The magistrate said that in his personal opinion the by-law was in restriction of trade, but that officially he would have to follow the law as laid down in the by-law. As the case was a technical one he would impose a nominal fine of \$1 and 50 cents costs, which would allow for an appeal.

Mr. Hancock, at the conclusion of the case, said that an appeal would be made and the by-law tested.

T. A. Rutherford, president of the Retail Merchants' Association, F. L. Hamilton, secretary, and a number of other merchants were in court and took notes of the proceedings.

Toronto's Transient Traders.

In connection with this case it may be interesting to note that Sub-section 14 (a) of the Transient Traders Act was passed in 1906 in consequence of a decision of the Privy Council in the case of City of Toronto v. Virgo (1896) appeal cases p. 88.

The City of Toronto had assumed to pass a by-law prohibiting any hawkers, etc., from prosecuting his trade or calling in any of the streets or portion of streets in the city of Toronto therein named. The hawkers contended that this by-law was invalid as going beyond the powers in that regard conferred on the city by the Municipal Act. They argued that the power to "license, regulate and govern" did not include the power to prohibit and prevent, which had been assumed by the city. Their contention was upheld by the Privy Council and the by-law was held to be in excess of the city's powers, therefore of no effect.

Sub-section 14 (a) was accordingly passed to cover this point, and under the power conferred by this amendment the Police Commissioners of Toronto passed in July, 1906, a by-law prohibiting the sale of fruit, candies or peanuts from any basket or from any wagon, cart, or other vehicle upon the principal business sections of Yonge, King and Queen Streets, under penalty of \$50 and costs or six months' imprisonment.

The provisions following the words "peace officer" in the first proviso to Sub-section 14 were also added in 1906.

BETTER STEEL RAILS NEEDED.

Charles M. Schwab, former president of the United States Steel Corporation, says railroads to prevent wrecks and accidents should use a better quality of rail.

"The railroads' claim that many accidents are due to the poor quality of rails is true," he said. "I believe not only in an open-hearth steel rail, but I would go still further and make a nickel alloyed rail, by which I mean a harveyized rail. A steel rail is a most important part of a railroad's equipment."

"They should use a rail that can be depended upon at all times; practically safe forever. And the mills will make them. They will make anything for which there is a demand."

Schwab then denied that steel is sold cheaper abroad than in America.

"The steel manufacturers have all they can do to supply the demand here at home," he said. "That demand will continue to grow. I have never been in favor of developing a market abroad. Our natural and best market is here."

HARDWARE ASSOCIATION NEWS.

Secretary J. E. McRobie of the Western Association, visited Saskatoon and Prince Albert a fortnight ago. He found hardwaremen in Saskatoon working harmoniously together and held a very successful meeting in that city. Two new members were secured. The hardwaremen in Northern Saskatchewan have found the Retail Hardware Association of great benefit to them and they are supporting it enthusiastically.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON ONT.

"SANDERSON'S" TOOL STEEL

"ALWAYS RELIABLE"

MACHINERY STEEL

SMOOTH AND IRON FINISH

A.C. LESLIE & CO.
Limited
MONTREAL

"MIDLAND" BRAND. Foundry Pig Iron.

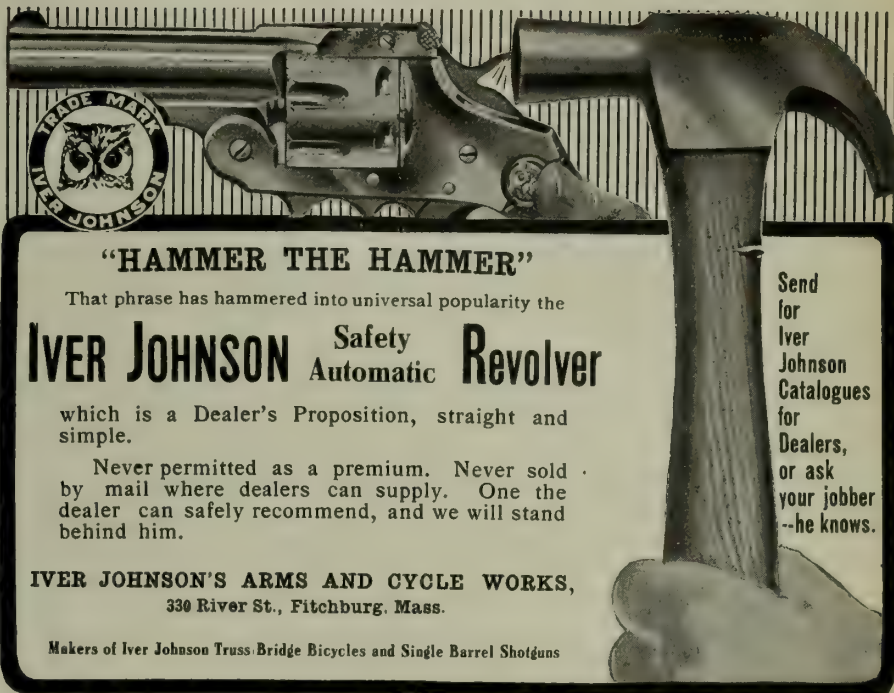
Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL Co., Limited NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron And SIMMONS-MARTIN OPEN HEARTH STEEL



"HAMMER THE HAMMER"

That phrase has hammered into universal popularity the

IVER JOHNSON Safety Automatic Revolver

which is a Dealer's Proposition, straight and simple.

Never permitted as a premium. Never sold by mail where dealers can supply. One the dealer can safely recommend, and we will stand behind him.

IVER JOHNSON'S ARMS AND CYCLE WORKS,
330 River St., Fitchburg, Mass.

Makers of Iver Johnson Truss Bridge Bicycles and Single Barrel Shotguns

Send for Iver Johnson Catalogues for Dealers, or ask your jobber --he knows.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLATE
NEW YORK CITY

Heating and Housefurnishings

CRACKING A HARD NUT.

A stove dealer in the western States tells in the National Hardware Bulletin of how he secured an order from a customer who had called on him and had practically made up her mind to buy from a mail order house.

The reasonableness of the dealer's statement undoubtedly won him the esteem of the probable customer and his arguments showing why his ranges were better, how he could give better service and the heavy expenses of the "foreign" house, helped to bring the order to his store. It is always better to claim less and explain more.

Here are the letters he wrote and which enabled him to sell his stove for \$7 more than the customer was going to pay the catalogue house. The dealer made his regular profit and the customer seemed to feel good over her decision to buy from the home merchant.

The First Letter.

Mrs. M. E. Ewing,

Dear Madam,—It has been ten days now, since you were in talking stoves with me. I enjoyed your visit, and have fully expected before this to have your name entered on my long list of satisfied stove customers. I have just finished reading, for the second time, the catalogue of the _____ Co. They get out a very nice catalogue and in the main give a very good description of their ranges. On page ten of same they tell you that they can sell you a range for from ten to twenty per cent. less than I can buy as good a one for, which means a saving to you of from twenty to forty per cent. You don't believe this, do you? I showed you where this is a falsehood when you were in, didn't I? If they had left the above statement, and several other similar ones, out of their catalogue the statements in the book could have been easily believed. Do you not agree with me, that if they will misrepresent in one instance are they not very liable to in the balance of their catalogue?

Facts are, Mrs. Ewing, I can sell you a stove just as good as they can for 25 cents less money than they offer to furnish you one for. My stove has a longer-lived oven because it is braced better underneath, as I explained to you. They claim that their ranges are lined perfectly with asbestos, but do not tell you how same is put in. The range I was talking to you about has good asbestos lining throughout, and is held to place by an additional lining of steel, making a range with three walls. The flames or hot blasts of the fire cannot, at any time, come in contact with the asbestos.

I want to sell you a range. I need "the one small percentage of profit" just as bad, and more so, than these foreigners do, because I help to pay

the preachers in Adair county, make donations to all public enterprises, and am, as is expected of me, a good fellow generally. Come in and let's argue this question a little farther, and whether I sell you a range or not, you will, at least, be benefitted by seeing some truly good ranges.

Yours very truly,

The Second Letter.

Mrs. M. E. Ewing:

Dear Madam,—I don't know of a little deal since I have been in business that has caused me the thought and anxiety that your stove deal has caused me. When a person knows himself to be right, and, seemingly, is unable to make another see the truth as he sees it, it is but natural that his mind should be constantly employed for new proof and evidence so strong in itself that it will receive the attention of the person to whom it is shown. With these facts in view I have taken the trouble to select a few clippings for you which have been written by a man who is making this matter a constant study in the interest of the people all over the broad land who insist on sending their money to those mercantile sharks of the cities, thinking they are furthering their interests from a financial standpoint.

It seems to me, Mrs. Ewing, that your experience with the last stove you bought would be evidence to compel you never to invest your money in such a manner again.

Peter Goss, who lives five miles north of Casey, has been one of our customers for years. While there I sold him nearly all the goods he bought in our line, until two years ago last spring he wanted a steel range; and he, like you, thought we were trying to rob him when we priced him the stoves we had on hand. The consequence was that he ordered a range that cost him \$33.75 laid down at Casey. He saved all the middle-men's profits, as he supposed, and got a better range than I could have sold him at ten or twenty per cent. more money. On March 3, 1904, I wrote him, asking how he liked his range, and I herein give you his reply: "Your letter received and contents carefully noted. In answer would say we got just what we bought—a cheap stove—cheap John material. The best way to convince a man is to let him send for a stove. I expect to buy my next stove from my home dealers, then when it warps and breaks I can find the man to stand behind the stove." I have this letter here and would be glad to show you the original should you happen to doubt the above.

My claims, Mrs. Ewing, are just as strong as those of _____, except I only claim to sell you a stove

worth what I ask for it, and they claim to furnish you a stove worth ten or fifteen dollars more than they ask for it. Which would you rather believe; those people six or seven hundred miles from here, or me who can be found right here every day in the week to face any false statement I may make. I hope you will consider this question in all its phases before sending your hard-earned dollars away from home.

Yours very truly,

COPPER DEALER DEAD.

The death of Arthur G. Booth, secretary-treasurer of the Booth Copper Co., Toronto, occurred at West Liberty, Ohio, on Friday of last week. The funeral, at which the employees of the Booth Copper Company were present in a body, took place on Monday afternoon from his late residence, 91 Hayden street, Toronto.

Mr. Booth, who was but thirty-eight years of age, had been ailing for about a year, and left the city a couple of months ago, hoping that the change might lead to the restoration of his health. Fatal complications recently set in and death came as a result on Friday. His wife and three children were with him at the time of his decease.

Besides his wife and children, his father, Geo. Booth, president of the Booth Copper Co., and two brothers, Walter C. and Clarence H. Booth, survive him; the former is vice-president of the above company and the latter is head of the Pressed Steel Bath Co., Detroit, Mich. The late Mr. Booth has had a long and successful business career and before accepting the position which he occupied at his death, he was secretary-treasurer of the Steel Clad Bath Co., Toronto. That the deceased possessed qualities which made him highly esteemed everywhere in business and social circles was attested by the large number of floral tokens sent by sympathetic friends.

BRITISH TIN PLATES.

Concerning the British tin-plate industry and its distribution of products in foreign trade, an extract from the London Times of April 22, says:

The direction of the past year's trade in tin plate showed very little deviation from that of the previous year. The main current of the trade was to the United States, to which the exports, though steadily diminishing, were greater than those of any other individual country and amounted to 61,518 tons, as compared with 63,050 tons in 1905 and 71,862 tons in 1904. Great Britain has been able to retain this trade through the operation of the rebate of 99 per cent. allowed on goods manufactured for re-export, the \$1.70 per hundred-weight duty proving an all too effective barrier to the admission of British tin

plates into the American home market. The trade with the colonies was practically stationary.

The exports to the British East Indies, including India, amounted to 47,725 tons, as compared with 44,138 tons, or an increase of 3,581 tons; but the shipments to Australia fell from 17,440 to 16,159 tons, and those to Canada from 21,238 tons to 19,986 tons. The Canadian trade is threatened by local competition as well as by that of the United States, and Welsh manufacturers are already reconciling themselves to the probable eventual loss of this trade in addition to that of the United States; but the quality of the product is still unrivaled, and it may be noted that the quantities exported both to Canada and the United States during the first quarter of the present year show an increase approximately of 50 per cent. over those in the corresponding period last year.

At the end of the year 381 tin-plate mills and 60 sheet mills were working, and at these 441 mills over 22,000 work people were employed. The number of mills in operation has since been increased to 450, and present trade indications point to the probability that the present year will prove a record in almost every respect.

INCANDESCENT LIGHTING.

The General Agencies Co., Montreal, have issued circulars illustrating and describing the "Ideal" A.B.C. lamp



burner, which is being received very favorably by the trade. It screws on any ordinary coal oil lamp and is claimed to be the most economical modern method of lighting, and gives a more brilliant light than either electric lights or Auer lamps. It is claimed that one quart of first-class coal oil will average 20 hours of lighting, giving an incandescent light about 75 candle power, at the same cost as an ordinary B (No. 2) lamp. Anyone wishing to secure further information may do so by applying to The General Agencies Co., Montreal, mentioning this paper.

CLOTHES LINE HANGER

J. W. Stener, Plainfield, N.J., has invented an improved clothes line hanger. The inventor aims to provide a hanger to support a clothes line, and the device is so constructed and arranged as to enable clothes to be placed on the line by a person within a room, and thereby avoid the dangers incident to leaning out of a window for that purpose.

SURVIVAL OF THE FITTEST

Our "Manitoba" pattern in

"Metallic" Sidings

continues to lead for Elevators, Warehouses, Factories, and our Brick and Stone patterns for Stores, Dwellings, etc.

Easily sold, readily handled and reasonable profit, and remember

OUR DEALERS ALWAYS PROTECTED

Prompt shipment

Right prices

THE METALLIC ROOFING CO.
OF CANADA, LIMITED

Manufacturers

Established 22 Years

TORONTO AND WINNIPEG

Opportunity

The man who wants an opportunity or the man who has one to offer should use the Want Ad Columns of **HARDWARE AND METAL**. For a very few cents you can talk to practically all the hardwaremen from one end of Canada to the other, and talk to them in four days' time.

Our Want Ad page is a Clearing House for the hardware trade in Canada. Goods can be bought and sold to advantage by the insertion of an advertisement which will probably cost you 25 or 50 cents.

In no other way can you deliver a message to as many Hardwaremen in as short a period of time.

RATES:

2c. per word for the first insertion

1c. per word for subsequent insertions

Add 5c. for box number

Send cash with order.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Development.

Gravenhurst, Ont., will use electricity developed at South Falls.

The Toronto Electric Light Co. have increased their capital to \$4,000,000.

The Colonial Weaving Co., Peterboro, will build a large addition to their plant.

The Welland Vale Manufacturing Co. will greatly increase its plant in St. Catharines.

The Toronto Board of Control is calling for tenders for a subway at Lansdowne Ave.

The Morden, Man., Electric Light Co. will move their plant to the Okanagan Valley, B.C.

The Canadian Iron and Foundry Co., St. Thomas, Ont., will extend the area of their works.

A large brick making plant will be erected at Cote St. Paul, Que., by D. G. Loomis & Sons.

The Silica brick making plant at Parson's Bridge, B.C., is in running order and very satisfactory.

A large factory is to be erected at Lindsay, Ont., by Mr. Kennedy, late of Kennedy, Davis & Son.

Dunnville, Ont., has decided to grant a franchise to M. L. Parry to supply electricity to that town.

The Northern Engineering and Supply Co. have commenced work on their new Fort William, Ont., building.

All the material for the smelter at Trout Mills, Ont., is on the ground and erection will commence immediately.

The Ottawa Water Works Committee will install a duplicate set of pumps to give a daily capacity of \$30,000,000 gallons.

The Canada Woodenware Co., whose plant at Hampton, N.B., was destroyed by fire, will rebuild at Fredericton, N.B.

The Renfrew Power Co., Renfrew, Ont., have increased the output of their plant to 1,000 horsepower at a cost of \$30,000.

A Buck Eye trenching machine is at work on the Moose Jaw gravity water system. It does the work of 150 men and is giving complete satisfaction.

A company has been formed for building and operating a large sawmill on the north arm of the Fraser River, in British Columbia. The president of the company is R. H. McKee, Vancouver.

A great combination of iron and steel manufacturers is being formed in Great Britain to combat American and German competition, control the British trade and dominate the steel industry of the world.

The Hamilton Steel and Iron Co. have begun making railroad spikes from basic steel bars. The new department is now in full running order. The great demand for these spikes, which has filled up the older plants with orders far ahead, will make the addition of this

department particularly welcome to the users of these supplies.

Building Notes.

A gymnasium will be erected in Windsor to cost \$6,000.

A school will be erected in Longueuil, Que., to cost \$100,000.

Brantford will erect a new city hall and market to cost \$70,000.

E. Falch, New Westminster, will build a \$60,000 hotel in that city.

The Royal Bank will erect a building at Toronto costing \$200,000.

Swift, Copland & Co., Montreal, are building a factory in Montreal.

J. S. Dismon will erect a business block in Calgary costing \$12,275.

The C.P.R. is asking for tenders for the erection of the station at Calgary.

The Toronto Carpet Company will erect a warehouse in Toronto costing \$11,000.

An addition is to be made to the King Edward Hotel, Toronto, costing \$500,000.

The congregation of Knox Church, Galt, are to erect a schoolhouse costing \$25,000.

St. Anne's Church congregation, Toronto, is to erect a brick edifice to cost \$30,000.

A company is being formed for the purpose of erecting a \$75,000 hotel at Lethbridge.

The C.P.R. will erect a \$40,000 power house in connection with their hotel at Victoria, B.C.

Gordon & Sparling, Saskatoon, will erect a large abattoir and cold storage plant at Saskatoon, to cost \$50,000.

The contract for the new Massey-Harris building at Saskatoon has been awarded to J. T. McDonald, Regina.

The building permits issued in Regina for June include: R. H. Williams' block, \$40,000, and A. W. Smith's block, \$35,000.

Among the larger building permits issued in Toronto are: W. W. Hiltz, three pair of houses, \$15,000; J. M. Cowan, three pair of dwellings, \$13,000; R. S. Smith, three stores and dwellings, \$8,500.

Among the more important buildings being erected at Prince Albert, Sask., are: McKay & Adams' brick block, \$30,000; P. D. Tyerman, hotel, \$25,000; J. Sanderson, brick block, \$30,000, and Presbyterian Church, \$45,000.

The Colonial Investment and Loan Company will erect a skyscraper on Yonge St., Toronto. The plans call for a building of steel, brick and terra cotta, ten stories high, to cost about \$150,000, exclusive of the cost of the land.

Statistics gathered from 37 towns throughout the west show that buildings actually under way therein amount to \$22,500,000, exclusive of Winnipeg. In Edmonton alone \$6,000,000 will be expended in new structures. This wonder-

ful development, great as it is, would be one-third more were it not for the prohibitive rates charged for lumber. Wages are uniformly high.

Among the buildings being erected at Prince Albert are the following: Sanderson & Knox block, \$55,000; Pollock block, \$10,000; Moore block, \$40,000; Prince Albert Times block, \$5,000; G. W. Baker, residence, \$12,000; high school \$100,000; fire hall, \$10,000; Baker & Eaton block, \$40,000; R. C. Church, \$50,000; S. J. Donaldson, residence \$5,000 and A. MacDonald, residence, \$8,000.

Companies Incorporated.

The Provincial Construction Co. has changed its name to the Montreal Suburb Co.

The Jones Safety Device Co., Hamilton; capital, \$50,000; to do a machinery business in Hamilton. Incorporators, C. Readman, Grace Hewson, Florence Philips, all of Toronto.

The Hamilton Tool Co., Hamilton; capital, \$40,000; to take over the business of the Hamilton Tool & Optical Co. Incorporators, H. O. Thompson, C. T. Rasberry and A. Hutton, all of Hamilton.

Municipal Undertakings.

Summerlea, Que., is to have a municipal electric light system.

Moose Jaw is to extend its municipal electric lighting plant and system.

Tenders are called for a bridge over the Saugeen river at Teeswater, Ont.

The city engineer of Ottawa is calling tenders for a municipal asphalt plant.

The town council of Morden, Man., is to install an electric lighting system.

Campbellford, Ont., has voted a loan of \$15,000 to Jas. and Geo. Dickson for a bridge works.

A by-law will be voted upon in Sherbrooke, Que., for the development of power at Westbury, Ont.

A by-law will be submitted to the town of Ingersoll for \$95,000 to take over the waterworks plant.

The towns of Collingwood, Midland and Penetanguishene have applied for municipal rights to develop electricity at the Severn river.

Fort William, Ont., has voted \$94,000 for the extension of the municipal waterworks, telephone and electric light systems.

The Ottawa electric commission is making arrangements for taking over the street lighting system of the Ottawa Electric Co. \$24,000 is the price offered.

Railroad Construction.

Grading has been commenced on the G.T.P. east of Portage la Prairie.

The Canadian Northern are looking forward to the completion of the Brandon-Regina line in the near future.

The Canadian Pacific have large gangs of men engaged in double-tracking their line between Fort William and Winnipeg.

Work has commenced on the construction of the Kingston, Ottawa Railway, at Rideau.

Plans are under way for the erection of a union station at Portage la Prairie

CONDENSED OR "WANT" ADVERTISEMENTS.

BUSINESS CHANCES.

WANTED—Partner to take half interest in one of the best hardware propositions in Algoma; plumber preferred. Box 636, **HARDWARE AND METAL**, Toronto. [32]

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and water marks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [17]

FOR SALE—Established hardware, implement and undertaking business in good Manitoba town; annual turnover \$25,000 to \$30,000; stock, \$8,000; best reasons for selling. For particulars apply to Marshall & Ross, Rosburn, Man. [26]

FOR SALE.

FOR SALE—First-class set of tinsmith's tools second-hand but almost as good as new; includes an 8-foot iron brick almost new. Apply Pease Waldon Co., Winnipeg. [17]

FOR SALE—Established, profitable furnace, stove and tinware business, in live growing manufacturing city in old Ontario; excellent stock; good stand with long lease; business growing rapidly (last year nearly 20,000); stock and tools about \$5,000. Box 631, **HARDWARE AND METAL**, Toronto. [26]

SITUATIONS VACANT.

TINSMITHS WANTED—First-class tinsmiths wanted for points west of Winnipeg; must be good mechanics capable of taking charge of a metal department; thorough knowledge of furnace work necessary. Pease Waldon Co., Winnipeg, Man. [17]

WANTED for about 2 months an experienced hardware catalogue man; position may be permanent. Box 630, **HARDWARE AND METAL**, Toronto. [26]

TINSMITH—Wanted at once tinsmith who understands plumbing; state experience and wages expected. Geo. D. Wallace, Wetaskiwin, Alta. [26]

WANTED—Traveller, on salary or commission, in old Ontario, west of Toronto, to sell our wood and coal heaters for 3 or 4 months; state experience and give references. Telephone City Stoves Limited, Brantford. [26]

WANTED—Experienced hardware traveller, state references and experience. Decatur, Bull & Co., Montreal. [26]

WANTED—Tinsmiths and cornice makers; several good men wanted, also several boys, who have served a year or two at the trade, to learn cornice, skylight and fireproof window work; steady work and good wages. The Metal Shingle & Siding Co., Limited, Preston, Ont. [26]

WANTED—6 sheet metal workers; only first class men need apply. Ralph Morris & Ella, Ltd., Vancouver, B.C. [30]

SITUATIONS WANTED.

HARDWARE salesman with 6 years' experience desires situation; abstainer; best of references; position in west preferred. Box 637, **HARDWARE AND METAL**, Toronto. [29]

WANTED—Young man representing five large American manufactures desires to make connection with a Canadian machine supply house or hardware firm wishing to open a mill supply department. Box 628, **HARDWARE AND METAL**. [27]

INDOOR or travelling salesman—Stoves, heavy or shelf goods; with wholesale house; has travelled for leading houses in England; age 26, tall, single; highest references. Box 635, **HARDWARE AND METAL**, Toronto. [28]

HARDWARE clerk, 4 years' experience; good stock-keeper; good habits; best references; desires position with chance of advancement. Box 634, **HARDWARE AND METAL**. [27]

SITUATION WANTED as manager of stove and furnace business; eight years' experience; expert salesman; thoroughly capable of taking charge; highest references. Apply to Box No. 633, **HARDWARE AND METAL**. [29]

No dealer can afford to experiment with the line of varnishes he handles. Let him get the right line—the highest quality line—*Sherwin-Williams*—and stick to it.



Varnishes do one of two things. They do good work, present a fine appearance and wear long, giving full service and value for their cost; or they do poor work, soon go to pieces, and prove unsatisfactory in every way. The dealer can afford to handle only one kind—the first. Any other will lose trade and reputation for him. The surest way to get the right varnishes in stock is to do no experimenting, but put in a line of

SHERWIN-WILLIAMS VARNISHES

There is one for every purpose and each is the best for that purpose made. S-W. Varnishes have the "Sherwin-Williams Forty Years of Quality" in them. Whether for floors, woodwork, furniture, general work, inside or outside varnishing, the results your customers want are in the goods. You can sell them with confidence that they will give the greatest satisfaction.

We would be pleased to give you any information desired regarding our varnish lines. Write us today, if you are having varnish troubles with your trade.



THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York Street, Toronto, and Winnipeg, Man.



To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, **BUSINESS MANAGER,**
HARDWARE AND METAL
Montreal and Toronto.

\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
\$2 per year buys them. Address

THE CONTRACT RECORD
TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

Queen City Water White Oil GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

by the G.T.P. and Canadian Northern Railways.

The contract for the construction of 50 miles of the C.P.R. on the Shedo extension has been awarded to J. G. Hargrave & Co., Winnipeg.

Operations are soon to be commenced on the electric line from Bellingham, Wash., to British Columbia. E. W. Purdy, of Bellingham, is one of the directors.

Good progress is being made by the B. C. Timber & Trading Company on the construction of the tram line from the Great Northern tracks near Bon Accord to the heart of the big timber belt situated along the Yale road.

Work is going on for the relaying of the Grand Trunk double tracks between Montreal and Toronto with hundred pound rails, the old eighty pound steel rails being taken up. This will make the heaviest rails over such a section of track in Canada.

The Northern Empire Railroad Co. is the latest aggregation of Americans organized for the purpose of building a railroad into Canada. It will cross the international boundary near Cardston, Alberta, and from thence will run north to Fort McMurray on the Athabasca River.

Mining News.

There are now twelve blast furnaces at work at the Boundary Mines, B.C.

The property of the Ontario Nickel Copper Co., near Sudbury, has been bought over by a syndicate.

A deposit of copper claimed to be the second largest in Canada has been found north of Sault Ste. Marie.

The British Columbia Copper Co., Greenwood, B.C., have recently placed their third smelter in operation.

Acting as agents for some Port Arthur enthusiasts, Hamilton Cassells, K.C., Toronto, is applying for letters of incorporation for a new company, with an authorized capitalization of \$7,500,000, to develop the iron ores of the Port Arthur and Rainy River district. It is understood that the capitalization represents a merger of several other companies.

At a recent meeting of the directors of the Superior mine it was decided to build a spur line from the mine to the Algoma Central as soon as the right of way could be obtained from the Government. The directors further decided to let the contract for a 400-ton concentrating mill, to be erected at the Canadian "Soo" upon the property of the Lake Superior Corporation. A smelting plant will also be built to produce blister copper from the product of the concentrating mill. The erection of the plant will produce an immediate outlet and market for all grades of copper ore, gold and silver ores, or concentrates, which this district can produce, and will stimulate mining interests throughout northern Ontario.

BUILDING ACTIVITY AT HAMILTON.

It is estimated that there will be at least 500 new houses built in Hamilton this year, besides an unprecedented amount of structural alteration. Hamil-

ton has had better years, but never before has the amount of general construction run into such figures as will the operations slated for the present season.

The cost of the new technical station being constructed by the Cataract Power, Light & Traction Co., is estimated at \$500,000, the Canada White Company being the contractors. To the rear of the station, a new vaudeville theatre is being constructed by E. C. Horn.

Stewart & Witton have designed the new armories, which are now being erected at a cost of \$250,000, as well as for the Herkimer Baptist church, to cost \$23,000; the Home for Incurables, to cost \$30,000; the Isolation Hospital, to cost \$75,000, and a new building in connection with the Home for Consumptives, at a cost of \$10,000. Plans for a new school building have also been accepted by the Separate School Board, although the actual work of construction will not commence until next year.

One of the finest residences to be put up this year will be that of E. D. Smith, M.P., at Winona, to cost \$20,000. Extensive additions and alterations to the Hamilton Club building are to cost \$35,000. A Sunday school for Knox Presbyterian church at Dundas will cost \$15,000. Munro & Mead have drawn up plans for a new art gallery at Dundurn Castle and a new pavilion for the park. They have also in hand the plans for a new four-roomed high school for Grimsby, to cost \$4,000.

A two-storey addition to the Westinghouse premises has been designed, to cost \$50,000. The accommodation will provide for 200 extra men. The company are also increasing their office accommodation, and have commenced a three-storey enlargement to their plant. Alterations to the premises of the Canada Screw Works, Wellington street, north, will cost \$125,000. The Landed Banking & Loan Company have also secured plans for a large structure, and a new branch of the Bank of British North America is also to be built.

The Berlin Machinery & Tool Company, of Beloit, Wisconsin, are building an extensive plant. Three large factory buildings and several smaller structures are in process of erection and will render possible the employment of 500 men.

Stewart McPhie has under way a three-storey hotel on King street east, besides a fireproof store and billiard room for D. Aiken.

Plans for the new Central Presbyterian church have been prepared by John M. Lyle, of Toronto. The structure will be of classic architecture, brick, with stone trimmings, and will cost \$165,000.

LOOSE-LEAF SYSTEM ADOPTED.

The Rolla L. Crain Co., Ottawa, has secured an order for installing a loose-leaf system for the city of Winnipeg. At the May meeting, the special committee on civic accounting received the report of the experts appointed to reorganize this department and on their recommendation it was decided to award the contract for supplies to the Rolla L. Crain Co., their goods being considered the best adapted to the city's requirements. Winnipeg intends to install the loose-leaf system in all the civic offices in the near future.

Consolidated Plate Glass Company of Canada Limited

Glazing

Glass

of all kinds

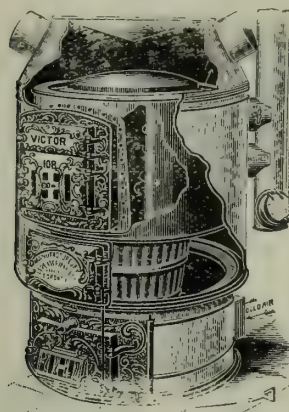
LOWEST PRICES
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Write Nearest Office

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In Meeting Competition

it is necessary to produce not only the highest grade of furnaces for those whose purse equals their desires in this line, but also less costly grades for those who are not so fortunately situated.



Our "Victor" Furnace

is designed to keep warm and happy all who can appreciate a good heater, though they would like a better one; and the excellent results which have so constantly followed its use are evidence that this furnace fills a long felt want.

Amongst its numerous good qualities are :

Thoroughly Modern Construction
Suitability for Low Cellars
Flat or Duplex Grates
Corrugated Fire-pots
Medium Prices
Four Sizes

! It's up to you, now !

Pease Foundry Co., Ltd., Toronto
Pease-Waldon Co., Ltd., Winnipeg

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

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For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

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FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.



News of the Paint Trade

NEW WALL PAPER DESIGNS.

One of the latest and most important developments in Canadian wall paper manufacturing circles, is the varnished tile designs now being turned out. These are the washable goods so extensively used for papering the walls of bathrooms and kitchens. Up to the present time these goods have been imported very largely from the United States, because they were not manufactured in Canada. A duty of 35 per cent. was therefore added to the whole-sale price, which naturally resulted in somewhat limited sales. But now the same goods, in all the very latest tile effects, plain and fancy, can be obtained from domestic manufacturers.

One of the handsomest lines being shown for the fall trade, is the embossed leatherette. This line is manufactured in a variety of designs in many of the sombre leather-like tints. Its general appearance is that of fine embossed leather.

Another design which bears a promise of great popularity is the inlaid pearl. The design itself is a conventionalized flower and leaf, on backgrounds of a large variety of beautiful tints. The feature of note about it is that the design is a striking imitation of inlaid pearl.

The tendency is growing stronger year by year to give household surroundings as strong a touch of outdoor nature as is possible. This desire on the part of the public is being catered to by the wall paper factories. One of the latest natural designs is the "forest effect." The design consists of masses of branches and foliage, in dull finish, which gives the impression of a natural woodland scene. It is printed in colors suggestive of the seasons. Closely allied to the forest effect is the "cloud effect" ceiling. This design is a representation of fleecy clouds drifting across the sky. Such a unique and well-carried-out design deserves great popularity.

THE DANGERS OF BENZINE.

There is no greater danger in benzine itself than there is in ordinary coal gas, provided the same care be taken to prevent leakage. But though most men take good care that gas does not leak long, the majority would proceed to smoke in a room with open cans of benzine all round them. The fact is that a leaking of benzine is absolutely the most dangerous thing anybody could have on their premises, for time flies with no greater certainty than benzine travels to a light.

Professor Vivian B. Lewes, says The Petroleum World, cited the case of a garage in which benzine had been leaking from a can for weeks, the fumes passing below the securely fastened door out into a lane. One day a man, lighting his pipe outside, threw the match down, and the flame immediately flashed back to the can, setting the whole building in a blaze. To satisfy themselves, he invited his hearers to go home and

LOOK

in our Trade Catalogue No. 10, page 33, and read on the sign

"Imperial Aluminum Paint Does It"

These five words put the story in a nutshell. It does anything Aluminum Paint is supposed to do, and does it so well, we, our agents and their customers are all satisfied.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE GUARANTEED WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

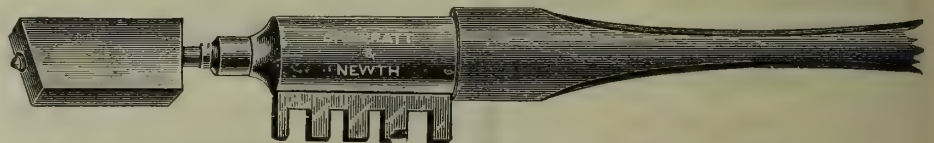
MONTREAL — TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

place a lighted candle at the foot of the stairs; then at the top to sprinkle a drop or two of benzine. As surely as night followed day, the fumes of the benzine would travel downstairs to the light, and flash back, setting fire to the house in all probability. To save this destruction in the interest of scientific

research, the professor placed a miniature gangway, of a length of about two feet, before his audience, and lighting a little candle, placed it at the bottom. Then he poured a few drops of benzine at the top and waited. It was not a long wait. The flash came just as he said it would.

The claims made for some brands of paint are as absurd as they are inferior. A really good reliable paint, a brand like

NEW ERA PAINT

with lasting life and lustre in every drop, needs no extravagant claims. Endure! Why it is the most durable thing ever marketed in cans and labelled paint. All practical men know that. Have you our catalogue?

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR

ONTARIO

Floors to be Proud of

are produced by using

JAMIESON'S FLOOR ENAMEL

We show a fine range of colors, all of which give a finish which cannot be equalled by any **Floor Paint** sold.

They wear well, never stick after drying, and do not rub off by washing. In short, they have none of the defects of the common floor paints.

Try a Sample Order of these goods and you'll want some more.

R. C. Jamieson & Co.

LIMITED

16-30 Nazareth St., - MONTREAL

There's a reason for the popularity of
Pearcy's Pure Prepared Paints
and most Hardware Dealers know it. They say it's the paint that lasts longest.

OUR SPECIALTY

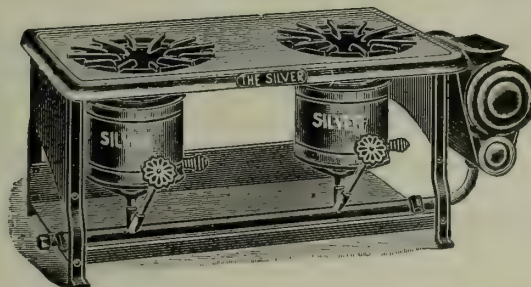
PROMPT DELIVERIES

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada



SILVER OR NEW OIL STOVES



We handle a full line of Gasoline and Oil Stoves. Hot plates for natural and artificial gas, also a complete line of ovens. Prices on application.

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E. T. WRIGHT & CO.

HAMILTON, ONT.

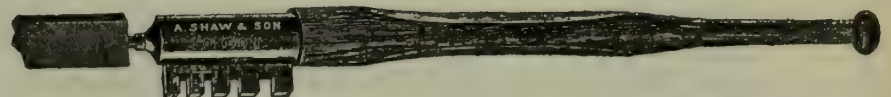
McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH,

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 5.—The volume of business done is altogether satisfactory. Though there have been occasional rains, a great deal of painting is being done and as a necessary consequence a strong demand for all lines of paints prevails. The difficulty experienced by manufacturers is not so much in securing business, as in procuring supplies and in combating the difficulties springing from inadequate transportation facilities.

Turpentine.—Prices continue firm and unchanged, and supplies are light. The chief reason for the scarcity of this article on the market is the inability of the railroads to deliver their shipments.

Linseed Oil.—Although the general tendency of prices is upward, there is a decline this week of 2 cents. We now quote: Raw, 1 to 4 barrels, 67c; 5 to 9 barrels, 66c; boiled, 1 to 4 barrels, 70c; 5 to 9 barrels, 69c.

Ground White Lead.—An advance of 25 cents is made this week. The demand is strong, with adequate supplies. The new prices are: Government standard, \$7.50; No. 1, \$7; No. 2, \$6.75; No. 3, \$6.35.

Dry White Zinc.—No change in prices has been made. A steady demand exists: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil.—The popularity of zinc with painters for third coating is steadily growing. Prices are unchanged: Pure, 8½c; No. 1, 7c; No. 2, 5½c.

Putty.—An advance of 10 cents has been made on all putty prices. Orders are coming in in increasing numbers, and grinders are very busy filling them: Pure linseed oil, \$1.85 bulk, in barrels, \$1.60; in 25-lb. irons, \$1.90; in tins, \$2; bladder putty, in barrels, \$1.85.

Red Lead.—Prices have advanced 25 cents, owing to the new duties on oil. A large volume of business in this is being done. Genuine red lead, in casks, \$6.25; in 100-lb. kegs, \$6.50; in less quantities at \$7.25 per 100 lbs.; No. 1 red lead, casks, \$6; kegs, \$6.25, and smaller quantities, \$7.

Paris Green.—Prices remain firm and unchanged, with an increasing amount of business being done.

Gum Shellac.—The situation continues unchanged, prices firm, and supplies adequate. Fine orange, 60c per lb.; medium orange, 55c per lb.; white (bleached), 65c.

Shellac Varnish.—A strong demand exists for all lines of shellac and varnish. Prices are unchanged: Pure white bleached shellac, \$2.80; pure orange, \$2.60; No. 1 orange, \$2.40.

TORONTO.

Toronto, July 5.—Business continues very active throughout this market. Usually the volume of business in the paint and oil markets falls off considerably about this time of the year, but the cool weather which prevailed during the early part of the season has had the effect of bringing about a fairer distribution of trade, and the season has consequently been prolonged.

White Lead.—The expected rise which we have been foreshadowing in these columns for several weeks has at last become an accomplished fact. On account of the increased cost of lead products in general, and the high price of oil, white lead has advanced 25c. per hundred pounds. No further advance is expected for some time, because the present advance is a considerable jump on the old prices and, furthermore, the season's rush being over, the demand is likely to fall off somewhat for the balance of the summer. Genuine pure white lead is now quoted at \$7.65, and No. 1 is held at \$7.25.

Red Lead.—A good average business is being transacted. In sympathy with all other lead products, red lead has taken a sharp rise in price. Present prices are: Genuine, in casks of 500 lbs., \$6.25; ditto, in kegs of 100 lbs., \$6.75; No. 1, in casks of 500 lbs., \$6; ditto, in kegs of 100 lbs., \$6.50.

Paris Green.—Sorting orders continue to arrive fast and supplies are quite adequate for present needs. The price remains firm at 29½c. base for both English and Canadian.

Petroleum.—The demand continues steady and prices show no disposition to change. Present prices run as follows: Prime white, 13c.; water white, 14½c.; Pratt's astral, 18c.

Shellac.—A fair amount of enquiries are coming in. Prices remain as before: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange), \$2.50.

Linseed Oil.—Following the recent decline in the English market, linseed oil this week has dropped one cent. Owing to the season's rush being over, the demand for oil is beginning to fall off slightly, and the market is much easier. We now quote: Raw, 1 to 3 barrels, 70c.; 4 to 7 barrels, 69c.; 8 barrels and over, 68c. Add 3 cents to this price for boiled oil f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

Turpentine.—The demand is very strong and a slight difficulty is experienced in getting supplies; nevertheless, the market has declined another two cents this week, with one firm even quoting two cents lower than these prices: Single barrels, 83c.; two barrels and upwards, 82c. f.o.b. point of shipment, net 30 days; less than barrels, 5c. advance. Terms; 2 per cent., 30 days.

For additional figures see current quotations at back of paper.

INDIA'S SHELLAC TRADE.

The production of petroleum in India during 1905-6 amounted to 144,798,444 gallons, against 118,491,382 gallons during 1904-5. In 1905-6 the imports of kerosene into Assam amounted to 18,720,000 pounds, valued at \$260,000, a decrease over the previous year of 3,520,000 pounds in weight and \$76,000 in value.

India exported during the eleven

Why White?

Well, it sells—

Sells on sight.

The present vogue helps its sale generally. (It is VERY much in fashion everywhere), and the quality of our

Japanese White Enamel

helps its sale especially. They give a high and hard glossy finish and are in demand for Interior Decoration and for renovating all things around the house.

Put up in saleable sizes:

Tinlets
Regular size tins
Pints
Quarts
Half-gallons
Gallons

TRY YOUR TRADE
WITH A FEW
CASES.

BRANDRAM-HENDERSON,
LIMITED
MANUFACTURERS

Montreal, Halifax,
St. John, Winnipeg.

Window Glass

Come to us for all kinds of glass. Let us quote you on every specification. We have immense stocks in our large new warehouses.

Star Window Glass
Diamond Picture Glass
Double Diamond Glass
Colored Glass
Rolled Glass
Cathedral Glass
Wire Glass
Heavy 26 oz. 32 oz. Glass
and Glass of all kinds.

LET US QUOTE

A. RAMSAY & SON COMPANY

Glass
Dealers

MONTREAL

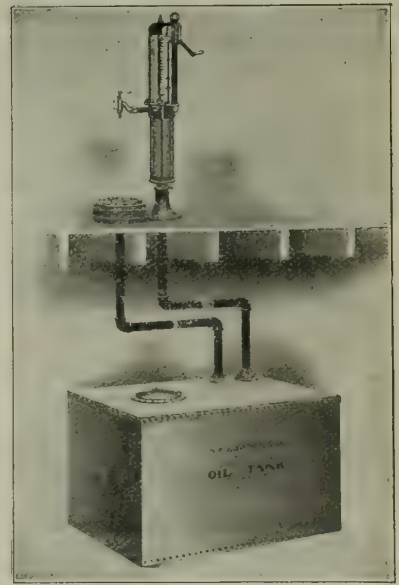
10 to 22
Inspector St.

Why Not Sell all You Buy?

You can't make a good profit on oils if you lose a large share of the amount you buy through leakage, evaporation, carelessness, etc.

Store your oils in Bowser tanks and you will sell every drop you buy, because the Bowser stops every loss.

Just write us for catalog V which describes the many different styles of Bowser outfits, and we will send it with full information and prices.



Cut 15, Cellar Outfit for Heavy Oils.

S. F. BOWSER & CO., Limited

66-68 Fraser Ave.

Toronto, Can.

BLANCHITE

We can supply you with the best **paints** and absolutely the finish **enamels** in Canada, also the only washable and practical cold water paint.

Our Three Star (XXX) White in paste form is superior to white lead in oil. It will not change color like white lead, and is cheaper, and has greater covering capacity. All our goods are double ground. These are big statements. Try our goods and be convinced.

THE BLANCHITE PROCESS PAINT CO., Limited

785 King Street West, TORONTO, ONT.

months ended December 1, 1906, 140,660 chests of shellac, against 139,392 chests during the same period of 1905. The United States took 74,373 chests, or 8,095 more than all other countries combined. The other principal buyers were London, which took 34,416 chests; Hamburg, 16,069; Bremen, 3,986; Trieste, 2,521, and Rotterdam, 3,043.

BRUSH FOR CLEANING FRUIT JARS.

An article which ought to sell well at this season of the year is a brush for cleaning fruit jars, as owing to the narrow neck of the jars it is hard to insert the hand and wash out the corners of the jars. A brush of this kind may be secured to be retailed at 15c. each. It is made on a wooden handle about twelve inches in length.

CREATE DEMAND FOR QUALITY.

Many retailers are continually complaining of the price cutting tactics used by opposition paint dealers. But when one looks at the matter fairly, after all, it is the price cutter himself who is the ultimate loser, except where the other stores in the same town get stage fright and follow his bad example.

The price cutter has his expenses to meet and is not in business for recreation any more than others are. He needs legitimate and fair profits just as badly as you do. What then is his recourse in order to regain his lost profits and cause his business to yield a fair return on the capital invested? Almost invariably we find that his method is simply to supply an inferior paint to his customers, many of whom are not slow to find it out and at once go elsewhere for their paints as well as other articles of which he is the vendor. Don't worry about the price cutter. Pursue the even tenor of your way and rest assured that his suicidal tactics will sooner or later land him on the rocks or bring him round to your way of thinking.

Make it a study to know some of the essential points concerning the composition and preparation of the paint you handle and educate your customers that the best paint is invariably the cheapest in the end. Invite comparisons; you have nothing to fear from your price cutting neighbor. The prospective purchaser of paint wants to get the greatest possible value for the amount of money expended. There should be no difficulty in demonstrating to your customer that he will save at least twenty-five per cent. of the total cost by using a high class paint instead of one of the inferior brands that sell for a few cents less per gallon. Once you have shown him the difference in the annual cost between the use of a superior paint and a cheap one, you have already succeeded in obtaining his patronage. Point out to him—and if possible cite samples to strengthen your argument—that a genuine high class paint, when applied under right conditions, will wear from five to eight years, whereas the maximum of endurance for a cheap paint is three years, after which it becomes absolutely imperative to repaint the house in order to keep it in anything like proper condition. Pursue this policy, Mr. Paint Dealer, and you will have nothing to fear from the price cutter.

LETTER BOX.

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Coal Mining Companies.

O. S. Hunter, Durham, Ont., writes: "I would like you to furnish me with the names and addresses of the best coal mining companies in America. I have started to handle coal."

Ans.—Williams & Peters Coal Co., Buffalo; Pittsburg Coal Co., Prudential Building, Buffalo; Rochester & Pittsburg Coal Co., Buffalo.—Editor.

Shingle Stain.

F. W. Ferguson, New Liskeard, Ont., writes: "Could you inform me where I can get Cabot's creosote shingle stain? I thank you for any information you can supply."

Ans.—A Muirhead, 82 Bay street, Toronto.—Editor.

Washing Machines.

The Mills Hardware Co., Hamilton, Ont., write: "Kindly inform us who are the makers of Electric washing machines?"

Ans.—We have made numerous enquiries in regard to the above but thus far have been unable to locate a firm manufacturing a machine with that name. Can some of our readers supply this information?—Editor.

Smead-Dowd System.

Paulin & Rutherford, plumbers and gasfitters, Simcoe, Ont., write: "Will you please send us the present address of the old Smead-Dowd Heating & Ventilating Co.? We have not heard of them for some years and are under the impression that the name has been changed."

Ans.—The business of the firm you inquire about has been taken over by the Rutley Warming & Ventilating Co., 36 Toronto street, Toronto.—Editor.

Truro Hardware Merchants.

F. A. Hoar, hardware merchant, Barrie, Ont., writes: "Will you kindly give me the names of some of the hardwaremen of Truro, N.S., as I wish to get the name of a firm there that make hockey sticks?"

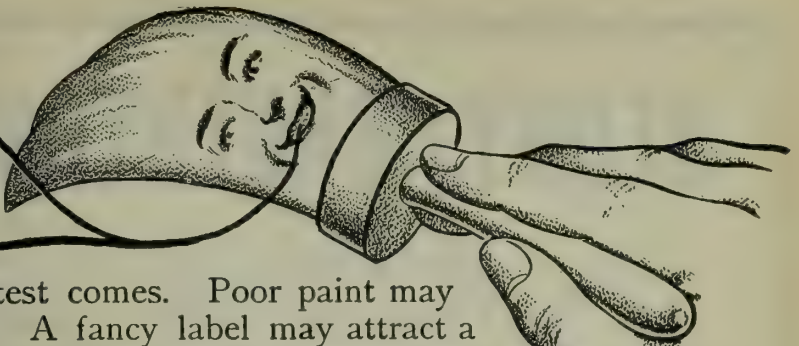
Ans.—C. S. Hanson, hardware and groceries; L. T. Hanson, hardware; R. J. Turner, hardware and crockery.—Editor.

IMPROVED GAUGE.

An improved gauge has been invented by G. W. McLaughlin, Hoquiam, Wash. The invention pertains to gauges of the type adapted for discovering irregularities in the cutting edges of saws. The inventor aims to provide a gauge which is particularly suited for use in gauging saws with curved cutting edges, such as cross-cut saws and like varieties.

THE
INEFFECTUALITY
OF
SPENDING
MONEY
UPON
ADVERTISING
IS
INDISPUTABLE
UNLESS
MERIT
DOMINATES
THE
ARTICLES
ADVERTISED.
FOR
PAINT
AND
VARNISHES
CARRYING
GOOD
VALUE
ADDRESS
THE
CANADA
PAINT
COMPANY
LIMITED
MONTREAL
TORONTO
WINNIPEG

In the Painter's Hands



It's in actual use where the real test comes. Poor paint may look all right on the dealer's shelf. A fancy label may attract a customer, but depend upon it he won't come back for more after he has been fooled once.

Martin-Senour 100 Per Cent Pure Paint

stands right up to every test and makes good everytime. The quality is there in every can. Use it anywhere the result is the same. It is its own best argument and the dealer who sells Martin-Senour Paint never has to apologize for selling it to his customers. The next time they want paint they will ask for Martin-Senour. Write today for our special proposition to dealers.



The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector St., Montreal.

2514-2520 Quarry St. and Archer Ave., Chicago. (Est. 1878)

The Winnipeg Paint and Glass Co., Ltd.
Winnipeg.

The Maritime Paint and Varnish Co., Ltd.
Halifax, N. S.

A Chance in a Hundred



100% Durability

Your chance of building up, or retaining, a flourishing business in your line is about one in a hundred—unless you are positive that the paint you supply has some lasting qualities. Why take chances?

ARK BRAND PAINT

is just as good as good paint can be made. There can be no doubt about it. The genius of the Paint Industry is concentrated in Ark Brand, and hundreds of dealers—practical men who know—declare it to be scientifically perfect.

MURESCO WALL FINISH

We challenge our competitors to produce a wall finish anywhere approaching Muresco in Quality or Durability. They can't do it and they know it. Muresco is used by the best decorators in Canada, and their strong endorsements make interesting reading. Let us mail you actual evidence of our claims.

Manufactured by

BENJAMIN MOORE & CO., LIMITED

NEW OFFICE AND WORKS:

TORONTO JUNCTION

CANADA



BERRY BROTHERS' VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
PHILADELPHIA
BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE, ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO



ISLAND CITY ANTI-RUST PAINTS

To Architects and Structural Steel Manufacturers.

Our Anti-Rust Paints are made specially to prevent the effects of Electrolysis on iron and steel. They are guaranteed to stand moisture, heat, frost and contraction, and will keep the metal covered to its standard strength—being made expressly for Bridges and Structural Work. Prices and Samples for testing can be had by applying to

P. D. DODS & CO.

162-164 MCGILL STREET,

MONTREAL.



DON'T SELL PAINT THAT IS CHEAP AND INFERIOR. The **Falcon Brand** for paints and varnishes, etc., means that they are not only good, but that they are the very **highest grade** that up-to-date paint making can produce.

There's good money in it for you.

Send us a sample order and we will prove our statement.

PHASANTITE

an ideal water paint.

FALCONITE

White Enamel of high-grade.

LACKERITE

Our new Varnish Stains in 12 colors.

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only **ONE**

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

L U C A S

PHILADELPHIA

NEW YORK

CHICAGO

BOSTON

SAN FRANCISCO

There's a Difference

A Difference which means money in your pocket when you handle goods of proven quality instead of goods merely proclaimed high grade because of popular credulity. Our famous

VARNISH TURPENTINE

is no experiment. Its **AI QUALITIES** have been positively demonstrated by practical men, whose names we are anxious to mail to doubters. But—our unprecedented method of doing business speaks louder for the genuine goodness of our Varnish Turpentine than mere words could.

Try it at Our Expense.

The Defiance Mfg. & Supply Co.

TORONTO

ONTARIO

WE Claim to give all round satisfaction to you and **your** customers.
BLACK DIAMOND Tarred Felt sells easily always.

When once used the satisfaction is established, because every part of the paper is alive with quality. All our lines have the same strong pulling power, and you should get after this trade in your district.

OUR WRAPPING PAPER HAS NO RIVAL ON THE MARKET, ASK FOR THE BRAND.

Our Brands:



**Black Diamond
Tarred Felt**

**Joliette and Cyclone
Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

July 5, 1907

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 20 0 22
 Hallett's 0 20

BOILER PLATES AND TUBES.

Plates, $\frac{1}{2}$ to $\frac{3}{4}$ inch, per 100 lb. 2 40 2 50
 Heads, per 100 lb. 2 60 2 75
 Tank plates, 3-16 inch 2 60 2 70
 Tubes per 100 feet, $\frac{1}{2}$ inch 8 25 8 50
 " " 2 " 9 00 9 10
 " " 2 $\frac{1}{2}$ " 10 50 11 00
 " " 3 " 12 00 12 50
 " " 3 $\frac{1}{2}$ " 15 00 16 00
 " " 4 " 19 25 20 00

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

HABBIT METAL.

Canada Metal Company—Imperial genuine 60c; Imperial Tough, 60c; White Brass 50c; Metallic, 35c; Harris Heavy Pressure, 25c; Hercules, 25c; White Bronze, 15c; Star Frictionless, 14c; Alluminoid, 10c; No. 4, 9c, per lb.
 James Robertson Co.—Extra and genuine Monarch, 60c; Crown Monarch, 50c; No. 1 Monarch, 40c; King, 30c; Fleur-de-lis, 20c; Thurber, 15c; Philadelphia, 12c; Canadian, 10c; hardware, No. 1, 15c; No. 2, 12c; No. 3, 10c, per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, 25 p.c. advance.
 Sheets, 12 to 14 in. 0 30
 Tubing, base, per lb 5-16 to 2 in. 0 33
 Tubing, $\frac{1}{2}$ to 3-inch, iron pipe size. 0 31
 " 1 to 3-inch, seamless. 0 36
 Copper tubing, 6 cents extra.

COPPER.

Lake ingots 25 50 26 00
 Casting ingot. 23 50 24 00
 Out lengths, round, bars, $\frac{1}{2}$ to 2 in. 35 00
 Plain sheets, 14 oz. 36 00
 Plain, 16 oz., 14x48 and 14x60 35 00
 Tinned copper sheet, base 33 00
 Planished base. 43 00
 Braziers' (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base. 0 34 0 35

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 70	2 75
12 gauge	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

	Ordinary.	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35	
" 60	4 70	4 60	
20x28x80	8 90	8 70	
" 94	9 40	9 20	

GALVANIZED SHEETS. Colborne

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Crown Gorbals	Best
16-20	3 95	3 80	3 95	4 05	4 05
22-24	4 20	4 05	4 00	4 30	4 30
26	4 45	4 30	4 40	4 60	4 60
28	4 70	4 55	4 60	4 85	4 85

Less than case lots 10 to 25c. extra.
 Apollo Brand.

	24 gauge, American	26 "	28 "	10 $\frac{1}{2}$ oz.
	3 85	4 10	4 55	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middleboro, No. 1 pig iron.	21 50	24 50
Middleboro, No. 3 pig iron.	20 50	23 50
Summerlee, " "	25 50	24 50
" " special	24 50	
" " soft	24 00	
Carron, " "	26 00	
Carron Special	24 50	
Carron Soft	24 00	
Clarence, No. 3	21 50	23 50
Glengarnock, No. 1	27 00	
Midland, Londonderry and Hamilton, off the market	26 00	
but quoted nominally at	26 00	
Radnor, charcoal iron	32 00	24 00
Common bar, per 100 lb.	2 25	2 30
Forged iron	2 45	
Refined " "	2 60	2 70
Horseshoe iron	2 60	2 70
Hoop steel, $\frac{1}{2}$ to 3 in. base.	2 25	2 30
Sleigh shoe steel	2 40	2 50
Tire steel	0 12	
Best sheet cast steel.	0 05	
B. K. Morton "Alpha" high speed.	0 08	0 09
Colonial black diamond.	0 08	0 14
Sanderson's	0 14	0 15
Jessop's standard	0 06	0 07
" ark high speed.	0 08	0 08
" Leonard brand	0 10	0 20
Jonas & Colver's tool steel.	0 10	0 11
Jowett & Sons B.P.L. tool steel	0 10	0 11

INGOT TIN.

Lamb and Flag and Straits—
 56 and 28-lb. ingots, 100 lb. \$44 00 \$45 00

TIN PLATES.

	Per box
M.L.S., Famous (equal Bradley)	\$6 50
I.C. 14 x 20 base	8 00
I.X. 14 x 20	9 50
I.XX. 14 x 20 base	9 50
Rave and Vulture Grades—	
I.C. 14 x 20 base	5 00
I.X. "	6 00
I.X.X. "	7 00
I.X.X.X. "	8 00
'Dominion Crown Best'—Double Coated, Tisued.	
I.C. 14 x 20 base	5 50
I.X. 14 x 20	6 50
I.XX. x 20	7 50
'Allaway's Best'—Standard Quality.	
I.C. 14 x 20 base	4 65
I.X. 14 x 20	5 40
I.XX. 14 x 20	6 15
Bright Cokes.	
Bessemer Steel—	
I.O. 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

	Dean or J. G. Grade—	Per box
I.O. 20x28, 112 sheets	7 25	8 00
I.X., Terne Tin		9 50

Charcoal Tin Boiler Plates.

	Per box
Cookley Grade—	
X X, 14x56, 50 sheet box.	7 50
" 14x60, "	
" 14x65, "	

Tinned Sheets.
 72x30 up to 24 gauge \$ 50
 " " 26 9 00

LEAD.
 Imported Pig, per 100 lb. 5 45 5 60
 Bar, 5 75 6 00
 Sheets, 2 $\frac{1}{2}$ lb. sq. ft., by roll 6 50
 Sheets, 3 to 6 lb. " 6 25
 Cut sheets $\frac{1}{2}$ c. per lb., extra.

SHEET ZINC.

5-owt. casks 7 75 8 00
 Part casks 8 00 8 25

ZINC SPELTER.

Foreign, per 100 lb 6 75 7 00
 Domestic 6 50 6 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch 0 06
 $\frac{1}{2}$ to 1-7-16 " 0 05
 1-7-16 to 3 " 0 05
 30 per cent.

OLD MATERIAL.

Dealers buying prices: Montreal Toronto
 Heavy copper and wire, lb. 0 18 0 18
 Light copper 0 16 0 16
 Heavy red brass 0 16 0 16
 " yellow brass 0 14 0 13
 Light brass 0 10 0 10
 Tea lead 0 04 0 04
 Heavy lead 0 04 0 04
 Scrap zinc 0 04 0 04
 No. 1 wrought iron 15 50 11 50
 " 2 " 6 00 6 00
 Machinery cast scrap 18 00 17 00
 Stove plate 13 00 12 50
 Malleable and steel 8 00 8 00
 Old rubbers 0 10 0 10
 Country mixed rags, 100 lbs. 1 10 1 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 57 $\frac{1}{2}$ per cent.
 Cushion work, discount 40 per cent.
 Fuller work, 70 per cent.
 Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
 J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
 Kerr standard globes, angles and checks, special, 42 $\frac{1}{2}$ per cent.; standard, 47 $\frac{1}{2}$ p.c.
 Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
 Kerr steam radiator valves, 80 p.c., and quick-opening hot-water radiator valves, 60 p.c.
 Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.C.M., 60.
 J.M.T. Radiator Valves 50; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
 Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
 No. 1 compression bath cock net 2 00
 No. 4 " 1 90
 No. 7 Fuller's " 2 25
 No. 43, " 2 35
 Patent Compression Cushion, basin cock, hot and cold, per doz., \$16.20
 Patent Compression Cushion, bath cock, No. 2208 net 2 25
 Square head brass cocks, 50; iron, 60 p.c.
 Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.
 Copper, 30 gallon, \$33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE.
 30-gallon, Standard, \$5; Extra heavy, \$7.75

BATH TUBS.

Steel clad copper lined, 15 per cent.
CAST IRON SINKS.
 16x24, \$1; 18x30, \$1; 18x36, \$1.30.
ENAMELED BATHS, ETC.
 List issued by the Standard Ideal Company Jan. 3, 1907, shows an advance of 10 per cent. over previous quotations.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.
HEATING APPARATUS.
 Stoves and Ranges—40 to 70 per cent.
 Furnaces—45 per cent.
 Registers—70 per cent.
 Hot Water Boilers—50 per cent.
 Hot Water Radiators—50 to 55 p.c.
 Steam Radiators—50 to 55 per cent.
 Wall Radiators and Specials—50 to 55 p.c.

LEAD PIPE

Lead Pipe, 7c. per pound, net list.
 Lead waste, 8c. per pound, net list.
 Caulking lead, 6 $\frac{1}{2}$ c. per pound.
 Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
1 inch	2 31	3 14
"	2 31	3 14
"	2 81	3 66
"	3 80	4 95
1 $\frac{1}{2}$ "	5 45	7 10
"	7 43	9 68
2 "	8 91	11 61
"	11 88	15 48
2 $\frac{1}{2}$ "	18 98	24 73
3 "	24 92	32 47
3 $\frac{1}{2}$ "	31 35	40 85
4 "	35 64	46 44

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
 Cast Iron Fittings 57 $\frac{1}{2}$; Standard bushings 57 $\frac{1}{2}$; headers, 57 $\frac{1}{2}$; flanged unions 57 $\frac{1}{2}$; malleable bushings 55; nipples, 70 and 10; malleable lipped unions, 55 and 5 p.c.
SOIL PIPE AND FITTINGS
 Medium and Extra heavy pipe and fittings, up to 6 inch, 60 and 10 to 70 per cent.
 7 and 8-in. pipe, 40 and 5 per cent.
 Light pipe, 50 p.c.; fittings, 50 and 10 p.c.

OAKUM.

Plumbers per 100 lb. 4 75
STOCKS AND DIES.
 American discount 25 per cent.
SOLDERING IRONS.
 $\frac{1}{2}$ -lb. to 1 $\frac{1}{2}$ per lb. 0 45 $\frac{1}{2}$ 0 43
 2-lb. or over 0 42 $\frac{1}{2}$ 0 46

SOLDER.

Bar, half-and-half, guaranteed 0 25 0 26
 Wiping 0 22 0 23

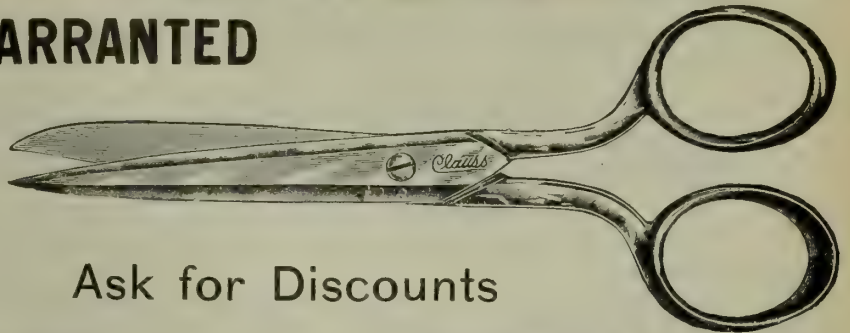
PAINTS, OILS AND GLASS

Paint and household, 70 per cent.
CHEMICALS.
 Sulphate of copper (bluestone or blue vitrol) 0 09
 Litharge, ground 0 06
 " flaked 0 06 $\frac{1}{2}$
 Green copras (green vitrol) 0 01
 Sugar of lead 0 08
 Lump olive 0 01 $\frac{1}{2}$
COLORS IN OIL.
 Venetian red, 1-lb. tins pure. 0 09
 Chrome yellow " 0 16
 Golden ochre " 0 10
 French " 0 08
 Marine black " 0 04
 Chrome green " 0 03
 French permanent green " 0 13
 Signwriters' black " 0 15

Clauss Brand Ladies' Scissors

FULLY WARRANTED

Our Eastern Pattern Ladies' Scissors. This is an exceptional scissor, adapted for clean-cutting work where stiffness of blade is required. Hand forged from finest steel.



Ask for Discounts

The Clauss Shear Co., :: :: Toronto, Ont.

ENAMELS.		
Subway brand.....	1 90	2 00
Decorative.....	4 20	4 31
GLUE.		
Domestic sheet.....	0 10	0 104
French medal.....	0 12	0 124
PARIS GREEN.		
600-lb. cask.....	0 274	0 274
250 lb. drums.....	0 274	0 274
100-lb. ".....	0 284	0 284
50-lb. ".....	0 284	0 284
1-lb. pkgs, 100 in box.....	0 294	0 294
1/2-lb. ".....	0 314	0 314
1-lb. tins, 100 in box.....	0 304	0 314
1/2-lb. bag.....	0 324	0 324
F.o.b. Toronto.....		

PARIS WHITE.		
In bbls.....	0 90	
PIGMENTS.		
Orange mineral, casks.....	0 8	
100-lb. kegs.....	0 084	

PREPARED PAINTS.		
Pure, per gallon, in tins.....	1 30	
Second qualities, per gallon.....	1 15	
Harn (in bbls).....	0 85	0 90
Sherwin-Williams paints.....	1 55	
Canada Paint Co.'s pure.....	1 25	
Standard P. & V. Co.'s "New Era".....	1 30	
Benj. Moore Co.'s "Ark" B'd.....	1 25	
"British Navy deck".....	1 50	
Brandram-Henderson's "English".....	1 45	
Ramsay's paints, Pure, per gal.....	1 30	
"Thistle".....	1 10	
Martin-Senour's 100 p.c. pure.....	1 55	
Senour's Floor Paints.....	1 25	
Jamieson's "Crown and Anchor".....	1 20	
Jamieson's floor enamel.....	1 25	
Blanchie's preservative and floor l.....	1 50	
Sanderson Peary's, pure.....	1 20	
Robertson's pure paints.....	1 20	

PUTTY.		
Bulk in bbls.....	1 60	
Bladders in bbls.....	1 85	
25-lb. tins.....	1 90	
Bladders in bulk or tins less than 100 lb.	2 00	
Bulk in 100-lb. irons.....	1 80	
SHINGLE STAINS.		
In 5 gallon lots.....	0 75	0 80

SHELLAC.		
White, bleached.....	0 65	
Pine orange.....	0 60	
Medium orange.....	0 55	

TURPENTINE AND OIL.		
Prime white petroleum.....	0 13	
Water white.....	0 144	
Pratt's astral.....	0 18	
Castor oil.....	0 08	0 10
Gasoline.....	0 224	
Benzine, per gal.....	0 17	0 20
Turpentine, single barrels.....	0 83	0 85
Lined Oil, raw.....	0 67	0 71
"boiled.....	0 70	0 74

WHITE LEAD GROUND IN OIL.		
Canadian pure.....	7 15	7 50
No. 1 Canadian.....	6 10	6 50
Munro's Select Flake White.....	7 40	7 50
Elephant and Decorators' Pure.....	7 40	7 50
Monarch.....	7 40	7 50
Standard Decorators'.....	7 15	7 50
Essex Genuine.....	6 80	7 50
Brandram's B. B. Genuine.....	8 70	7 50
"Anchor" pure.....	7 40	7 50
Ramsay's Pure Lead.....	7 00	7 50
Ramsay's Exterior.....	6 65	7 50
"Crown and Anchor" pure.....	6 50	7 50
Sanderson Peary's.....	7 40	7 50
Robertson's C.P., lead.....	7 20	7 50

RED DRY LEAD.		
Genuine, 560 lb. casks, per cwt.....	6 25	
Genuine, 100 lb. kegs.....	6 50	
No. 1, 560 lb. casks, per cwt.....	6 00	
No. 1, 100 lb. kegs, per cwt.....	6 25	

WINDOW GLASS.		
St e United		
Inches.....	Star	Double Diamond
Under 26.....	\$4 25	\$6 25
26 to 40.....	4 65	6 75
41 to 50.....	5 10	7 50
51 to 60.....	5 35	8 50
61 to 70.....	5 75	9 75
71 to 80.....	6 25	11 00
81 to 85.....	7 00	12 50
86 to 90.....		15 00
91 to 95.....		17 50

96 to 100.....	20 50
101 to 105.....	24 00
106 to 110.....	27 50
Discount—16-oz., 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.	

WHITING.		
Plain, in bbls.....	0 70	
Gilders bolted in bands.....	0 90	

WHITE DRY ZINC.		
Extra Red Seal, V.M.....	0 074	0 08

WHITE ZINC IN OIL.		
Pure, in 25-lb. irons.....	0 084	
No. 1.....	0 07	
No. 2.....	0 054	

VARNISHES.		
Per gal. cans.		

Carriage, No. 1.....	1 50
Pale durable body.....	3 50
"hard rubbing.....	3 00
Finest elastic gearing.....	3 00
Elastic oak.....	1 50
Furniture, polishing.....	2 00
Furniture, extra.....	1 15
"No. 1.....	0 90
"union.....	0 80
Light oil finish.....	1 45
Gold size Japan.....	1 80
Brown Japan.....	0 95
No. 1 brown Japan.....	0 95
Baking black Japan.....	1 35
No. 1 black Japan.....	0 90
Benzine black Japan.....	0 70
Crystal Damar.....	2 80
No. 1.....	2 50
Pure asphaltum.....	1 40
Oleoline.....	1 50
Lighting dryer.....	0 70
Kaistilite varnish, 1 gal. can, each.....	2 00
Granitine floor varnish, per gal.....	2 50
Maple Leaf coach enamels, size 1.....	1 20
Sherwin-Williams' kopal varnish, gal.....	2 50
Canada Paint Co's sun varnish.....	2 00
"Kyanize" Interior Finish.....	2 40
"Flint-Lac" coach.....	1 80
B.H. Co's "Gold Medal", in cases.....	2 00
Jamieson's Copaline, per gal.....	2 00

BUILDERS' HARDWARE.

BELLS.		
Brass hand bells, 60 per cent.....		
Nickel, 55 per cent.....		
Gongs, Sargeant's door bells.....	5 50	8 00
American, house bells, per lb.....	0 35	0 40
Peterboro' door bells, discount 37 1/2 and 10 per cent. off net list.		

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.....	2 25	
Ready roofing, 2-ply, not under 45 lb. per roll.....	1 00	
Ready roofing, 3-ply, not under 65 lb. per roll.....	1 25	
Carpet Felt.....per ton.....	60 00	
Heavy Straw Sheathing.....per ton.....	40 00	
Dry Surprise.....	0 40	
Dry Sheathing.....per roll, 400 sq. ft.....	0 50	
Tar.....	400 "	0 55
Dry Fibre.....	400 "	0 55
Tarred Fibre.....	400 "	0 65
O. K. & L. X. L.....	400 "	0 70
Resin-sized.....	400 "	0 45
Oiled Sheathing.....	600 "	1 00
Oiled.....	400 "	0 70
Root Coating, in barrels.....per gal.....	0 17	
Roof.....small packages.....	0 25	
Refined Tar.....per barrel.....	5 00	
Coal Tar.....	4 00	
Coal Tar, less than barrels.....per gal.....	0 90	
Roofing Pitch.....per 100 lb.....	0 80	
Slate's felt.....per roll.....	0 70	
Heavy Straw Sheathing f.o.b. St. John and Halifax.....	42 50	

BUTTS.		
Wrought Brass, net revised list.....		
Wrought Iron, 70 per cent.....		
Cast Iron Loose Pin, 60 per cent.....		
Wrought Steel Fast Joint and Loose Pin, 70 per cent.....		

CEMENT AND FIREBRICK.		
Canadian Portland.....	2 00	2 10
Belgium.....	1 60	1 80
White Bros. English.....	1 80	2 05
"Lafarge" cement in wood.....	3 40	
"Lehigh" cement, in wood.....	2 54	

"Lehigh" cement, cotton sacks.....	2 39
"Lehigh" cement, paper sacks.....	2 31
Fire brick, Scotch, per 1,000.....	27 00
English.....	17 00
American, low.....	23 00
"high.....	27 50
Fire clay (Scotch), net ton.....	4 95

Paving Blocks per 1,000.....	
Blue metallic, 9"x4 1/2"x3", ex wharf.....	35 00
Stable pavers, 12"x6"x2", ex wharf.....	50 00
Stable pavers, 9"x4 1/2"x3", ex wharf.....	36 00

DOOR SETS.		
Peterboro, 37 1/2 and 10 per cent.....		

DOOR SPRINGS.		
Torrey's Rod.....per doz.....	1 75	
Coil, 9 to 11 in.....	0 95	1 65
English.....	2 00	4 00
Chicago and Reliance Coil 25 per cent.		

STORE DOOR HANDLES.		
Per Dozen.....	1 00	1 50

ESCUTCHEONS.		
Discount 50 and 10 per cent., new list.....		
Peterboro, 37 1/2 and 10 per cent.....		

ESCUTCHEON PINS.		
Iron, discount 40 per cent.....		
Brass, 45 per cent.....		

HINGES.		
Blind, discount 60 per cent.....		
Heavy T and strap, 4-in., per lb. net.....	0 06	0 054
"5-in., ".....	0 054	0 054
"6-in., ".....	0 054	0 054
"8-in., ".....	0 054	0 054
"10-in. and larger.....	0 05	

Light T and strap, discount 65 p.c.....		
Screw hook and hinge—		
under 12 in.....per 100 lb.....	4 65	
over 12 in.....	3 65	
Spring, No. 20, per gro. pairs.....	10 80	
Spring, Woodvatt pattern, per gro., No. 5, \$17.50; No. 10, \$18; No. 20, \$10.80; No. 12, \$20; No. 51, \$10; No. 50, \$27.50.		
Crate hinges and back flaps, 65 and 5 p. c.		
Hinge hasps, 65 per cent.....		

SPRING HINGES.		
Chicago Spring Butts and Blanks 12 1/2 percent.		
Triple End Spring Butts, 30 and 10 per cent.		
Chicago Floor Hinges, 37 1/2 and 5 off.		
Garden City Fire House Hinges, 12 1/2 p.c.		

CAST IRON HOOKS.		
Bird cage.....per doz.....	0 50	1 10
Clothes line, No. 61.....	0 00	0 70
Harness.....	0 60	12 00
Hat and coat.....per gro.....	1 10	10 00
Chandelier.....per doz.....	0 50	1 00
Wrought hooks and staples—		
1/2 x 5.....per gross.....	2 65	
5-16 x 5.....	3 30	

Bright steel gate hooks and staples, 40 p.c.		
Crement hat and coat wire, 60 per cent.		
Screw, bright wire, 65 per cent.....		

KNOBS.		
Door, japanned and N.P., doz.....	1 50	2 50
Bronze, Berlin.....per doz.....	2 75	3 25
Bronze, Genuine.....	6 00	9 00
Shutter, porcelain, F. & L.....		
screw.....per gross.....	1 30	2 00
White door knobs.....per doz.....	2 00	
Peterboro knobs, 37 1/2 and 10 per cent.		
Porcelain, mineral and jet knobs, net list.		

KEYS.		
Lock, Canadian dis. 40 to 40 and 10 per cent.		
Cabinet trunk and padlock.....		
American.....per gross.....	0 60	

LOCKS.		
Peterboro, 37 1/2 and 10 per cent.....		
Russell & Erwin, steel rim \$2.50 per doz.		
Eagle cabinet locks, discount 30 per cent.		
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.		

SAND AND EMERY PAPER.		
B. & A. sand, discount, 35 per cent.		
Emery, discount 35 per cent.....		
Garnet (Rutroal) 5 to 10 per cent. advance.		

SASH WEIGHTS.		
Sectional.....per 100 lb.....	2 00	2 25
Solid.....	1 50	1 75

SASH CORD.		
Per lb.....		0 31

BLIND AND BED STAPLES.		
All sizes per lb.....	0 074	0 10

WROUGHT STAPLES.		
Galvanized.....	2 75	
Plain.....	2 50	
Coopers, discount 45 per cent.....		
Poultry netting staples, discount 40 per cent.		
Bright spear point, 75 per cent. discount.		

TOOLS AND HANDLES.		
ADZES.		
Discount 22 1/2 per cent.....		

AUGERS.		
Gilmour's, discount 60 per cent. off list.		

Single bit, per doz.....	6 00	9 10
Double bit, ".....	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes.....	5 50	6 00
Boys' Axes.....	6 25	7 00
Splitting Axes.....	7 00	12 00
Handled Axes, boys', handled.....	7 00	9 00
Red Ridge, boys', hunters.....	5 75	5 25

BITS.		
Irwin's auger, discount 47 1/2 per cent.		
Gilmour's auger, discount 60 per cent.		
Rockford auger, discount 50 and 10 per cent.		
Jennings' Gen. auger, net list.		
Gilmour's car, 47 1/2 per cent.		
Clark's expansive, 40 per cent.....		0 65
Clark's gimlet, per doz.....		1 00
Diamond, Shell, per doz.....		2 25
Nail and Spike, per gross.....		

BUTCHER'S CLEAVERS.		
German.....per doz.....	7 00	9 00
American.....	12 00	18 00

CHALK.		
Carpenters' Colored, per gross.....	0 45	0 75
White lump.....per owt.....	0 60	0 65

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.
CROSSCUT SAW HANDLES.

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

MACHINE SCREWS.
Flat head, iron and brass, 35 per cent.
Feltier head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.
Carpet tacks, blue, 80 and 5; tinned
and 10; (in kegs), 40; cut tacks, blue
dozens only, 75 and 10; 3/4 weigh 8, 60; Sw
cut tacks, blue and tinned, bulk, 80 and
dozens, 75; Swedes, upholsterers', bulk
and 12 1/2; brush, blue and tinned, bulk.

75 and 1 1/2; zinc tacks, 35; leather car tacks, 40; copper tacks, 25; copper nails trunk nails, black, 65; trunk nails, tinued, blue, 65; clout nails, blue and tinued, chair nails, 35; patent brads, 40; fine fing, 40; lining tacks, in papers, 10; lin tacks, in bulk, 15; lining tacks, solid he

add nails, in bulk, 15; tufting buttons
line in dozens only, 60; zinc glaziers' poi
5; double pointed tacks, papers, 90 and
double pointed tacks, bulk, 40; 4-inch
duck rivers, 4¢; cheese box tacks, 85 and

WROUGHT IRON WATERS.
Canadian make, discount 40 per cent.

SPORTING GOODS.
CARTRIDGES.

C.B. caps, 50 and $\frac{1}{2}$ per cent.; Rim Fire Cartridges
 B.B. Round Caps 60 and $2\frac{1}{2}$ per cent.
 Centre Fire, Pi tol and Rifle Cartridge
 30 p.c.; Centre Fire Sporting and Military

Cartridges, 25 and 5 p.c.; Rim Fire, S
Cartridges, 50 and 7½ p.c.; Centre Fire, S
Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.
"Crown" Black Powder, 15 and 10

"Sovereign" Empire Bulk Smokeless Pow
30 and 10 p.c.; "Regal" Ballistite De
Smokeless Powder, 30 and 5 p.c.; "Imper

EMPTY SHELLS.
Paper Shells, 25 and 5; Brass Shells, 55 and 5.

	Wads.	per
Best thick brown or grey felt wads, in ½-lb. bags		\$0
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges		0

Best thick white card wads in boxes	0
of 500 each, 10 gauge.....	0
1 in card wads, in boxes of 1,000 each,	0
12 and smaller gauges.....	0
Thick card wads, in boxes of 1,000	0
each, 10 gauge.....	0
Chemically prepared black edge grey	Per
cloth wads, in boxes of 250 each—	
11 and smaller gauge.....	0
9 and 10 gauges.....	0
and 8 ".....	0
5 and 6 ".....	1
Superior chemically prepared pink	
edge, best white cloth wads in	

boxes of 250 each—	
11 and smaller gauge	1 1/2
9 and 10 gauges	1 1/2
7 and 8 "	1 1/2
5 and 9 "	1 1/2
SHOT.	

100 lbs. Discount 5 per cent; cash discount 2 per cent, 30 days; net extra as follows, subject to cash discount only: Chilled, 4¢; Frozen, 5¢; Canned, 6¢; Dried, 7¢; Powdered, 8¢; Sugar, 9¢; Syrup, 10¢; Molasses, 11¢; Honey, 12¢; Butter, 13¢; Lard, 14¢; Oil, 15¢; Eggs, 16¢; Flour, 17¢; Beans, 18¢; Corn, 19¢; Potatoes, 20¢; Apples, 21¢; Oranges, 22¢; Lemons, 23¢; Peaches, 24¢; Pears, 25¢; Plums, 26¢; Cherries, 27¢; Strawberries, 28¢; Raspberries, 29¢; Blackberries, 30¢; Blueberries, 31¢; Raspberries, 32¢; Blackberries, 33¢; Blueberries, 34¢; Raspberries, 35¢; Blackberries, 36¢; Blueberries, 37¢; Raspberries, 38¢; Blackberries, 39¢; Blueberries, 40¢; Raspberries, 41¢; Blackberries, 42¢; Blueberries, 43¢; Raspberries, 44¢; Blackberries, 45¢; Blueberries, 46¢; Raspberries, 47¢; Blackberries, 48¢; Blueberries, 49¢; Raspberries, 50¢; Blackberries, 51¢; Blueberries, 52¢; Raspberries, 53¢; Blackberries, 54¢; Blueberries, 55¢; Raspberries, 56¢; Blackberries, 57¢; Blueberries, 58¢; Raspberries, 59¢; Blackberries, 60¢; Blueberries, 61¢; Raspberries, 62¢; Blackberries, 63¢; Blueberries, 64¢; Raspberries, 65¢; Blackberries, 66¢; Blueberries, 67¢; Raspberries, 68¢; Blackberries, 69¢; Blueberries, 70¢; Raspberries, 71¢; Blackberries, 72¢; Blueberries, 73¢; Raspberries, 74¢; Blackberries, 75¢; Blueberries, 76¢; Raspberries, 77¢; Blackberries, 78¢; Blueberries, 79¢; Raspberries, 80¢; Blackberries, 81¢; Blueberries, 82¢; Raspberries, 83¢; Blackberries, 84¢; Blueberries, 85¢; Raspberries, 86¢; Blackberries, 87¢; Blueberries, 88¢; Raspberries, 89¢; Blackberries, 90¢; Blueberries, 91¢; Raspberries, 92¢; Blackberries, 93¢; Blueberries, 94¢; Raspberries, 95¢; Blackberries, 96¢; Blueberries, 97¢; Raspberries, 98¢; Blackberries, 99¢; Blueberries, 100¢.

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.

Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount $37\frac{1}{2}$ per cent.

Empire hockey sticks, per doz. . . 3.00

We make Electric Fixtures, Sockets, and Cut-Outs

Mundertlo & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

CUTLERY AND SILVER-WARE.

RAZORS.		per doz.
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Vade & Butcher's	3 80	10 00
Lewis Bros.' "Klean Cutter"	8 50	10 50
Henckels'	7 50	20 00
Berg's	7 50	20 00
Clauss Razors and Stropps, 50 and 10 per cent		
KNIVES.		
Farriers-Stacey Bros., doz	3 50	
PLATED GOODS.		
Hollowware, 40 per cent. discount.		
Flatware, staples, 40 and 0, fancy, 40 and 5.		
Hutton's "Cross Arrow" flatware, 47½;		
"Singles" and "Alaska" Nevada silver		
flatware, 42 p.c.		
SHEARS.		
Clauss, nickel, discount 60 per cent.		
Clauss, Japan, discount 67½ per cent.		
Clauss, tailors, discount 40 per cent.		
Seymour's, discount 50 and 10 per cent.		
Berg's	6 00	12 00

HOUSE FURNISHINGS.

APPLE PARERS.		
Woodyatt Hudson, per doz., net	4 50	
BIRD CAGES.		
Brass and Japanned, 40 and 10 p. c.		
COPPER AND NICKEL WARE.		
Copper boilers, kettles, teapots, etc. 30 p.c.		
Copper pitta, 20 per cent.		
ENAMELED WARE.		
White ware, 75 per cent.		
London and Princess, 50 per cent.		
Canada, Diamond, Premier, 50 and 10 p.c.		
Pearl, Imperial, Crescent and granite steel,		
50 and 10 per cent.		
Premier steel ware, 40 per cent.		
Star decorated steel and white, 25 per cent.		
Japanned ware, discount 45 per cent.		
Hollow ware, tinned cast, 35 per cent. off.		
KITCHEN SUNDRIES.		
Can openers, per doz.	0 40	0 75
Mincing knives per doz.	0 50	0 80
Duplex mouse traps, per doz.	0 05	
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz.	2 25	
Universal meat chopper No. 1.	1 15	
Enterprise chopper, each	1 30	
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32 "	1 35	4 40
" 100 to 103 "	1 35	2 00
Kitchen hooks, bright	0 60	
LAMP WICKS.		
Discount, 60 per cent.		
LEMON SQUEEZERS.		
Porcelain lined	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass	0 50	0 90
METAL POLISH.		
Tandem metal polish paste	6 00	
PICTURE NAILS.		
Porcelain head	1 35	1 50
Brass head	0 40	1 00
Tin and gilt, picture wire, 75 per cent.		
SAD IRONS.		
Mrs. Potts, No. 55, polished	0 80	
" No. 50, nickel-plated, "	0 92	
Common, plain	4 50	
" plated	5 50	
Asbestos, per set	1 50	

TINWARE.

CONDUCTOR PIPE.		
2-in. plain or corrugated, per 100 feet,		
\$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45;		
6 in., \$9.90.		
FAUCETS.		
Common, cork-lined, discount 35 per cent.		
EAVETROUGHS.		
10-inch	per 100 ft.	3 30
FACTORY MILK CANS.		
Discount off revised list, 35 per cent.		
Milk can trimmings, discount 25 per cent.		
Creamery Cans, 45 per cent		

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain, "		4 75
No. C, safety		4 00
Better quality at higher prices.		
Japanning, 50c. per doz. extra.		
Prism globes, per doz., \$1.20.		

OILERS.

Kemp's Tornado and McClary's Model		
galvanized oil can, with pump, 5 gal-		
lon, per dozen	10 92	
Davidson oilers, discount 40 per cent.		
Zinc and tin, discount 50 per cent		
Coppered oilers, 20 per cent. off.		
Brass oilers, 50 per cent. off.		
Malleable, discount 25 per cent		

PAIS (GALVANIZED).

Dufferin pattern pais, 45 per cent.		
Flaring pattern, discount 45 per cent.		
Galvanized washtubs 40 per cent.		

PIEDGE WARE.

Discount 35 per cent off list, June, 1899.		
10-qt. flaring sap buckets, discount 35 per cent.		
8, 10 and 14-qt. flaring pails dis. 35 per cent.		
Copper bottom tea kettles and boilers, 30 p.c.		
Coal hods, 40 per cent.		

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.		
Retiueed, 72½ per cent. revised list.		

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	8 00
Eureka tinned steel, hooks		

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64	7 91	
7-inch	8 18	
Nestable, discount 40 per cent.		

STOVEPIPE ELBOWS.

5 and 6-inch, common	per doz.	1 32
7-inch		1 48
Polished, 15c. per dozen extra.		

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.		
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TINNERS' SNIPS.

Per doz.	3 00	15
Clauss, discount 35 per cent.		

TINNERS' TRIMMINGS.

Discount, 45 per cent.		
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WIRE.

ANNEALED CUT HAY BAILING WIRE.		
No. 12 and 13, \$4; No. 13½, \$4.10;		
No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to		
11½, 25 per cent.; other lengths 20c. per 100		
lbs extra; if eye or loop on end add 25c. per		
100 lbs. to the above.		

BRIGHT WIRE GOODS.

Discount 60 per cent.		
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CLOTHES LINE WIRE.

7 wire solid line, No. 17, \$4.90; No.		
18, \$3.00; No. 19, \$2.70; 8 wire solid line,		
No. 17, \$4.45; No. 18, \$2.80. No. 19, \$2.50.		
All prices per 1000 ft. measure. F.o.b. Hamil-		
ton Toronto, Montreal.		

COILED SPRING WIRE.

High Carbon, No. 9, \$2.95; No. 11, \$3.50;		
No. 12, \$3.20.		

COPPER AND BRASS WIRE.

Discount 37½ per cent.		
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FINE STEEL WIRE.

Discount 25 per cent. List of extras		
In 100-lb. lots: No. 17, \$5 — No. 18,		
\$5.50 — No. 19, \$6 — No. 20, \$6.65 — No. 21		
\$7 — No. 22, \$7.30 — No. 23, \$7.65 — No.		
24, \$8 — No. 25, \$9 — No. 26, \$9.50 — No. 27,		
\$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13		
\$14 — No. 31, \$15 — No. 32, \$16 — No. 33, \$17 —		
No. 34, \$17. Extras not-tinned wire, Nos. 17-25,		
\$2 — Nos. 26-31, \$4 — Nos. 32-34, \$6. Coppered,		
75c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5		
and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.		
—in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c.—		
packed in casks or cases, 15c.—bagging or		
papering, 10c.		

FENCE STAPLES.

Bright	2 80	
Galvanized	3 30	

HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95;		
f.o.b., Montreal.		

GALVANIZED WIRE.

• Per 100 lb.—Nos. 4 and 5, \$3.95 —		
Nos. 6, 7, 8, \$3.35 — No. 9, \$2.85 —		
No. 10, \$3.40 — No. 11, \$3.45 — No. 12, \$3.00		
— No. 13, \$3.10 — No. 14, \$3.95 — No. 15, \$4.30		
— No. 16, \$4.30 from stock. Base sizes, Nos.		
6 to 9, \$2.35 f.o.b. Cleveland. Extras for		
cutting.		

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	\$0.50	\$0.75	\$1.25	
6 to 9	0.75	1.25	2.00	
10 to 11	1.00	1.75	2.50	
12 to 14	1.50	2.25	3.50	
15 to 16	2.00	3.00	4.50	

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.40; No. 10 gauge, 6c.		
extra; No. 11 gauge, 12c extra; No. 12		
gauge, 20c extra; No. 13 gauge, 30c extra;		
No. 14 gauge, 40c extra; No. 15 gauge, 55c.		
extra; No. 16 gauge, 70c extra. Add 60c.		
for coppering and \$2 for tinning.		
Extra net per 100 lb. — Oiled wire 10c.,		
spring wire \$1.25, bright soft drawn 15c.,		
charcoal (extra quality) \$1.25, packed in casks		
or cases 15c., bagging and papering 10c., 50		
and 100-lb. bundles 10c., in 25-lb. bundles		
15c. in 5 and 10-lb. bundles 25c., in 1-lb		
hanks, 50c., in ¼-lb. hanks 75c., in ½-lb.		
hanks \$1.		

POULTRY NETTING.

2 in mesh 19 w.g., discount 50 and 5 per		
cent. All others 50 per cent.		

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.62½, per		
100 sq. ft.; in 50-ft. rolls, \$1.67½, per 100 sq ft.		
Terms, 2 per cent. off 30 days.		

WIRE FENCING.

Galvanized barb.	2 95	
Galvanized, plain twist	3 30	
Galvanized barb, f.o.b. Cleveland, \$2.70 for		
small lots and \$2.80 for carlots		

WOODENWARE.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,		
\$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto		
Hamilton, London and St. Marys, 30 and 30		
per cent.; f.o.b. Ottawa, Kingston and		
Montreal, 40 and 15 per cent. discount,		
Taylor-Forbes, 30 and 30 per cent.		

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.		
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FIBRE WARE.

Star pails, per doz.	\$ 3 00	
0 Tubs, "	14 00	
1 " "	12 00	
2 " "	10 00	
3 " "	8 50	

LADDERS, EXTENSION.

\$ to 6 feet, 12c. per foot; 7 to 10 ft., 13c.		
Wagoner Extension Ladders, dis. 40 per cent.		

MOPS AND IRONING BOARDS.

"Best" mops	1 25	
"900" mops	1 25	
Folding ironing boards	12 00	16 50

REFRIGERATORS.

Discount, 40 per cent.		
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SCREEN DOORS.

Common doors, 2 or 3 panel, walnut		
stained, 4-in. style	per doz.	7 25
Common doors, 2 or 3 panel, grained		
only, 4-in., style	per doz.	7 55
Common doors, 2 or 3 panel, light stair		
per doz.	9 55	

WASHING MACHINES.

Round, re-acting per doz.	80 00	
Square	63 00	
Ellipse, per doz	64 00	
Dowdell	89 00	
New Century, per doz	75 00	
Daisy	64 00	

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00	
Royal American, 11 in.	35 00	
Eze, 10 in., per doz	36 75	

MISCELLANEOUS.

AXLE GREASE.		
Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 p.c.		
Agricultural, not wider than 4 in., 75 per cent		
Lace leather, per side, 75c.; cut laces, 80c.		

BOOT CALS.

Small and medium, ball	per M	4 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 00
Bullard's		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.		
Plate, discount 52½ to 57½ per cent.		

PINE TAR.

½ pint in tins	per gross	7 80
		9 60

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Screw		0 22
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Automobile Accessories.
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Carriage Mountings Co., Ltd., Toronto.

Awnings.
Tobin Tent and Awning Co., Ottawa

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Carriage Mountings Co., Ltd., Toronto.
Forsyth Mfg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Toronto
Sadler & Haworth, Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works
Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.

Bolts.
Toronto & Belleville Rolling Mills,
Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Cans.
Acme Can Works, Montreal.

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Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.

Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Carriage Mountings Co., Ltd., Toronto.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Carpet Beateas.
Ontario Metal Novelty Co., Toronto.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B. Wire Co., Hamilton.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowdell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.

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Hamilton Cotton Co., Hamilton, Ont.

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J. N. Warminton, Montreal.

Congo Roofing.
Buchanan Foster Co., Philadelphia, Pa.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties.
Greening, B. Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.

Cut Glass.
Phillips, Geo., & Co., Montreal.

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Birkett, Thos., & Son Co., Ottawa.

Cylinder Shear Co., Toronto.
Dorken Bros. & Co., Montreal.
Frothingham & Workman Montreal.

Heinisch, R. Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.

Hutton, Wm., & Sons, Ltd., London,
Eng.

Lamplough, F. W., & Co., Montreal.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell Toronto.

Enameled Ware.
Kemp Mfg. Co., Toronto.

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Kerr Engine Co., Walkerville, Ont.

Eavetroughs.
Wheeler & Bain, Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co.,
Worcester, Mass.

Furnaces.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.

Glass Ornamental.
Hobbs Mfg. Co., London

Glaziers' Diamonds.
Gibbons, J. B., Montreal.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg Ont.

Hockey Sticks.
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Montreal.

Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.

Hot Water Boilers and Radiators.
Cluff, R. J., & Co Toronto.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougal, R., Co., Galt, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Frothingham & Workman, Montreal.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Mower Grinders.
Root Bros. & Co., Plymouth, Ohio.

Ledgers—Loose Leaf.
Business Systems, Toronto.

Lithographing.
London Printing & Lithographing Co.,
London, Ont.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Lye.
Gillett, E. W., & Co., Toron o

Manufacturers' Agents.

For. O. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.

Metals.

Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
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Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co., Montreal.

Metal Lath.

Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Nails Wire

Dominion Wire Mfg. Co., Montreal.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennis Wire & Iron Co., London, Ont.

Packing.

Gutta Percha & Rubber Co., Toronto.

Paints, Oils, Varnishes, Glass.

Blanchette Process Paint Co., Toronto.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Dods, P. D., & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
Lucas John & Co., New York.
McArthur, Cornelle & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co., Toronto.
Ottawa Paint Works, Ottawa.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson Percy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Perforated Sheet Metals.

Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies

Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Glauber Brass Co., Cleveland, Ohio.
Jardine, A. B., & Co., Heapeier, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa.
Robertson, Jas., Co., Montreal.
Robertson, Jas., Co., Limited, Toronto.
Somerville, Limited, Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope.
Standard Sanitary Co., Pittsburgh.
Stephens, G. E., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
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Polishes.

Majestic Polishes, Toronto

Portland Cement.

International Portland Cement Co., Ottawa, Ont.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.

Printing.

London Printing & Lithographing Co., London, Ont.

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Clauss Shear Co., Toronto.

Refrigerators.

Fabien, C. P., Montreal.

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Pease Foundry Co., Toronto.

Roofing Supplies.

Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
F. W. Bird, East Walpole, Mass.
Buchanan Foster Co., Philadelphia, Pa.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Peterson Mfg. Co., Toronto & Montreal.
Wheeler and Bain, Toronto.

Saws.

Atkins, E. C., & Co., Indianapolis, Ind.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.

Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.

Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.

Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Soil Pipe

McFarlane, Walter, Glasgow

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton.
Hyde, F., & Co., Montreal.

Shelf Boxes.

Cameron & Campbell, Toronto.

Shears, Scissors.

Clauss Shear Co., Toronto.

Shovels and Spades.

Eclipse Mfg. Co., Ottawa.
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.

Hutton, Wm., & Sons, Ltd., London, Eng.
McHashan, Clarke Co., Niagara Falls, Ont.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Skates.

Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers

Cavers Bros., Galt

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.

Chow, Edwin and Son, Kingston

Stoves, Tinware, Furnaces

Canadian Heating & Ventilating Co., Owen Sound.
Copp, W. J., Son & Co., Fort William.
Davidson, Thos., Mfg. Co., Montreal.
Down Draft Furnace Co., Galt.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard, Wm., Toronto.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London.
Merrick Anderson, Winnipeg.
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co., Brockville.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
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Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

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Tobin Tent and Awning Co., Ottawa

Tin Plate.

American Sh. et & Tin Plate Co., Pittsburgh, Pa.
Baglan Bay Tin Plate Co., Briton Ferry, South Wales.
Lyaght, John, Bristol, Newport and Montreal.

Turpentine

Defiance Mfg. Co., Toronto.

Ventilators.

Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper

Staunton Limited, Toronto.

Wall Paper Cleaner.

Gilbert, Frank U. S., Cleveland

Washing Machines, etc

Dowdell Mfg. Co., Hamilton, Ont.
The Shultz Bros. Co., Brantford.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.

Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows

London Foundry Co., London, Ont.
Schultz Bros. Co., Ltd., The Brantford.

Wholesale Hardware

Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms

Hobbs Mfg. Co., London, Ont.

Wire, Wire Rope, Cow Ties,

Fencing Tools, etc

Banwell-Hoxie Fence Co., Hamilton.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mfg. Co., Montreal.
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound.
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.

Wrapping Papers

Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Wringers

Connor, J. H. & Son, Ottawa, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Spring rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN

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J. B. SMITH

Dominion Works, Port Hope, Ont.

“Seeing is Believing”

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

Hardwareman and Plumber—



We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.



McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution.

The R. McDougall Co., Limited

GALT, - CANADA

Ventilation is Important

as a feature of modern buildings.

There are many buildings and residences, whose occupants are afflicted with drowsiness and headaches, because the ventilation is imperfect, or has been altogether neglected.

THE AEOLIAN VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables, etc.

As will be seen from the accompanying illustration, THE AEOLIAN VENTILATOR is very ornamental in appearance, while also possessing exceptional lasting qualities.

***We like to talk about the “Aeolian”
Will you write us for particulars?***

Read this testimonial:

Oshawa, June 4th, 1903.

Messrs. The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Replying to your favor of May 30th, would say that the “ZEPHYR” Ventilator is giving good satisfaction.

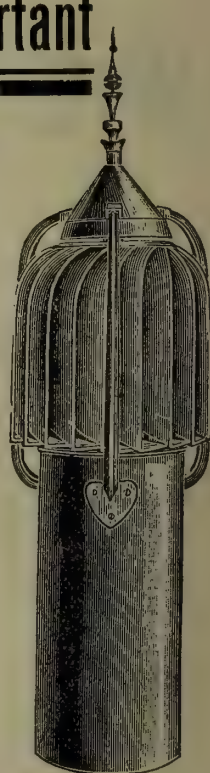
Yours respectfully,

J. E. HAWKINS.

The Price is Inconsiderable in Comparison with the Results.

Manufactured by

**THE J. W. HARRIS COMPANY, LIMITED
Montreal**



THE AEOLIAN VENTILATOR
(Can be supplied in copper, if so desired.)

ROBERTSON'S SOLDERS

Bar-King, Strictly Merchant's,
Wire (any gauge) Tri-
angular, Oval, Plumbers'
and Canners' Solders,
Electricians' Solder
ARE STANDARD

Ask Quotations

The **James Robertson Co., Limited**
144 William St., MONTREAL, QUE.



The
**BRILLIANT
ILLUMINATION**
of our Canadian cities
owes much to
**ONEIDA GALVANIZED
CHAIN**
the most effective and durable Arc
Lamp Suspension in the world.

Heavily galvanized—therefore absolutely rust
proof. Impervious to ice and sleet. Uniform in
strength. Perfectly flexible. *Will outwear
cord, cable or rope many times over.*

MILLIONS OF FEET IN USE

ONEIDA COMMUNITY, Ltd., NIAGARA FALLS, ONT.

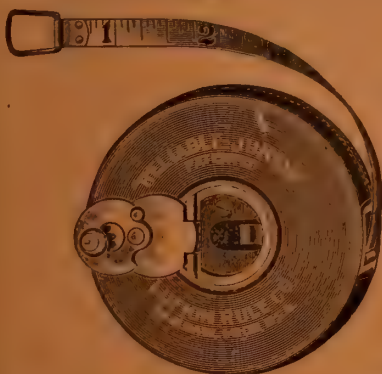


WALKER CORK SCREWS

are good holiday souvenirs and live sellers the whole
year. Are made well and are made out of good
material. That is why we guarantee every one that
we put out. When ordering Cork Screws try **Walker's**

Manufactured
only by

**ERIE SPECIALTY COMPANY, ERIE, Pa.
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LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

**ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.**

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

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London Office and Warehouse—24 and 26 Holborn.

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For sale by **ALL PROMINENT CANADIAN HARDWARE JOBBERS.**

TRADE MARK

Est. 1868. Inc. 1895.

Black Diamond File Works
G. & H. Barnett Company
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Twelve TRADE MARK Medals

Awarded
 By **JURORS** at
 International Expositions
 Special Prize
 Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

TRADE MARK

"Redstone"

High Pressure Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

SHEET ZINC ZINC SPELTER INGOT TIN INGOT COPPER

We can quote lowest market prices for immediate shipment from stock Montreal.

B. & S. H. THOMPSON & Co.
 LIMITED

Metals, Hardware, Chemicals, etc., etc.

381 and 383 St. Paul St., Montreal

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Do you realize the importance of carrying a small stock of requisites for Motor Cars and Boats?

There is an increasing demand and the man who has the goods in stock WHEN WANTED makes the sale.

It will pay you to write us for further information.

Write for our Catalogues B & C.

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321 St. James St.
MONTREAL

132 Bay Street
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CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, JULY 13, 1907

NO. 28.

Forty Years of Steady Success

for

"Queen's Head"

not yet equalled in Quality.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd., MONTREAL
Managers, Canadian Branch.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO., MONTREAL-



Stephenson **Washing Machines**

save time, labor and clothing. Is easily operated, washes quickly and thoroughly, and will not destroy the most delicate fabric. This machine is in a class by itself and is becoming an universal favorite. Sales within the last twelve months have increased 200 per cent. If your jobber does not handle, write direct to us.

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GUELPH, CANADA

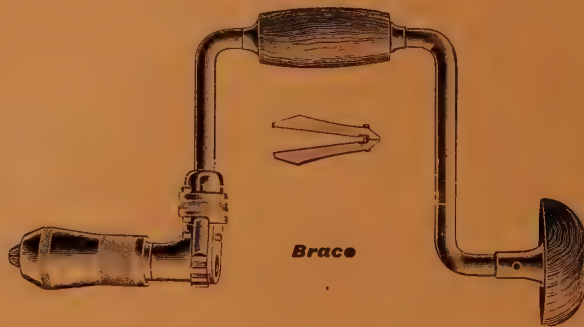
HARDWARE AND METAL

The Building Trade

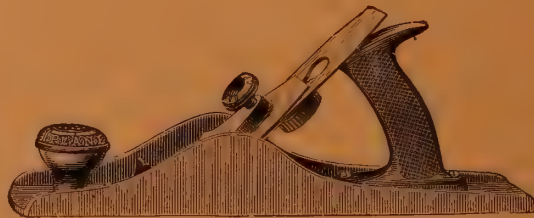
is constantly increasing. The demand for carpenters' supplies was never greater. Our stock could not be in better condition. Everything that can be required we have on hand.



Hand Drill



Brace



Plane



Wood Rasp



Saw



Spoke Shave



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RICE LEWIS & SON

LIMITED

TORONTO.

If you have to do a

CREDIT BUSINESS

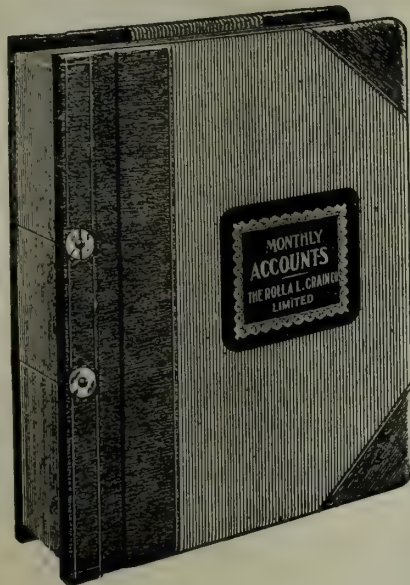
why not make it as easy and convenient as possible?

THE GRAIN MONTHLY ACCOUNT SYSTEM

is designed especially for the retail trade. It will cut your bookkeeping in half; accounts are always ready.

We manufacture and devise systems for any kind of business.

Write us for Catalogue "E," which will give you all information.



THE ROLLA L. GRAIN CO., Limited
OTTAWA, CANADA

Branches—TORONTO, 18 Toronto Street; MONTREAL, 28 Alliance Bldg., WINNIPEG, 11 Nanton Block.

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sarjent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sarjent's Front, Store Door and Inside Locks

Stanley's Butt Hinges—all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,
Wholesale Hardware LIMITED
OTTAWA, ONT.



American Twin Freezer

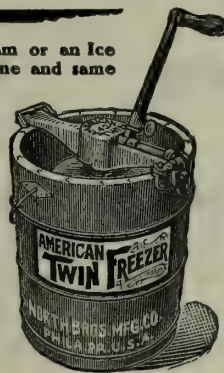
Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW—NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the Automatic Twin Scrapers by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS



ICE CREAM FREEZERS THAT SELL



THEY ARE

Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results

North Bros. Mfg. Co.
Philadelphia, Pa.

Send for Catalog.



Pink's MADE IN CANADA Lumbering Tools

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

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Long Distance
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THOMAS PINK

Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO

SAWS

Progressive Hardware Merchants
Buy **DISSTON'S SAWS** and **FILES**
Join that rank and order now

FILES

The name Disston's is a warrant that sells the goods

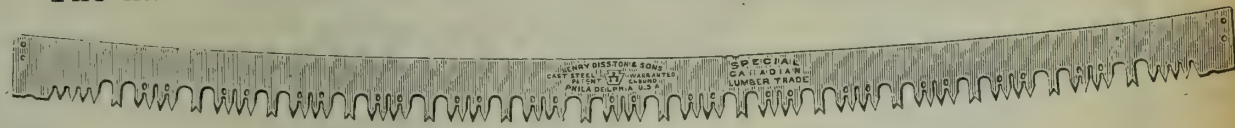
Disston's
Files
are
made
of
best
Crucible
Steel
carefully
Forged
throughout

When
ordering
your
Saws
order
your
Files

Disston's
Files
are
made
of
best
Crucible
Steel
carefully
Forged
throughout
We
stock
all
sizes
of
Files
Order
now.

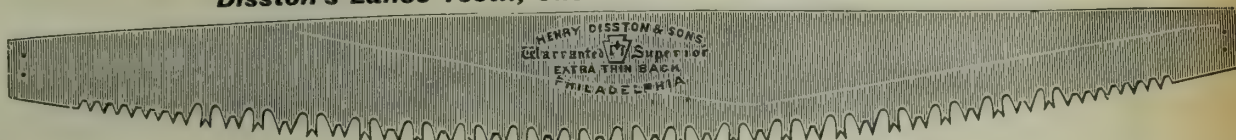
We
Sell
Quality

Quality
Sells



DISSTON'S NARROW TREE

Disston's Lance Tooth, cast steel—warranted, patent ground



DISSTON'S NO. 1 CHAMPION TOOTH

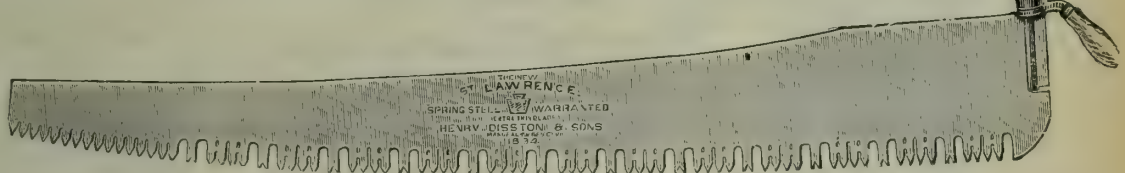
Ground 4 gauge thinner on back than on teeth—first quality cast steel



DISSTON'S ST. LAWRENCE

Toledo Blade, ground 4 gauges thinner on back than on teeth—Very best quality Spring Steel—The fastest cutting Saw in the world.

Disston's One-Man Cross Cut Saws



St. Lawrence—Very finest quality Spring Steel

Disston's Saw Swages

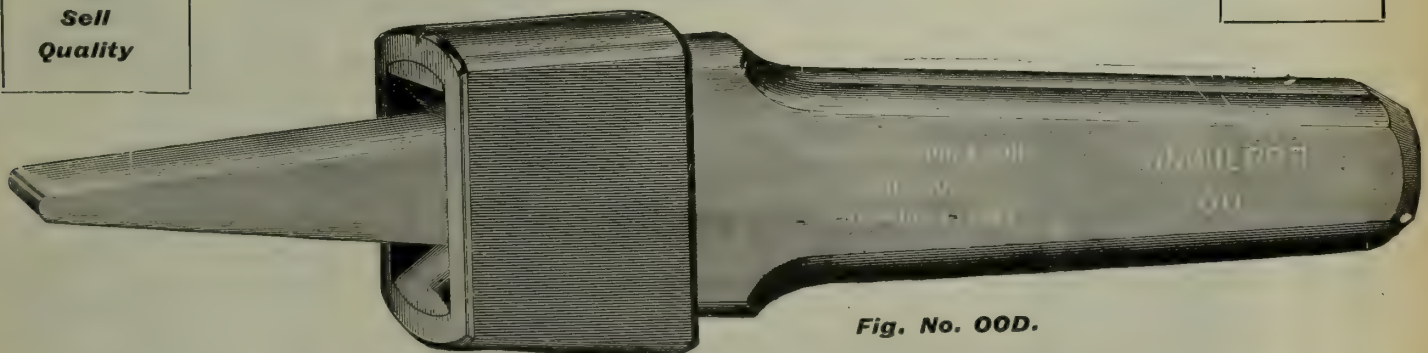


Fig. No. 00D.

With long projecting tongue, for spread sex.

HEADQUARTERS FOR DISSTON'S GOODS

Sold by Hardware Dealers throughout the world. Get after us so that we may get after you.
Write us for prices—We carry a heavy stock. No delay—Shipped same day order is received.

LEWIS BROS., Limited

Wholesale Hardware, MONTREAL

And at—Ottawa Toronto Winnipeg Calgary and Vancouver

Consumers Cordage Co.,

LIMITED

Manufacture every variety of

CORDAGE

PACKING

BINDER TWINE

LATHYARN

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

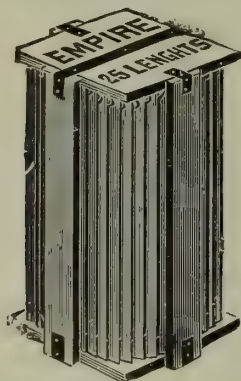
CONSUMERS CORDAGE CO., Limited, St. John, N.B.

MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.



Patented 1900. Improved 1905.

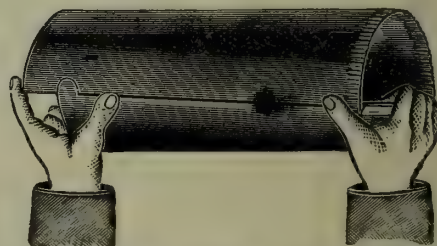
Davidson's "Empire" Stove Pipe Improved Patent

Neatly packed in crates of 25.
Secures lowest possible freight rate.

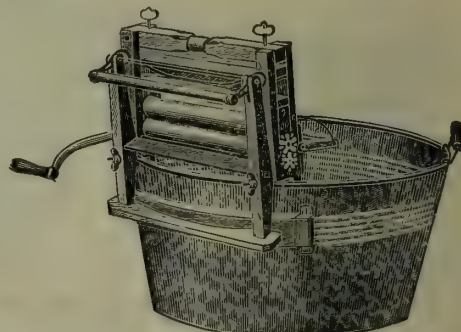
**Deep Swage Prevents Telescoping.
Coated to Prevent Rust.**

Sold as low as ordinary Stove Pipes.

SIMPLE and EASY to put together.
No Profane Language Necessary.
The only tools required are a pair of hands.
Pipes being cut out with dies ensure
absolute fit and conformity.



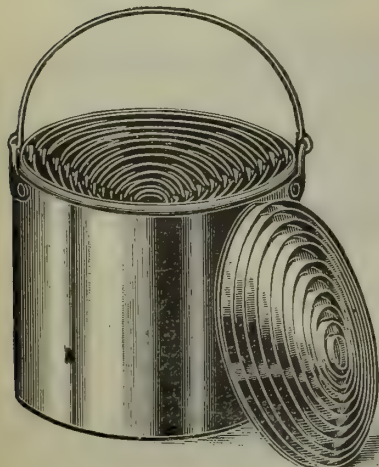
Wash Tubs—Galvanized WITH WRINGER ATTACHMENT



Miners' Camp Kettles

Strong and substantially made in extra
heavy tin.

Nineteen sizes, from 1/8 quart to 29 quarts.



Nos.	1	2	3
Top Measurement, inches	21 1/2	22 3/4	25
Bottom " "	17 7/8	18 1/4	20
Height " "	9 1/2	10 1/2	11

The THOS. DAVIDSON M'F'G. CO., Ltd.
MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO.

Only
Wholesale

Wholesale
Only

Asbestos Sad Irons

ASSORTMENT No. 5.

An Iron for Every Purpose.



No. 50.—Flounce Iron



No. 8.—Pressing Iron



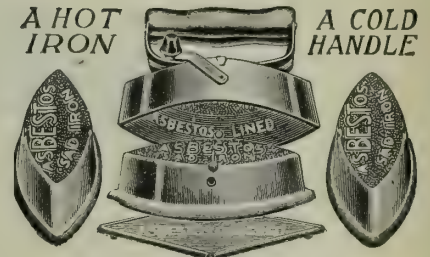
No. 10.—Tourist Iron



No. 40.—Sleeve Iron



No. 66.—French Set



No. 70.—Laundry Iron



No. 120.—Laundry Set



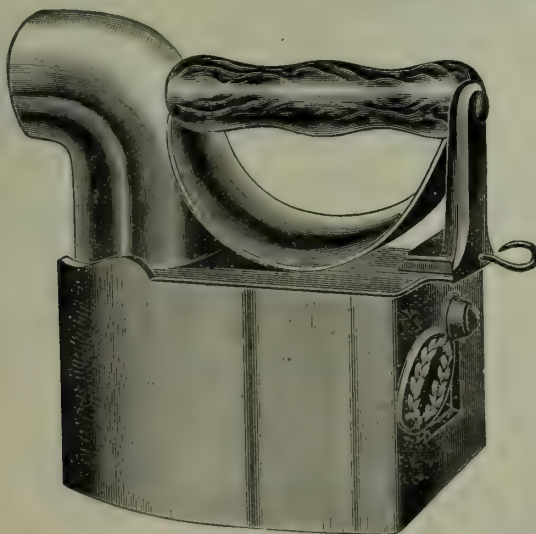
With each Assortment of No. 5 Asbestos Sad Irons is included a handsome Display Stand for the Dealer, FREE.

Sold only in sets.

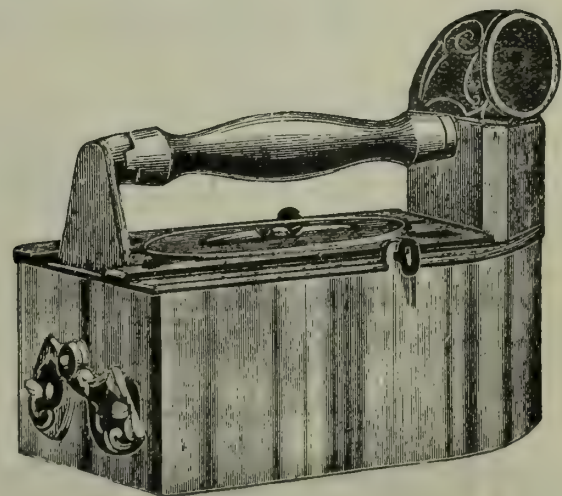


No. 100.—Laundry Set

Self Heating Irons



Single Flue



Double Flue

For a fuller line of Sad Irons see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Are you receiving our monthly illustrated circular? IF NOT WRITE FOR IT.

Our Prices are Right

We Ship Promptly

HIGH GRADE GUNS

THE "OLD RELIABLE" PARKER



D. H. QUALITY GUN.

The Parker Gun, known all over the world as the "Old Reliable," is the peer of any gun on the market. In its manufacture great attention has been paid to the proper distribution of materials, and the great strength of these guns will be found where the strain is most severe. They are noted for their hard shooting qualities, ease of operation, simplicity, superb finish, strength of construction, and capacity to resist the strain of long and continuous use of nitro-powders.

We Have the Largest Assortment of High-Grade Guns in the Trade.

Should you not stock expensive guns, when you have an inquiry, write us. We will be pleased to quote and give full particulars. We have a large range of other grades that you may select from, also rifles for every purpose.

These lines are fully described on pages 677 to 704 of our general loose-leaf catalogue.

Let us quote you some figures

FROTHINGHAM & WORKMAN, LIMITED

WHOLESALE HARDWARE

Montreal

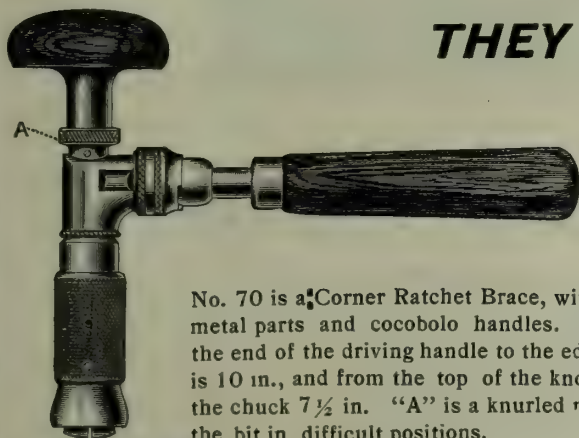
Canada



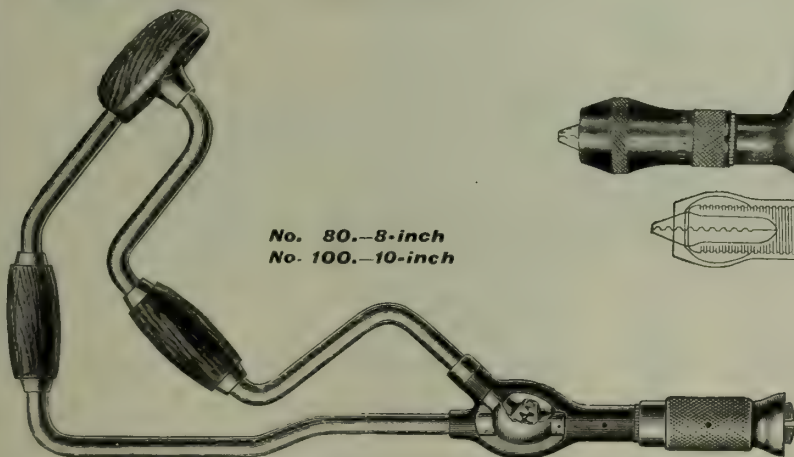
If You Are in a Corner

these tools can make a way out of it. They will bore holes in corners and angles where other boring tools fail to work. They are new corner-boring tools, and are improvements on earlier inventions for that purpose. They are well constructed tools, well designed, and will appeal to the skilful mechanic. You should add them to your line.

THEY WILL SELL

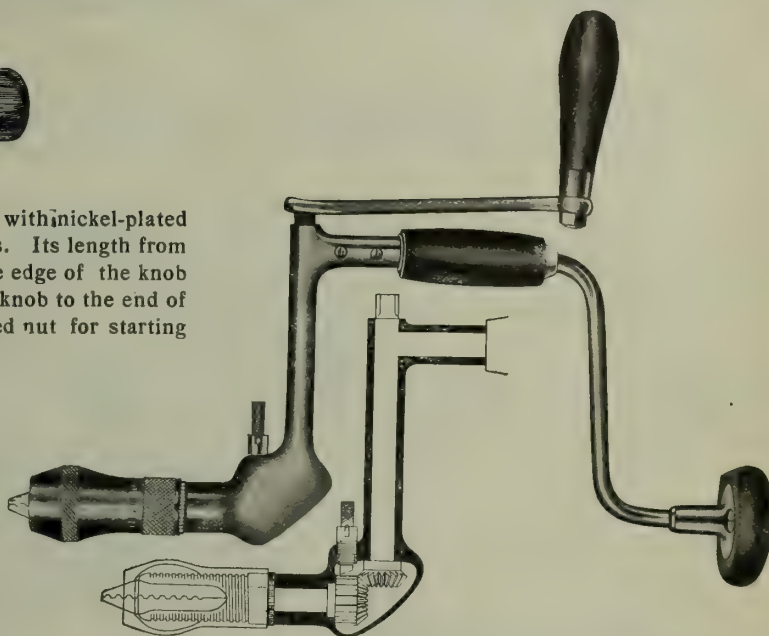


No. 70 is a Corner Ratchet Brace, with nickel-plated metal parts and cocobolo handles. Its length from the end of the driving handle to the edge of the knob is 10 in., and from the top of the knob to the end of the chuck $7\frac{1}{2}$ in. "A" is a knurled nut for starting the bit in difficult positions.



No. 80.—8-inch
No. 100.—10-inch

Made in two sizes; No. 80, 8-in. sweep; No. 100, 10-in. sweep. The gears are steel, with cut teeth. A cap, removed to show the gears, protects them from dirt and injury. It works as easily as an ordinary bit brace.



A combined Ratchet, Corner and Straight Brace is a new thing. It is well made, with steel cut gears. The chuck holds round and square shank drills. It is ball-bearing, nickel-plated, with cocobolo head and handles. The head is triangular to allow of the brace being used very close into corners.

Ask our travellers about these braces, or write direct

Caverhill Searmont & Co

MONTREAL

WINNIPEG,

OTTAWA,

QUEBEC,

FRASERVILLE

Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



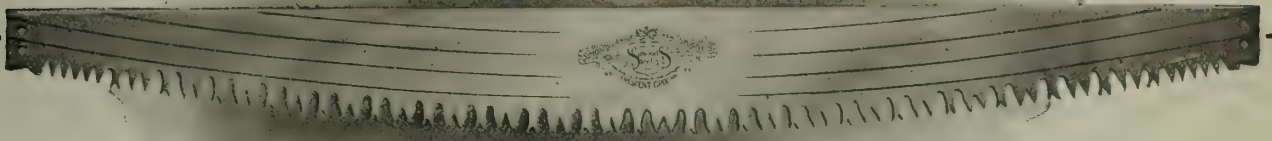
No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

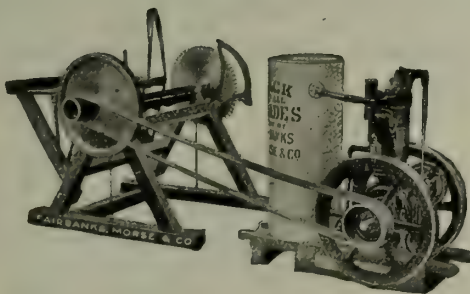
- GALT, Ontario



Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. **Made of Simonds Steel.** It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada.

Simonds Canada Saw Co., Limited
TORONTO, ONT. MONTREAL, QUE. ST. JOHN, N.B.



**Get a Fairbanks-Morse Engine
to do your farm or
shop work.**

**It takes the place of three men
and never gets tired—**

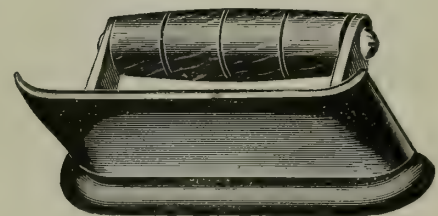
**Send for our catalogue
G.E. No. 101.**

THE CANADIAN FAIRBANKS CO.

Ltd.
Montreal, Toronto, Winnipeg, Vancouver

The Contractors

are busy. Get your
supplies of



***Edgers, Jointers,
Pounders, Dot Rollers,
Curb and Gutter Tools,
Wheelbarrows, etc.***

FROM

The London Foundry Co.
London, - Canada

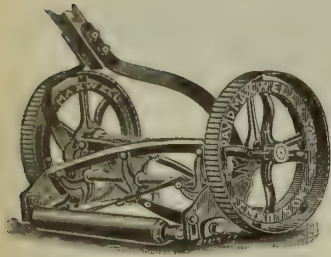
A TRINITY OF TRADE BUILDERS

Maxwell Lawn Mower

Two Household Favorites

The name means clean-cutting, durability and finish.

Stock them. They come near selling themselves.



David Maxwell & Sons, St. Mary's, Ont.

SIMPLE

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

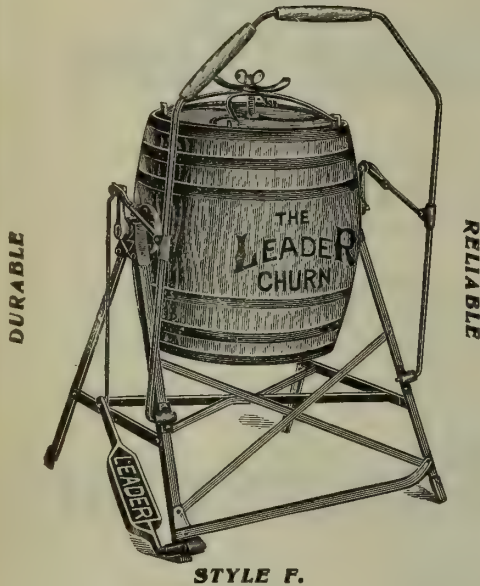
Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

DEALERS: When you handle this line you handle QUALITY.

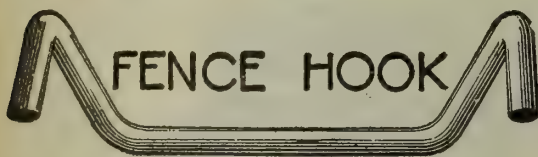
The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
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GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT.



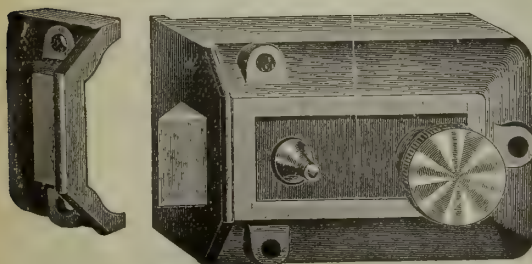
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



Cylinder Night Latch, No. 103.



\$800 FINE AND A YEAR IN JAIL

If a man fails in business and it be proved that, for five years before his failure, he has not kept proper books, he is liable to a fine of \$800.00 and one year in jail.

It is almost better to keep your books right than pay a fine and go down for a year, isn't it?

Business Systems will enable you to keep your books right—Business Systems mean proper bookkeeping.

Business Systems allow nothing to be for-

gotten, and mean mechanical perfection in bookkeeping.

Business Systems being proper bookkeeping, actually prevent failures—show a man where anything is going wrong in his business and enable him to prevent it.



We would like to give you details of all this and tell you how we can apply Business Systems to your business.

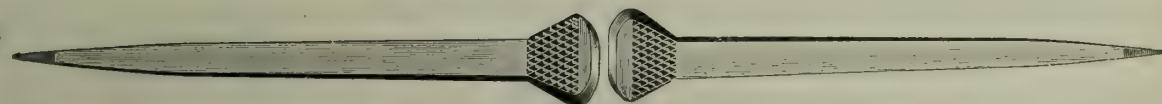
It will only cost you one cent for a post card to know more.

BUSINESS SYSTEMS

LIMITED

84 SPADINA AVENUE
TORONTO - - - CANADA

863



The Purchaser of any Product is Wise who Considers Quality and Cost

"THE BEST IN THE WORLD"

CHECKED
HEAD

TRADE MARK



As manufacturers, we have considered and planned for our customers' best interest as regards **QUALITY** and **COST**.

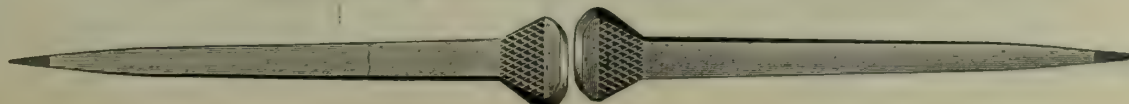
Our ample facilities, highly successful methods of production and untiring study of the needs and condition of the market have enabled us to furnish horse shoe nails possessing a rare combination of essential qualities, and nails which unquestionably in the long run are the least costly to the purchaser.

THE STRENGTH OF A NAIL is a very important consideration in deciding what nail to drive.

THE WEIGHT OF A NAIL is a most essential factor in the economy of a horse-shoer's business. Having regard to the requirements of strength and lightness, we have spared no effort at our factory to produce nails possessing these qualities in the highest possible degree. The famous "**Capewell**" nail is the result of our labors, and it is gratifying to us to know that it is recognized as the **LEADER**, and acknowledged by the large majority of the horse-shoers of this country to be "the best horse nail in the world."

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch Offices and Warehouses: **WINNIPEG AND VANCOUVER.**



ATKINS SILVER STEEL SAWS



are profitable Saws. Full of Quality, you can safely recommend them to your trade. Every Atkins Saw you sell, sells others—There's money in them for YOU. Shall we call?

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St., E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

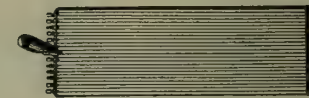
Proper Heating Essential

Tensile strength, great durability and facility in welding depend on the treatment of the metal in the furnace.

Only experts handle the iron in the London Mills' Furnaces. This is the secret of the regularity of its good quality.

A trial order will make you a regular customer.

London Rolling Mills
London, Canada.



When in the market for GANG CHEESE PRESSES and up-to-date CURD CUTTERS just sit down and write to **JAMES & REID, Perth, Ont.** For FARMER'S FEED COOKERS write **JAMES BROS. FOUNDRY CO., Perth, Ont.**

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"
OF PORTLAND CEMENT

Prices on application.

Prompt shippers

**WORK AND
PRICES
RIGHT**
GALVANIZING ONT
WIND
ENGINE & PUMP CO.
TORONTO, ONT. LIMITED

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

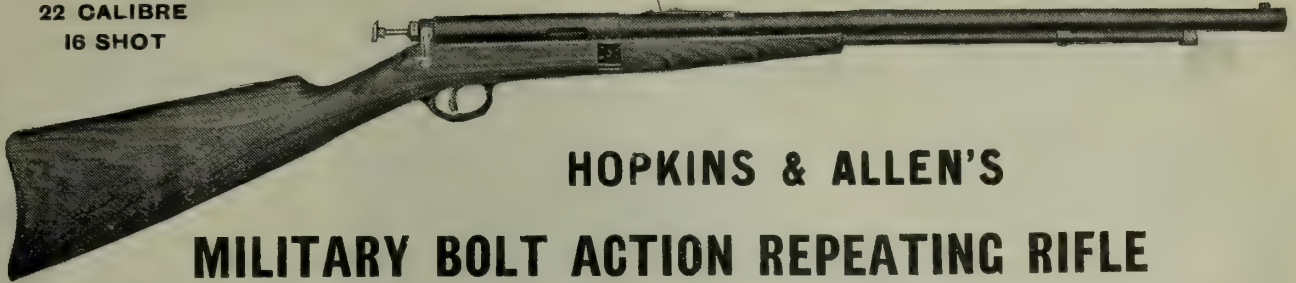
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

\$10⁷⁵
LIST

There has long been a demand for a good rifle at this price—and the HOPKINS & ALLEN Junior Repeater fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
8 Olty Road, Finsbury Square, London

Dept 67, NORWICH, CONN., U.S.A.



Shows Bolt Drawn Back—Position for Ejecting
Shells.

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company
PITTSBURG, PA.

If you want the best.

"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,
Wellsville Polish, Range Steel,
Wood's "A" Planished Iron,
Black Steel specialties for all purposes,
Tinplates, Coke and Charcoal, all grades,
Terne Plates, Old Style and New
Method Processes.

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents
MONTREAL, CANADA

AXE HANDLES

Shrewd dealers are aware that
there is a comfortable profit in
the famous brands of Axe Handles

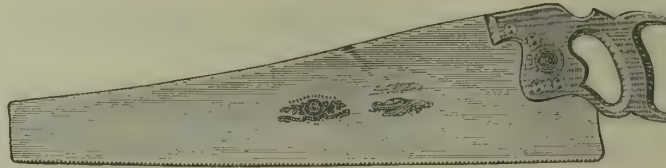
"Empire," "Imperial"
"Champion"

Then they assure the satisfied
customer and build up the paying
trade. Can you supply the
demand?

J. H. Still Manufacturing Company,
ST. THOMAS, ONTARIO

Limited

**FOOLS SELL THE CHEAPEST,
WISE MEN THE BEST**



THE BEST

*Being supported by good and liberal advertising among the
actual users of saws*

SPEAR & JACKSON, LIMITED

ÆTNA WORKS

SHEFFIELD, ENG.

SOLDERS

**Guaranteed Half and Half. Strictly Half and Half.
Commercial Half and Half.**

Star Wiping. Acme Wiping. Angle or Oval.

Wire, any Size or Gauge.

Segment

Ribbon.

CLOSE PRICES.

QUICK DELIVERIES.

The CANADA METAL CO., LIMITED
TORONTO

The Dunn Hollow Concrete Block Machine

Many dealers are increasing their trade in Cement by pushing sales of the Dunn Machine.

Some are also making a good profit by renting machines to parties building. Machine is compact, portable, simply operated and moderate in price.



WRITE US FOR CATALOGUE H.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



**THE GUELPH SPRING & AXLE CO.
LIMITED**

GUELPH, ONT.

MITCHELL'S SELF-TESTING SAFETY CODE REVISED EDITION

A New and Scientific System for the Transmission of Messages by Telegraph or Cable, so arranged that one word may convey several meanings, such as Article, Quality, Price Quantity, Terms, etc.

By other codes three and four words are required to express what this system will convey in one word, thus costing three and four times as much as the same message if sent by this system.

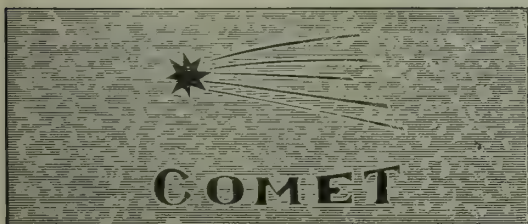
EXAMPLES

Code Words

LUDELPSEL MEBDIKOLAF WOCUMZEXGI—Ship by Cunard Steamer from your port 28th June, 150 pieces Bevelled Plate Glass, 1½" bevel, 18½ x 24".
WULYRSABNI—8 eel sheets 27 g, 24 x 101", 10,000 packages.
WU'PUH6ABHE—Wire Nails 5d. Buy 500 kegs
WU'WULKAFFE—Rosin, "I" quality, quote cost and freight shipment 1st half of next month, 200 barrels
XASYSJABBA—Delivery Waggon Platform Springs 2 to 3,000 lbs increase our order to ten.

Try these with your codes. An 8-page prospectus with full particulars sent free on request.

The Mitchell Self-Testing Safety Code Co.
8 COLBORNE ST. TORONTO, CANADA



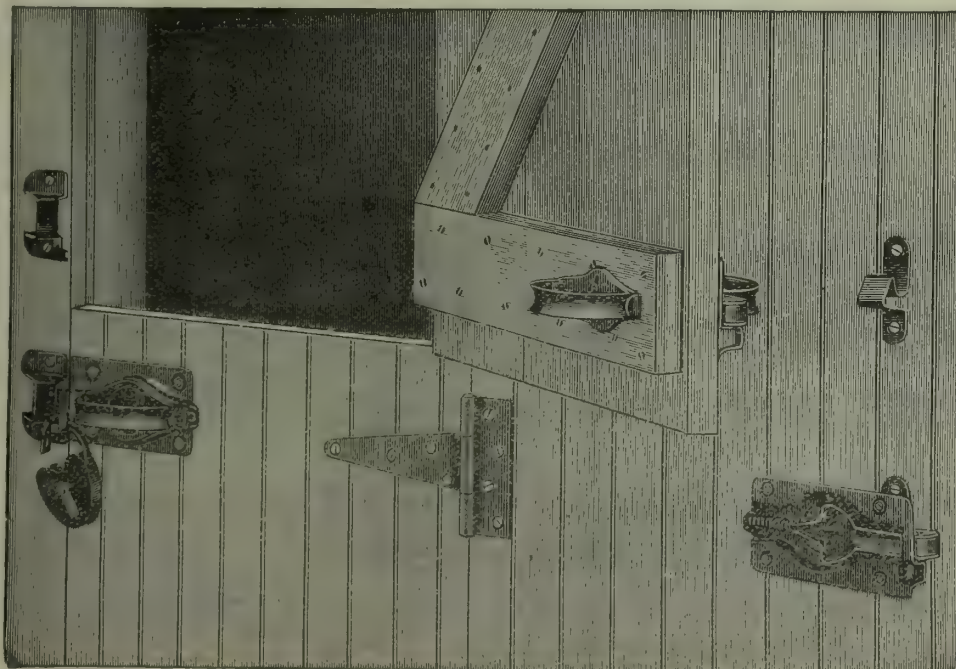
Gilbertson's Sheets and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales
ALEX. GIBB, 13 St. John St., Montreal, Agent

IT'S A LATCH THAT EVERY BARN NEEDS



WHITCOMB STEEL BARN DOOR LATCH

It is convenient; it is strong; it is durable; it is adapted to any thickness of door; and harness, etc., will not catch on it. Fully guaranteed.

Get a sample and see what an excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of PATENTED SPECIALTIES BY CONTRACT
ALBANY, WISCONSIN, U.S.A.

BANNER COLD BLAST LANTERNS



Made from
**Heavy Welsh
Tin Plates**
Fitted with
**Side Crank
Lift and
Countersunk
Oil Feed**

— Attractive —
— Windproof —

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The Buffalo Manufacturing Co.

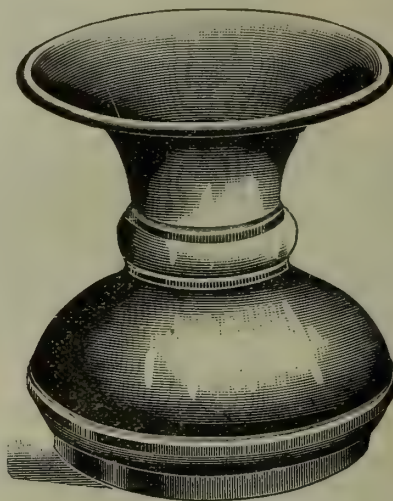
Buffalo, N.Y.

When you get our goods you know you
get **THE BEST.**

We manufacture

**Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.**

All High Grade and
exceedingly present-
able.



REPRESENTED BY

H. F. McINTOSH & CO.

34 Yonge Street,

Write for
Catalogue

TORONTO, ONT.

The Standard Paint Co. of Canada

Limited

Factory : Near Highlands, MONTREAL, P.Q.

“RUBEROID” Roofing

“RUBEROID” Dampcourse

“RUBEROID” Flooring

“P. & B.” Paints

Electrical Insulating Compound

Varnishes

Insulating Tape

“P. & B.” Building, Sheathing and Insulating Papers

Cast Lining Papers



SELLING AGENTS FOR ONTARIO AND QUEBEC

Lockerby & McComb 65 Shannon St. **Montreal, P.Q.**

To
EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement
Iron Clad
Portland Cement

United Paving
Best in the World **Bricks**

Enamelled Bricks
All Colors

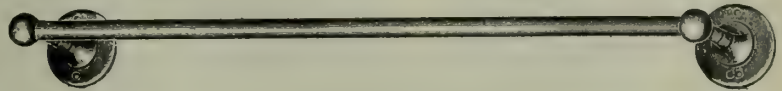
Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

High-grade Bathroom Fixtures



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto



There are reasons for the constant demand for
"Diamond" brand Fittings

The finish is smooth, the threads perfect, the material first-class.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA



Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio



BEAVER POST-HOLE DIGGER

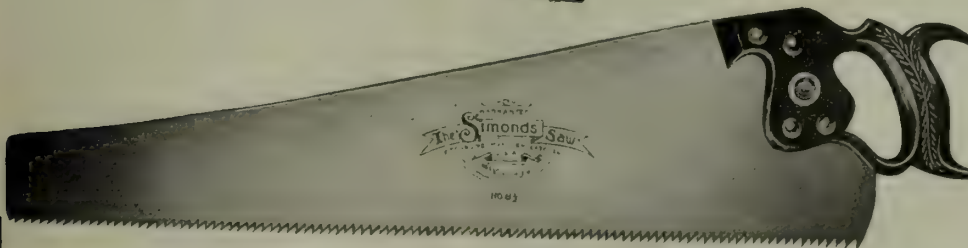
will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break.

Special Discounts to Trade

CANADA FOUNDRY COMPANY LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Rossland



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.
Branches throughout The United States.

SIMONDS No. 8 1/2

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle, with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

HOW MANY DOLLARS WOULD YOU SAVE ?

Mr. Dealer! If you could diffuse the light of day throughout your store, while daylight lasted, how much would you save in hard cash annually? Figure it out for your profit's sake, as well as for your customers' and tell us the result.

MAXIMUM LIGHT GLASS

will flood the darkest corner of your store with Natural Light while there's light in the sky. It can be effectively used when placed directly in the window sash, where ordinary prismatic glass would be useless.

Shouldn't you know more about this dollar-saving window glass, just as a matter of good business sense? Our big illustrated catalogue will interest you, Send for it!

The Hobbs Manufacturing Co., Limited
LONDON TORONTO WINNIPEG

CELEBRATED HEINISCH SHEARS

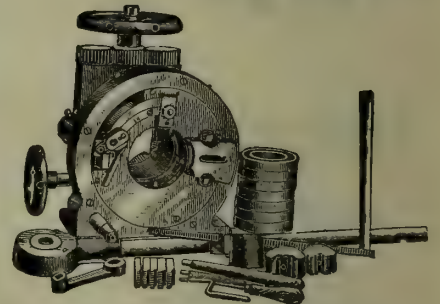
Tailors' Shears,
Trimmers' Shears,
Tinnners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

**Catalogue for the asking.
Quick shipments.**

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER



Above is a reproduction of Show Card 9 in. x 15 in. in colors which we will send free to dealers in exchange for business card.

HENRY T. SEYMOUR SHEAR COMPANY.

WIEBUSCH AND HILGER, LIMITED, Sole Agents, NEW YORK.



THIS HOUSE IS A SAMPLE

of our architectural sheet metal work. The handsome residence shown above is entirely finished with our sheet metal, including:

"Safe Lock" Shingles, Ornamental Crestings, Rock-Faced Siding, Cornices, Window and Door Trims, Pillars, etc.

There is nothing in sheet metal building goods that we cannot make a little better than our competitors, and at a better price, too.

Let us figure on your cornice and other sheet metal jobs.

"WE WORK WITH THE TRADE"

The Metal Shingle and Siding Co., Limited
Montreal Preston, Ont. Toronto

ST. JOHN, N.B.	SALES AGENTS:	WINNIPEG
Emerson & Fisher, Limited	QUEBEC	Clare & Brockest
CALGARY	J. A. Bernard	VANCOUVER
Ellis & Grogan		McLennan, McFeely & Co.

"NEW HOME WASHER"

BALL BEARING



Large Capacity.
 Easy Running.
 Fast Washing.
 Wonder Workers and Labor Savers on Wash Day.

—MADE BY—

The Standard Mfg. Co., Shelby, Ohio, U.S.A.

For Prices Write:

Canada Stove & Furniture Co., Montreal, Quebec.
 Distributors for Province of Quebec and East Ontario.
 Emerson & Fisher, Ltd., St. John, N.B.
 Distributors for Provinces of New Brunswick, Nova Scotia and Prince Edward Island.



Hotel, Cafe and Kitchen Supplies

"SINGALEE" and "ALASKA" Knives, Forks and Spoons are the best table ware for every day use.

They are made of Nickel Silver—the hardest and most durable metal produced—and are warranted white *all through*.

Samples and prices on request.

The House of Hutton

Established in England in 1800

Sole Canadian Agent
W. J. GRANT, Lindsay Bldg., MONTREAL



SUPPORT CANADIAN INDUSTRIES

FREE TO HARDWARE DEALERS



We are supplying electros of the cut in this ad. for use in your local advertising, besides offering special terms for immediate orders for

"LION" Brand

PUTZ TRIPLE EXTRACT

METAL POLISH

IN LIQUID OR PASTE

The most reliable metal polish in the market. Once tried always used.

Support Canadian Industries

Manufactured by

English Embrocation Co., Montreal

HERE'S A HOT ONE !

The **"QUEBEC IDEA HEATER"**

WILL BURN ANY KIND OF FUEL

**Bodies Made of Heavy, Cold Rolled, Dead Flat Steel.
Fairly Sparkles With Nickel Trimmings**

New 1907 Model

Stove rests on large
cast tray, which
has legs to allow
air to circulate
between it and
the floor

**Large Cast Ash-Pan
Nickel Screw
Draft.**



**Nickel Swing
Cover**

No grate to burn
out, as fuel rests
on thick bottom
brick

Steel body rivetted
to cast bottom—
no bolts to loosen
up

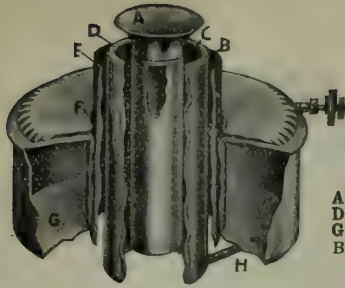
**Heavy Brick Linings
from Top to Bottom.**

MADE IN FOUR SIZES

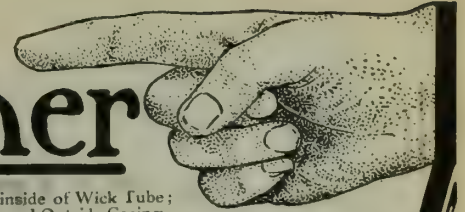
THE BEST HEATER ON THE MARKET FOR THE MONEY.

GUELPH STOVE CO., Ltd.

GUELPH, - ONTARIO



This Burner



A—Flame Spreader; B—Air Space outside of Wick; C—Air Space inside of Wick Tube; D—Wick; E—Outside Casing to Burner; F—Air space between Fount and Outside Casing; G—Fount for oil, entirely separate from Burner; H—Pipe Feed carrying oil from Fount to Burner.

combined with the many other superior features, found in no other makes, has **SOLD OVER 1,000,000**

“Alumino” and “Electric” OIL HEATERS

and the demand this year is greater than ever before. Every sale has been a seller. People have only to know the “Alumino” and “Electric” to want 'em.

The burner is the very heart, the successful “innerds,” of any, every and all Oil Heaters, and because our “heart” was right, because it eliminates odor and danger and smoke and trouble common with all other Oil Heaters, our “Safety Burner” has made “Alumino” and “Electric” the only standard Oil Heaters in the world.

Sell “Alumino” or “Electric” and you sell satisfaction. Must be so or the demand wouldn't almost double every year.

Let us have your orders without delay, because somebody is liable to be disappointed.

Lewis Bros., Ltd.

Montreal
Winnipeg

Toronto
Vancouver

Ottawa
Calgary

Emerson & Fisher, Ltd.

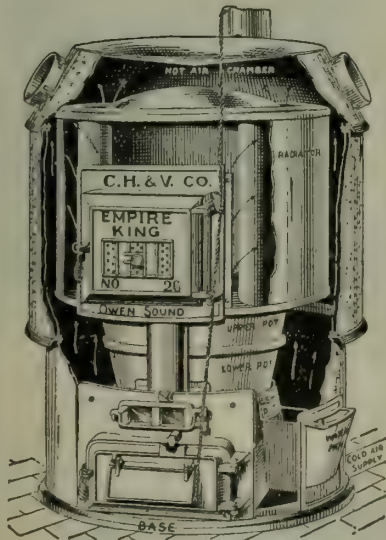
ST. JOHN, N.B.



Specified in The Contract

The Furnace for the Dealer to handle and recommend is undoubtedly the one specified in the contract. Did you ever consider why architects and practical house-builders should invariably choose

The **Empire King Furnace**



from the few best? The reasons are plain. The Empire King is a fuel-saver, as well as a permanent investment. It is as easily adjusted as it is to operate. In brief, The Empire King Furnace is the best of all hot air generators and we are going to prove that statement in the following series of ads. Two points worth remembering—**The price is reasonable—The profits good.**

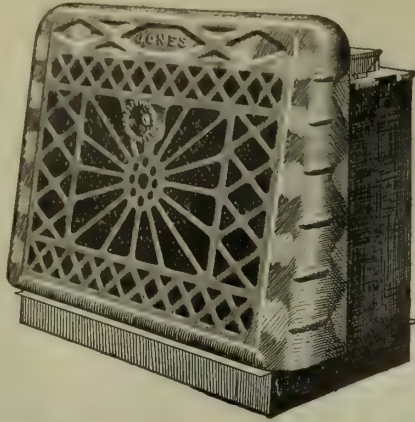
The Canadian Heating and Ventilating Co.,

OWEN SOUND, ONT.

LIMITED

THE CANADA STOVE AND FURNITURE CO., 126 West
Craig St., Montreal, Que., Agents for the Province of
Quebec.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg,
Man., Western Agents.
The Abercrombie Hardware Co., Vancouver, B.C.



MR. DEALER!

You clinch your customer's trade for keeps just as soon as he finds out that your business principles safeguard his interest. A good way to make this everlastingly apparent to your customer is to recommend the famous

JONES SIDE-WALL REGISTERS

because of their immense superiority to all other registers. Our registers reduce the initial cost of a heating system by reducing piping 50 per cent. They cannot hold dirt. They mean warm living rooms, cool cellars and no lost heat.

Let's mail you our "Profit Story."

The Jones Register Co.

732 King St. West

Toronto, Canada

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.



H. & C. No. 100.

FERROSTEEL REGISTERS

The only house in the world manufacturing

CAST IRON FLOOR
SEMI STEEL FLOOR
WROUGHT STEEL FLOOR
CAST IRON SPECIAL SIDE WALL
WROUGHT STEEL SPECIAL SIDE WALL
FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS
DEFLECTORS, PANCAKES, WAFERS

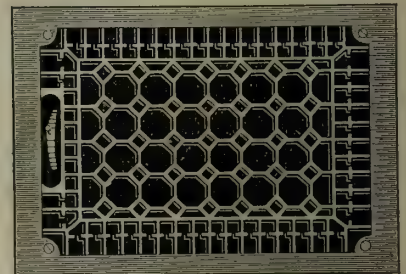
In all Designs and Finishes.

Mechanism Perfect.

Capacity Greatest.

Finish Unsurpassed.

No reputable line can undersell us.



MOORISH DESIGN

FERROSTEEL COMPANY, - - CLEVELAND, OHIO

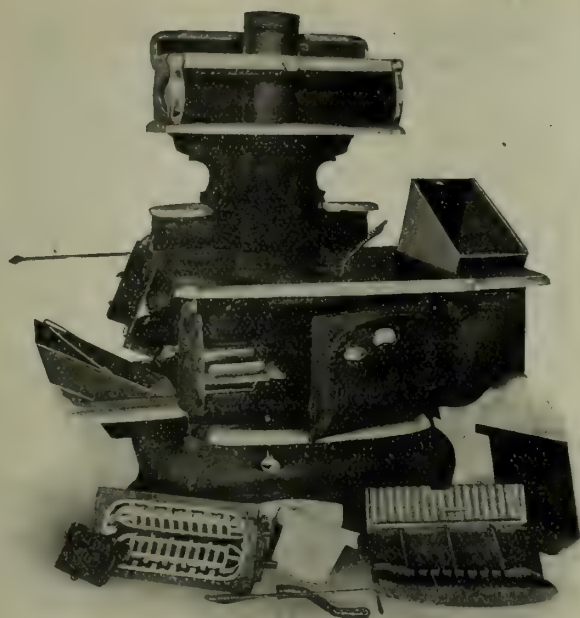
"Brantford" "Roofing"

Manufactured from pure Asphalt, properly blended, producing the highest waterproofing test (which we can produce), and the nearest fireproof of any ready roofing on the market. Equally durable in hot and cold climates. Not affected by acids or alkalis. Put up in rolls containing 108 sq. feet, 40 1/2 feet long and 32 inches wide, sufficient to cover 100 sq. feet of roof.

Nails and liquid cement for laying packed inside each roll. Write for samples and prices, and our **SPECIAL OFFER.**

Brantford Roofing Co., Limited, Brantford, Can.





You May Be a Good Salesman

But, is everything in your favor? Are you selling the new Imperial Oxford? A continuous stream of repeat orders tells the story to us.

Removable Nickel
Removable Fire Linings
An Oval Firebox
The "Divided Draft"

All contained by the best looking stove in the market.

It gives a good salesman a chance to spread himself.

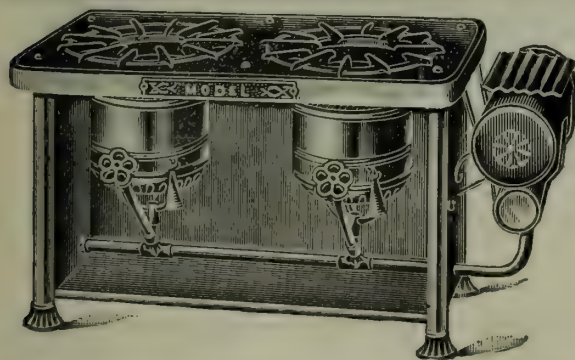
Drop us a card, or, better still, tell us the size range you want on your floor. If you get this agency you're lucky.

The Gurney Foundry Company, Limited

Toronto Winnipeg Vancouver Hamilton and London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.
 THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta

Warm Weather Goods



MODEL
 Wickless Blue Flame Oil Stove

The sale of Gas, Gasoline and Oil Stoves, Gas Hot Plates, Refrigerators, Ice Cream Freezers, and other specialties for summer use will open up with a rush one of these days. Have you a sample of our different lines in stock? If not, you should lose no time in getting them, as many sales will go to the other fellow if your stock is not freshened up.

We have heavy stocks in all lines at all our warehouses, and can supply on short notice. Telephone, telegraph or write your orders at once, and they will be filled the same day.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

"Everything for the Tinshop"

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON



CHAIN

Proof, B.B., B.B.B., Cable,
Stud Link, etc.

Uniformity of Quality

Prompt Shipment

Lowest Prices

J. H. ROPER

CANADIAN REPRESENTATIVE
82 St. Francois Xavier Street, - MONTREAL



"The Best Fence"

Men who know call it the "DILLON" because the terms are synonymous. Shrewd dealers recommend the

Dillon Hinge Stay Field Fence

because it assures lasting satisfaction and a steadily progressive trade. We would like to explain to you why the "Dillon" Fence is the best—the best for you and the farmer alike. Send us your address.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

FOREIGN TRADE TOUR

Of Interest to Canadian Manufacturers

On July 3rd, 1907, Mr. B. Olney Hough, editor of the AMERICAN EXPORTER, will sail from New York on an extended tour—embracing 16 countries of Europe and consuming over 4 months of time—for the purpose of bringing about a closer commercial acquaintance between the foreign buyer and the manufacturers of the United States and Canada represented by us on this tour. Is there any one in Europe that you would like us to call on in your interests? Do you want to establish foreign agencies? Do you want names of buyers of your line of goods in Europe? Full particulars showing how we can serve you on this tour will be sent on request. No commission is charged either the manufacturer or the foreign buyer for these services.

AMERICAN EXPORTER THE WORLD'S LEADING EXPORT PUBLICATION 135 William St., New York

You Invite Commercial Disaster

If you sell a rifle which is liable to burst in the hands of the man or boy who uses it. We do not know how other rifles are made; but we do know that

HAMILTON RIFLES

cannot explode. They are made of **specially selected** and **tested rolled steel** by workmen who have given proofs of more than ordinary skill. You are safe in stocking one or all of our three models.

No. 15 sells at \$2.00

No. 19 sells at \$2.50

No. 23 sells at \$3.50

You should know the "Profit Story."

THE HAMILTON RIFLE CO.

Dept. 71

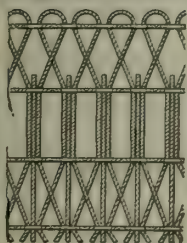
Plymouth, Mich.



PAGE WHITE FENCES

The Acme style you see above costs only from 16 cents a linear foot. Handsome and durable for lawns, parks, cemeteries, etc. Any height or length. Gates to match from \$2.25. Write for catalog, or inspect this ideal fence. From us direct or any Page dealer.

The PAGE Wire Fence Co., Limited Walkerville Toronto Montreal
St. John Winnipeg 212



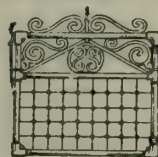
ORNAMENTAL WIRE LAWN
FENCE. Sold in Rolls
With or without posts
and rails.

You can sell our
**Wire and Iron Fences, Gates, Lawn
Seats, Vases, Trellises**
and other specialties for Lawns and
Cemeteries from Catalogues.

Send for Booklets and Price Lists of these
seasonable lines.

Dennis Wire and Iron Works Co.

Limited
LONDON, ONT.



WIRE AND IRON
GATES

Extra Quality
Special Prices to
the Trade

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLATE

NEW YORK CITY

Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine
Preparation for Cleaning Cut-
lery, 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

Steel Troughs and Tanks

We Manufacture

Steel Tanks, Stock Tanks, Steel
Cheese Vats, Thresher's Tanks,
Hog Troughs, Water Troughs, Feed
Cookers, Grain Boxes, Coal Chutes,
Smoke Stacks.

Agents Wanted.

The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

Are you interested in any of the
lines that are advertised?
A Post Card will bring you price
list and full information.
Don't forget to mention Hard-
ware and Metal.

Persons addressing advertisers kindly mention having
seen their advertisement in Hardware and Metal.

It will pay you

We give herewith the experience of one of our subscribers. There is no reason why you cannot obtain just as good results.

THE PEOPLE'S HARDWARE STORE.

HARDWARE AND METAL Essex, Jan. 27, 1906
Toronto, Ont.

Dear Sirs—Within one month I have "bought and sold" with the best of satisfaction—the result of \$1.68 worth of condensed ads. in **HARDWARE AND METAL**.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly, IVESON L. COOKE.

Remember your ad. will be read by Hardware Dealers in all parts of Canada.

2 cents per word for first insertion

1 cent " " subsequent insertions

Send cash with advertisement, 5c. additional for Box number

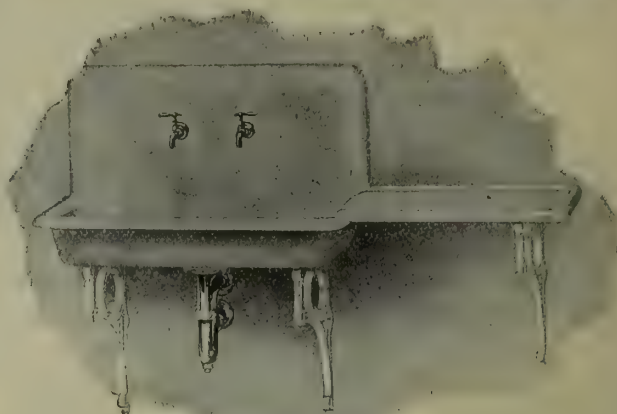
HARDWARE AND METAL

MONTREAL

TORONTO

WINNIPEG

Standard Ideal Porcelain Enameled Ware



is made in Canada; it is superior in quality; it ensures the dealer bigger profits; it gives the customer greater satisfaction. All things being equal a distinctly Canadian product should receive the preference. **Standard Ideal Porcelain Enamelware** is manufactured at Port Hope, Ont., in the largest exclusive cast iron enameling works under the British flag. **Standard Ideal Ware** possesses the durability of cast iron and a smooth, porcelain enamel finish.

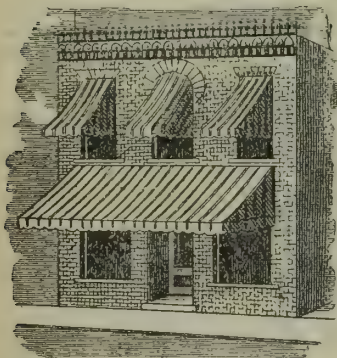
STANDARD IDEAL LINES:

Bath Tubs, Sitz Baths, Shower Baths, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Sinks, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances.

The Standard Ideal Co., Limited

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO,
128 West Craig Street, MONTREAL, and 24 Telfer Block, WINNIPEG



If You want an Awning, why not try

The Tobin Tent & Awning Co. Ottawa?

It's worth considering.

Persons addressing advertisers kindly mention this paper.

Hardware Merchants

who undertake

Plumbing and Heating Contracts

cannot do better than subscribe for the

Plumber and Steamfitter
of Canada

\$1.00 per year—Samples Free

MacLean Publishing Co.,

MONTREAL. 10 Front St. E., TORONTO. WINNIPEG



Can. Feb. 27, 1889

FACTS

about the best
CONE ROTARY VENTILATOR
on the market

Known everywhere as PEARSON'S

This ventilator is set in motion by the least current of air and will give a perfect draught at all times.

Substantial in make, Ornamental in appearance.

For balky chimneys and ventilating Churches, Schools, Halls, Factories, Steamers, Public and Private Buildings, Stables, Water Closets, &c.

This Ventilator is in use throughout the Dominion, and has proved a great success.

Remember every Ventilator is guaranteed to work satisfactorily.

They are made in sizes from 2½ to 48 inches.

All orders by mail promptly attended to. Testimonials on application.

Write to-day for particulars to the owners:

Geo. D. Pearson & Co.,

Office and Works: 17 Pontiac Street, MONTREAL
Bell Telephone East 2106

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention **Hardware and Metal**.

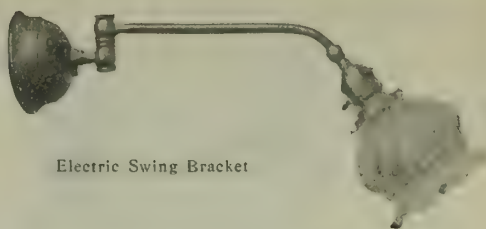


No. 6368

No. 6368 Shower



Towel Racks—All Kinds



Electric Swing Bracket

A Full Line of....

Lavatory Fittings

We have everything, including

Electric Fixtures

in a large variety of designs.

A Shower Outfit is a seasonable article. Place one of our No. 6368 Nickel Plated Showers with rubber curtain in your window with a few lavatory fittings. It should attract trade. A screw driver is all that is necessary to place in position.

SEND FOR CATALOGUE

The Jas. Morrison Brass Mfg. Co., Limited

93-97 Adelaide St., West, TORONTO



EASY MONEY

seldom comes to the Bicycle Dealer. It is just possible that our Metal Half Chain



Guard has cashed in more easy money for Hardwaremen than almost anything else on the market.

Many of these guards will be sold in your town this season. Light, strong, dainty, popular—these four words tell our story. There's a profit story attached. Do you know it?

Forsyth Manufacturing Co.

Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

ONEIDA GALVANIZED CHAIN
FOR ARC AND INCANDESCENT LAMP SUSPENSION

Uniform in
Strength.

Always
Flexible.

Runs
Smoothly
over any
Standard
Pulley.

Write for
circulars
and prices.



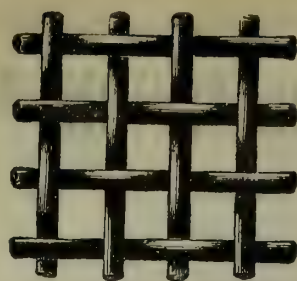
Heavily
Galvanized

Rust proof.

The most
durable and
economical
material on
the market
for the pur-
pose.

Send for free sample to hang one lamp, stating length required.

Oneida Community, Ltd.
Niagara Falls, Ont.



Wire Cloth

Special Regalvanized Cloth, for Apple and Fruit Drying.

Stock widths, 24, 30 and 36 inches.

Other widths and meshes made to order.

Also, $\frac{1}{2}$ inch Galvanized Netting.

Stock widths, 24, 30 and 36 inches.

Stock lengths, 25 and 50 yards.

Also, Wire Cloth and Netting for all purposes.

THE B. GREENING WIRE CO.,

LIMITED

Hamilton, Ont.

Montreal, Que.



The Finest Family
Polish on the market.

BLACK JACK

AT YOUR JOBBERS'

Jardine Hand Drills

New Designs

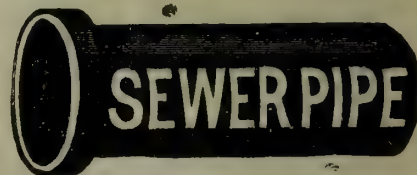
Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.



Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St.
LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.

TORONTO



DOMINION WIRE MANUFACTURING CO.

MONTREAL

TORONTO

LIMITED

Manufacturers of

PLAIN WIRE All Sizes and for all purposes.

GALVANIZED WIRE For Fencing, Telegraph and Telephone purposes.

Copper and Brass Wire

WIRE NAILS WOOD SCREWS

Bright Wire Goods

Staples

Steel and Brass Jack Chain

Spring Cotters,

Strand Guy Wire,

Steel Wire Barrel Hoops



Rotors pull out over dish so that the meat drops into the dish and not on the floor.

Dana Food Choppers

The only Food Chopper not sold by catalogue houses, and advertised big in home papers.

By giving complete and lasting satisfaction to your customers, Dana Food Choppers help your general sales.

ASK YOUR JOBBER

THE DANA MFG. CO.

Cincinnati, O.



The Freezer the Women want

Dana Peerless Freezer
Write for catalogue



Dana Mop Wringer takes a woman off her knees.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.



NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

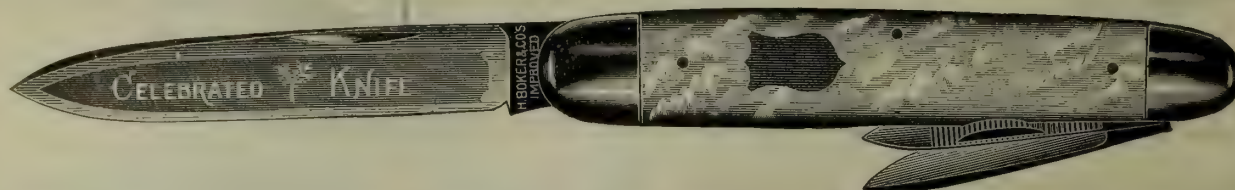
Write for samples and prices.

72

MAJESTIC POLISHES, Limited

575 Yonge Street, Toronto, Canada

H. BOKER & CO'S "TREE" BRAND PEN AND POCKET KNIVES



Extensive variety of pattern and finish. Also Scissors, Shears and Razors. Retailers can readily double the cost on Boker's Cutlery.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

Telegraphic Address:
"MADDERETTE, LONDON"

W. J. COWAN AND SONS

Fine Colour Manufacturers

Works:
Hague St., Bethnal Green, London, E.

SPECIALTIES:

Blues, all shades and qualities
Chromes, " "
Greens, " "
Imitation Vermilion and Carmine
Lakes

Also all colours made from
Aniline, Cochineal, Madder, Wood Extracts,
Lithol, Parantraniline, Etc.

REPRESENTATIVE

WM. O. GREENWAY

13 ST. JOHN ST., - MONTREAL



"Quality Unsurpassed"



**HIGH-GRADE MATERIAL,
Skilled Workmen,
Up-to-date Equipment,
Careful Supervision**

Account for the success of

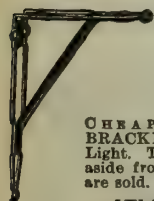
Belleville Brand HORSE SHOES

MANUFACTURED BY

Toronto and Belleville Rolling Mills



**LIMITED
BELLEVILLE, ONT.**

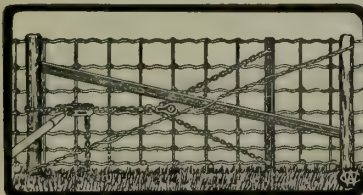


Will Hold up a Shelf

That's what a shelf brackets for.

For this purpose there can be
NOTHING BETTER, NOTHING
CHEAPER than the **BRADLEY STEEL**
BRACKET. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers

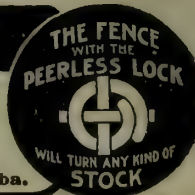
ATLAS MFC. CO., New Haven.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.



List your "Wants" with us and see how quickly we'll satisfy them.



QUALITY, FINISH, DESPATCH

MANUFACTURERS

Cutlery, Electro-Plate and Solid
Nickel Silver Flatware

The McGlashan, Clarke Co., Limited
NIAGARA FALLS, - CAN.

Manufacturers' Agents

CHARLES H. FOX

Vancouver, Canada
MANUFACTURERS' AGENT
Selling to the Hardware Jobbers Only.
Representing Canadian, British and American
Manufacturers, correspondence invited. Cable
Address, Chasfox Vancouver, P.O.Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers
wishing a representative in Winnipeg.
Travellers call regularly on the wholesale and
retail trade in Western Canada.
Highest references and financial responsibility.

COVERT MFG. CO.

TROY, N.Y.

DERBY SNAP

With Plated Rust Proof and Guarded Springs

"The Latest and Best."

For Sale by all Jobbers at Manufacturers' Price



"The Tool Holder People"

ARMSTRONG
BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and
Tools and other machine shop specialties.

106 N. Francisco Ave. CHICAGO, ILL.

TRADE WITH ENGLAND

Every Canadian who wishes to trade
successfully with the Old Country
should read

"Commercial Intelligence"

(The address is 168 Fleet St.,
London, England.)

The cost is only 6c. per week. (Annual
subscription, including postage, \$4.80.)
Moreover, regular subscribers are allowed
to advertise without charge in the paper.
See the rules.

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

ONE CENT

Is it worth one cent to know well
not only the paints and brushes you
are selling but also those your com-
petitor is selling? A Post Card sent
to our advertisers will bring you full
information about their goods.

HOTTEST ON EARTH

Our Bonanza Furnaces are known to
produce more
heat with less fuel than any other make. Jobbers sell at
factory prices. Satisfaction guaranteed or money refunded.

No. 38—Price, each, \$7.80 net.
No. 39—One size smaller, \$5.85 net.

THE TURNER BRASS WORKS

53 MICHIGAN STREET,

CHICAGO, U.S.A.



REGISTERED TRADE MARK



GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years
at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Expert Bookkeeping

Investigation and auditing of all classes
of accounts undertaken. Trading, profit
and loss accounts and balance sheets
prepared. Sets of books opened and
office systems devised in an up-to-date
manner. Collection of accounts a
specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG MAN

AND AT BRANDON, MAN.

Square your Accounts



Persons addressing advertisers will
kindly mention having seen this adver-
tisement in Hardware and Metal.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope

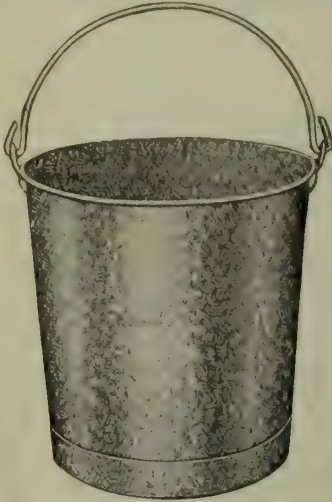
Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

KEMP'S GALVANIZED WARE

Galvanized Iron Clad Buckets



Roll Rim Bottoms. Heavy Malleable Ears, rivetted and reinforced. The Bucket for the Contractor, the Railroad and for where it gets hard usage.

No. 160 - - - \$8.40 doz.

A strong, durable basket, unexcelled for handling grain, fruits, roots, etc.

SMALL

Inches 14 x 9, capacity $\frac{1}{2}$ bushel, price \$7.00

LARGE

$17\frac{3}{4}$ x $11\frac{1}{2}$, 1 bushel, - - \$10.00 doz.

Galvanized Baskets



Corrugated Bottoms

Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL



PRESERVING KETTLES

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealer's Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B. Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clemens, Sedgewick; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—W. G. Scott, Mount Forest.
1st Vice-President—J. R. Hamby, Barrie.
2nd Vice-President—J. Walton Peart, St. Marys.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and H. Becker, Hamburg; G. A. Binns, Newmarket; D. Brocklebank, Arthur; A. W. Humphries, Parkhill; W. A. Mitchell, Kingston, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto

Officers British Columbia Retail Hardware Association.

President—L. B. Lushy, New Westminster.
Vice-President—O. Snell, Vancouver.
Secretary-Treasurer—John Burns, Vancouver.
Executive Committee—W. Stearman, Vancouver; H. T. Kirk, New Westminster; R. A. Ogilvie, Victoria

WESTERN ASSOCIATION CONVENTION.

Next week's convention of the Western Canada Retail Hardware and Stove Dealers' Association is likely to decide the life of association work in the prairie provinces for the present at least. For some months it has been known that the members of the association were apparently busy selling goods to the thousands of newcomers and trying to secure prompt deliveries from the railway companies; so busy, in fact, that they were neglecting to co-operate with the association executive officers in the organized work for business protection and betterment of trade conditions. Secretary McRobie, at considerable loss to himself, has remained at the post of duty, however, endeavoring to overcome the indifference of the members, but he has at last been forced to place the issue of the life or death of the association before the members, giving them the opportunity to answer the question at the convention in Winnipeg next week.

That hardware dealers in western Canada are busy men is certain. With train loads of settlers pouring into the country every day, retailers must have to work the greater portion of the twenty-four hours to dispose of their goods, talk with travelers and fight with railroads to get goods to sell. Correspondence must be neglected under such circumstances and trips to retail hardware conventions must be out of the question for a large percentage of the trade—especially to those dealers to whom a trip to Winnipeg would mean several days' or a week's time.

All of these things have been considered and Secretary McRobie has been slow to become discouraged. He isn't discouraged yet, but he has reached a point where he has considered it necessary to force the retail hardwaremen to realize what their indifference may mean—the possibility of the disruption of one of the best Retail Associations in

America, an association which has won the respect of the wholesalers and has proved its worth to the retail trade.

There is, fortunately, little chance that the association will be allowed to disband, as while some dealers would only learn the benefits they have derived from the existence of the association by its going out of existence, the majority of western hardwaremen have a reputation for progressiveness and liberality and they will undoubtedly respond to Secretary McRobie's appeal promptly and enthusiastically.

In the reorganization, which may be necessary, it would be well to consider the advisability of organizing three provincial associations for Manitoba, Saskatchewan and Alberta, rather than continue one organization covering the entire field. A central office in Winnipeg might, of course, be maintained by the three provincial associations, but to the eastern Canadian who knows the transportation problems of the west it seems clear that annual conventions in each of the three provinces (with a joint executive committee gathering in Winnipeg annually) would be much more likely to interest the local dealers and win their financial support than the present arrangement.

Experience teaches the lesson that unless members of the association can attend the conventions they are likely to lose interest in the organization. Let the conventions be held, therefore, at points where the largest number of members can be gathered together.

Let next week's convention at Winnipeg be largely attended, dealers who cannot be on hand sending their good wishes (and membership fees) to Secretary McRobie, and let the convention carefully consider the suggestions which have been made, taking some steps to ensure the permanent organization of the retail hardware trade in Manitoba at least. With a strong provincial organization in Manitoba, the two other prairie provinces will soon perfect permanent organizations.

A CALL TO ACTION.

The following letter has been forwarded to the trade in western Canada:

Dear Sir,—You are requested to attend the fourth annual meeting of the Western Retail Hardware Dealers' Association to take place on Wednesday morning, July 17th, at 10 o'clock, in the association rooms, room No. 53, Scott block, Main street, Winnipeg.

At this meeting the future continuance of the association will be decided upon. The indifference towards the success of the association, shown by a number of the dealers, has placed the onus of success so far obtained, on a few members. This indifference has decided the executive to ask from you an expression favorable or otherwise, as to your wish to have the association continue or not.

Before deciding I would ask you to

consider carefully the amount of good accomplished so far.

It is true that price-cutting, one of the important items aimed at to eliminate, has not had the success anticipated. This, however, was no fault of the association, but lay in the hands of yourselves. Against this the association has succeeded in bringing the jobbers and dealers into closer relationship, has confined your trade a great deal more to its legitimate source, has brought you closer together socially, which, eventually, will lead to more confidence in each other, and ultimately result in eliminating many evils.

Again, you, as an association, succeeded in defeating the proposed parcel post c.o.d. bill. Without an association this measure would have gone through, entailing a serious loss to your business. There is also the credit reporting department, which has been used very largely with a great amount of benefit to many, also the delinquents' list of poor pay accounts, and many other matters, that may arise from time to time requiring concerted action, that can be handled to your advantage.

These benefits should be of sufficient important to you in your business to appeal for your best support to maintain any movement for its betterment.

I will look forward with interest to your reply to the enclosed request, which I would ask you to mail to me by July 13th.

Yours truly,

J. E. McROBIE,
Secretary-treasurer.

Winnipeg, July 2, 1907.

Dear Sir,—I am in favor of maintaining the association, and promise to give it my support, both personal and financial, in order to insure its success.

Name
Address

LOST MONEY FOUND.

A. R. Wright, Port Burwell, who has been using the collection forms supplied by the Ontario Retail Hardware Association, writes:

"The collecting scheme is all right, I have got in several accounts, which I considered lost entirely, and several more have promised to pay later. One or two parties state they sent the money to you. If such is the case, deduct price of money orders and postage and remit balance."

Two delinquents remitted to Mr. Wright through the secretary's office.

Ian MacLaren says: "What kind of a man flourishes best in this commercial atmosphere? Not the prophet; he withers and dies in the dust of figures; but instead of him you will get that latest product of machinery—the organizer."

How the Bower-Barff Finish is Produced

A Historical Sketch, Published in Answer to a Question from a Western
Hardware Clerk—From The Brass World, Bridgeport, Conn.

As produced to-day, the Bower-Barff finish is a modification of the original practice of George and Anthony S. Bower and Frederick S. Barff. The process which is used at the present time is, in reality, Gesner's method. This is an improvement upon the original Bower-Barff process, and by its use many of the difficulties which are encountered in manipulating the Bower-Barff process are overcome.

The principle of the Bower-Barff process lies in the fact that, when iron or steel is heated to a red heat in an atmosphere of steam, the surface is converted into magnetic oxide of iron (black oxide). In order to successfully operate the method, all air must be excluded while the operation is taking place and only steam used. The heating of the iron or steel in an atmosphere of steam is the base of both the original Bower-Barff process and later modifications.

Early History.

A patent was granted to Frederick S. Barff of Kilburn, Eng., (U.S. Patent 182,148) on September 12th, 1876, for an "Improvement in Processes for Protecting Iron Surfaces." This is the original patent for producing the Bower-Barff finish. The method claimed in this specification was the heating of the article to be treated in a closed vessel to a red heat and then injecting superheated steam.

While the articles were in the heated condition, they were plunged into oil in order to produce an even surface. Barff made another claim in his specification in the use of hydrogen gas for removing the rust prior to the steam treatment. The articles were heated in an atmosphere of hydrogen gas in the same retort previous to the admission of the steam and the rust was thus reduced to metallic iron.

In the year 1880, George and Anthony S. Bower, of St. Neots, England, were granted a patent (U.S. Patent 234,524, Nov. 16th, 1880) for "Coating Iron with Oxide." In this specification, the claim is made for the use of carbon dioxide instead of steam as a gaseous atmosphere in which the articles are heated. The iron or steel is heated in a closed receptacle and carbon dioxide gas (carbonic acid gas) is passed in. It is a well known chemical fact that metallic iron at a red heat will reduce carbon dioxide to carbon monoxide and become oxidized to the magnetic oxide. The ultimate effect of Bower's process, therefore, is the same as Barff's.

Bower preferred to work his original method by the use of a mixture of air and carbon monoxide gas, which, in the retort, formed carbon dioxide. At the beginning of the operation, an excess of air, over that required to form carbon dioxide, was admitted with the carbon monoxide gas. In this manner the iron or steel that was being treated was superficially oxidized with the formation of ferric oxide. The air supply was

then reduced so that a quantity sufficient only to burn the carbon monoxide gas was admitted. The operation was then allowed to continue until the surface of the iron or steel was converted into the desired magnetic oxide.

On Jan. 2nd, 1883, another patent was granted to George and Anthony S. Bower (U.S. Patent 270,005) for a "Furnace for Effecting the Protection of Iron and Steel Surfaces." This specification deals with the use of water gas or its equivalent for use in the production of the magnetic oxide; and also upon a form of furnace for not only heating the article to be treated, but for producing the gas used in the operation.

The development of the processes of Bower and Barff brought about their use for producing a black finish upon iron or steel which resists the action of the atmosphere and thus prevents rusting. The Bower-Barff finish of the present is the culmination of these early discoveries.

What the Bower-Barff Finish is.

The Bower-Barff finish can only be produced upon iron or steel. It has a dead, black color which is caused by the presence of the magnetic oxide on the surface. The depth of this oxide of iron depends upon the length of time that the articles are treated. The magnetic oxide of iron is produced by heating the articles in a closed retort in an atmosphere of steam. The steam changes the surface of the iron to the magnetic oxide.

At the present time, the use of the Bower-Barff finish is confined principally to hardware upon which a durable and lasting black finish is desired. Contrary to the early predictions, the process is not extensively used. The cost and difficulty of treating small articles militate against its use in certain lines of work. In others, the fact that the magnetic oxide is very hard and apt to scale has prevented its use. When properly done, however, the finish not only protects the iron in an excellent manner, but has a pleasing effect. Many imitations of the Bower-Barff finish are possible and are extensively used. The cost of producing the genuine Bower-Barff finish is such that it cannot be used for the cheapest classes of work.

The Gesner Modification.

A great difficulty with both the Bower and Barff methods of producing the magnetic oxides on iron and steel is that the oxide is apt to scale off after it has been finished. Gesner seems to have overcome this difficulty and his process is, in reality, the one which is now employed for the production of the Bower-Barff finish.

The Gesner process consists of heating the article to be treated in a closed retort and admitting steam as in the original Bower-Barff method. This is continued for some time and the steam is finally shut off. A small quantity of

naphtha is now allowed to flow into the retort for a few minutes. The steam is again admitted after the flow of naphtha has ceased. The articles are finally allowed to cool and are then removed.

It is the Gesner modification that is now used for producing the Bower-Barff finish and hereafter reference to the Bower-Barff process will indicate the Gesner modification.

The Furnace.

The furnace use for producing the Bower-Barff finish consists of one or more clay retorts such as are used for gas making. These may be open at one or both ends. They are set in a suitable furnace heated by any desired means. Some establishments use coal, while others employ oil. It matters not what fuel is used, as the products of combustion do not come in contact with the work being treated. The question of fuel is only one of expense or convenience and rests with the operator.

A steam pipe leads from a boiler to the retort. High steam pressure is not required and the pressure of any steam boiler is suitable. Steam from low pressure boiler, like that used for house heating, may even be used. The steam is admitted by means of the pipe from the boiler and a safety valve may be attached to the pipe although it is not absolutely necessary. The pipe enters the retort and travels along the bottom of the retort. It then issues at the other end, is formed into a return bend and enters the retort chamber direct.

The object of the passage of the pipe through the bottom of the retort is to superheat the steam before it issues into the retort chamber to act upon the iron. The inventor of this method, George W. Gesner, was allowed two patents on the modification. The first is upon the furnace (U.S. Patent 376,674, Jan. 24th, 1888) and is called "An Apparatus for Oxidizing the Surface of Metals."

The use of the superheater is claimed in this specification. The second patent (U.S. Patent 379,866, March 20th, 1888) is for the "Treatment of Metals." The claim is principally upon the use of a hydrocarbon, such as naphtha, with the steam.

Gesner claims that the steam passing through the red hot pipe on the bottom of the retort is partially reduced and hydrogen gas is liberated. The hydrogen gas in connection with the steam is said to act beneficially in the process. The inventor states that the magnetic oxide that is produced contains hydrogen which renders it less liable to scale. He also says that analyses of the magnetic oxide actually show from $\frac{3}{4}$ to 1 per cent. of hydrogen.

At the top of the retort an exhaust pipe is placed. This is connected with a water seal, which prevents the ingress of air and also serves to maintain a slight pressure in the retort itself. The pressure that is employed is very slight; about $1\frac{1}{2}$ inches of water is suf-

ficient. The furnace is constructed so that the heat is distributed around the retort as evenly as possible. The door of the retort is made so that it fits as tightly as possible and this part presents no particular difficulty. It is impossible, of course, to make the door so tight that no steam will escape, and in order to obviate this difficulty clay is plastered around the joint. In this manner a steam-tight joint may be produced.

Preparation of the Iron or Steel.

The iron or steel to be treated should be free from scale. Dirt of all kinds is detrimental and prevents the production of an even finish. The best method of removing all foreign matter is to sandblast the article. This not only very effectually removes the scale and dirt, but also produces a very even and matt surface. The final finish is far better when the surface of the article has been sandblasted. This method is used in nearly all of the establishments in which the Bower-Barff finish is produced. Pickling is not as good.

Heating the Articles in the Furnace.

The retorts containing the articles are heated to a temperature of from 1,000 to 1,200 degrees Fahrenheit. Low pressure steam is now admitted which passes through the pipe at the bottom of the retort and is partially converted into hydrogen. The hydrogen that is set free apparently reduces the film of ferric oxide that first forms over the surface of the iron before the steam is admitted. The steam treatment is allowed to continue for about half an hour and then a small quantity of naphtha or other hydrocarbon is injected by gravity through a pipe. The steam is allowed to pass in during this treatment. The addition of naphtha (about a pint is usually added) is continued for about ten minutes and the steam is then allowed to flow in for fifteen minutes more. The whole operation consumes from one to two hours.

It is said that the injection of oil along with the steam acts in the same manner as naphtha, and a very small quantity of light oil, such as kerosene, may be mixed with the steam by means of an ordinary feed lubricator. Whether this method accomplishes equally as good results as the injection of the hydrocarbon separately is not clear.

Final Treatment of the Articles.

The retort is now allowed to cool down to about 800 degrees Fahrenheit and the articles may then be removed without scaling. In order to prevent finger marks, uneven color, and similar imperfections, the articles, while hot, are plunged into a heavy oil, such as paraffine oil. They are then removed and the oil is taken off by a benzine dip. The surface of the articles is then given a coat of wax and smoothed down by a bristle brush. A flat lacquer may also be used for the final treatment instead of the wax, or both may be used. The wax, of course, is applied after the lacquer. The object of the lacquer or wax is to prevent the formation of an iridescent or uneven surface which is apt to form. A dead surface is desired and nothing must be put on which will impart a polish to the surface. Wax or flat lacquer produces the requisite lustre.

Cost of the Process.

The cost of the process is necessarily high, and this fact has militated against the common use of the Bower-Barff process. Although apparently a cheap process, the length of time that the articles must remain in the retort and the necessarily small output bring the cost quite high. Articles cannot be treated in baskets, as every portion of the surface must be exposed to the action of the steam. It is for this reason that the Bower-Barff process has not made any headway for small work. The care and labor that must be expended upon arranging small articles upon racks in the retort bring the cost to such a point that it is usually prohibitive.

It is usually considered that the cost of treating small work in lots by the Gesner modification of the Bower-Barff process is from three to five cents per pound. Large pieces may be treated for a cent per pound. Probably the cost might be reduced if a retort was constructed in such a manner that a large quantity of small work could be treated at a time; but the foregoing figures represent the average cost for ordinary work.

Difficulties of the Process.

The difficulties which follow the carrying out of the original Bower-Barff process are the scaling of work and the increase in size of the articles. It must be borne in mind that the magnetic oxide of iron, which is the base of the process, is brittle. Any tendency to scale, therefore, greatly detracts from its value. The iron is then exposed and rust follows. We have an example of an article which was finished by the Bower-Barff process some 20 years ago. The iron was treated by the original Bower-Barff method and steam alone was used. The process had not been in use very long at that time and was not well understood. The appearance was paramount to durability. This article was used on the outside of a building for nearly the entire 20 years and shows the deleterious effect of the scaling. Certain portions of the surface, as may be seen in the illustration, have remained intact. Others show a deeply rusted appearance. The cause of this rust was the scaling which took place after the article had been exposed for a short time. The iron was thus left bare and was free to rust. Examples of articles treated by the Gesner modification do not manifest this scaling tendency to as great a degree.

It seems to be reasonable that, in order to make the process a success, the surface of the article should be free from ferric oxide. This forms when iron is heated in the air and is more apt to scale than the magnetic oxide. In Gesner's process the formation of the first film of ferric oxide is prevented by the hydrogen gas that is formed by the passage of the steam through the iron pipe in the bottom of the retort.

The objection to the original Bower-Barff process about the increase in size of the articles after they have been treated does not have much influence upon the majority of work; but in others it may be necessary, particularly if fitting is afterwards to be done, to preserve the initial size. In Gesner's process the articles preserve almost

their original size, and threads and other close-fitting work may thus be treated. The strength of articles so treated is not altered. In fact, tests have frequently shown that the strength is only reduced about 5 per cent, while the elongation is increased. The annealing which the articles receive is undoubtedly the cause of this. Pipes and similar articles to withstand pressure show a greater bursting pressure than before treatment. The pores are also closed and leakage is less apt to result.

Imitation Bower-Barff Finishes.

A very good imitation Bower-Barff finish may be obtained by the desposition of iron upon the surface of an article. The solution that is used for the purpose is called the "carbon solution" and is so named because it is frequently used in conjunction with a carbon anode. The solution is made as follows:

Water	1 gallon
Sulphate of iron.....	1 lb.
Sal-ammoniac	1 lb.
White arsenic	2 oz.

The white arsenic is boiled with the solution and should be finely powdered. This is used warm with either a sheet iron or carbon anode. The article should first be sandblasted to impart a dead surface.

This process, however, is very difficult to work and the bath soon becomes muddy. It is capable, however, in experienced hands of giving a good finish. A flat lacquer should be used upon it.

Some excellent imitations of the Bower-Barff finish are now produced by means of lacquer alone upon any metal surface. Lacquers are made particularly for this purpose. The article is first given a black color in an oxidizing solution such as liver of sulphur or the ammonia and carbonate of copper bath. This furnishes a good base for black lacquer. The lacquer that is used for this finish dries with a hard, black surface without lustre. When well done, the lacquer gives a very pleasing finish.

Resume.

The Bower-Barff process as practised at the present time (Gesner's modification) is carried out in the following manner:

1. Preparation of the work by sand blasting.
2. Heating the article in the retort to about 1,000 degrees F and passing steam into it for a short time.
3. Introduction of a hydrocarbon, such as naphtha, into the retort.
4. Again injecting the steam.
5. Cooling the article to about 800 degrees F.
6. Immersing in paraffine oil.
7. Removing the oil in benzine.
8. Lacquering the article with a flat lacquer.
9. Waxing the surface.

It may be of interest to those who wish to use the Bower-Barff process to know that the original patents of Bower, Barff and Gesner have now expired.

Learn to keep your own troubles to yourself. The world is too busy to care for your ills and sorrows.

HARDWARE AND METAL

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WESTERN HARDWARE CONVENTION.

The executive of the Retail Hardware Association of Western Canada will meet in Winnipeg on the night of July 15, and the general convention will meet on the morning of the 17th. Matters of importance will come up for discussion and a large attendance is requested.

READ THE WANT ADS.

That the value of Hardware and Metal's "Want Ads." is recognized by the retail hardwaremen of Canada has been proven on many occasions, one notable instance being the receipt of about 75 replies to one want ad. a few weeks ago.

Occasionally some very good opportunities are presented for clerks to improve their positions, for merchants to sell or to buy in a better location, for travelers to get agencies or get territory in other sections of the country. In fact the opportunities presented in the "want" column well repay the time necessary to scan this department in every issue.

This week, for instance, one dealer wants to sell a business which has been in a continuously prosperous condition for 25 years and has an annual turnover of about \$25,000, on a stock of \$8,000. The present proprietor intends going into the manufacture of a staple hardware line and cannot well carry on both concerns, consequently he is willing to part with his hardware business if a satisfactory purchaser appears. Another dealer offers to buy a wire screen rack, and still others have good propositions to make.

The regular perusal of the "Want" column will be both interesting and profitable to most readers of Hardware and Metal.

THE PERCENTAGE OF PROFIT.

A discussion on the methods of figuring the margin of profit has recently been going on in some American papers. One writer, in asking the question: "What per cent. profit would I make if I bought an article for \$10 and sold it for \$20?" was given the answer: "One hundred per cent."

Answers of this kind are given in most arithmetics used in public schools, but no more misleading answer could be given, as it leads the prospective business man to think of the percentage of profit in an entirely false manner. As a matter of fact, the profit on the above transaction was only 50 per cent.

Another writer asks the question: "If a man buys a horse for \$50 and sells him for \$75, what percentage of profit does he make?" Answer: "50 per cent."

Suppose a man contemplated the sale of a horse on the basis of the above transaction. A broker approaches him and offers to conduct the negotiation on the basis of a commission of 33 1-3 per cent. Now, the owner of the horse, having a profit of 50 per cent. in sight, agrees to this, and the broker, having completed the transaction, renders a bill as follows:

Sold, one horse, at	\$75
Commission, 33 1-3 per cent.	25
Due seller	\$50

The seller's books would show a profit of 50 per cent., entirely eaten up by the commission of 33 1-3 per cent. Not good figuring, is it? Yet this is the way some small merchants figure, which fact doubtless accounts for them remaining small.

The following table, given in an article by Fred. C. Lariviere, a Montreal wholesaler, in Hardware and Metal of Jan. 19, 1907, will be found valuable where merchants wish to figure on a certain percentage of profits:

To make 16 2-3 per cent. profit add 20 per cent. to the cost.

To make 20 per cent. profit add 25 per cent. to the cost.

To make 25 per cent. profit add 33 1-3 per cent. to the cost.

To make 33 1-3 per cent. profit add 50 per cent. to the cost.

To make 50 per cent. profit add 100 per cent. to the cost.

The only way a merchant can make 100 per cent. is to get something for nothing and sell it for something.

THE METAL SITUATION.

According to late newspaper despatches, the deadlock of consumers and producers of copper has been broken by a long expected cut in copper prices, made in New York City, July 9. The return of H. H. Rodgers, the copper king, from Europe, is altogether responsible for the disentangling of the situation. Regarding the situation, a special despatch from New York to the Toronto Globe (July 9) says:

"Sales of copper were reported to-day at 22 cents per pound for electrolytic and from 22½ to 23 cents for lake brands. Word reached Wall Street from Boston of the sale of several million pounds by the Calumet and Hecla interests at the latter figure. Although no official acknowledgment of the cut was obtainable to-day at the company's offices, it was authoritatively stated in trade circles that the United Metals Selling Company and the group of big consumers who are its largest customers had agreed on a revised schedule, which put electrolytic at 22 cents and lake copper at 22½ cents. It is this company in which H. H. Rodgers is a dominating interest."

With the advent of the third quarter comes practically a lull in the pig iron market. Foundries are in many cases closed down for repairs and consequently the demand is reduced almost to a minimum. A fortnight ago, premiums of \$2 and upwards were offered for immediate deliveries; now premiums of only 50 cents are offered, thus indicating a slackness in demand.

REASONABLE PRICES BEST.

While essential to the successful conduct of business that goods be sold at a profit, whether by the manufacturer or the jobber, the thing to be always borne in mind is that high prices militate against volume of business. If the jobber, for example, holds some specialty, or indeed any line of goods, at an unreasonably high price, it will tend to limit the quantity sold. A case in point was recently referred to by the Sporting Goods Dealer, of a manufacturer who is putting on the market a hunting knife of recognized merit, which was sold by jobbers in a certain city at an advance of over 75 per cent. on the price they paid for it. The manufacturer complained of the injustice done to him, as those who posed as distributors of his product thus actually discouraged its sale. Jobbers, in justice to manufacturers, should sell such goods at a reasonable profit and at as low a price as possible.

EXPRESS RATES IN THE WEST

Express Companies Schedules of Rates for Non-competing Points Differ Widely—
Business Men Indignant—Investigation by Railway Commission.

As compared with the rates charged in eastern Canada and in the western States, the express rates charged in our western provinces are unreasonably high. Western business men have a real grievance in these excessive rates, but up to the present time they have attracted little attention, as people have been more interested in the more important question of freight rates. However, at the recent convention of the Associated Boards of Trade of Western Canada, held in Prince Albert, this subject came up, and the discussion that followed made it very plain that western business men are becoming keenly alive to the disabilities under which they suffer. H. W. Laird, of Regina, made a very strong speech on this subject and through his kindness this paper is permitted to quote herewith some very interesting figures which he has compiled. These figures are taken from the official schedules of rates issued by the express companies, and they afford some very interesting comparisons.

Companies' Rates Differ.

One complaint that is made is that the express companies in the west charge different rates for non-competing points, the Canadian Northern Express Company's rates being considerably higher than those of the Dominion Express Company. As illustrating this point, the following schedule of rates is interesting and instructive:

	Miles from Winnipeg.	Dom. min'on.	C.N.
Altona	62	.75	....
Burnside	63	.75	....
Walldon	61	....	1.00
Woodridge	65	....	1.00
Vassar	84	....	1.25
Holland	85	1.00	....
Morden	81	1.00	....
Swift	120	....	1.50
Douglas	121	1.25	....
Cartwright	148	1.50	....
Souris	150	1.50	....
Laurier	149	....	1.75
Barwick	181	....	2.00
Dauphin	178	....	2.00
Virden	180	1.75	....

In contrast with this, note the uniformity of rates charged in the east by the Dominion Express Co. and the Canadian Express Co. to non-competing points:

	Miles from Toronto.	Can. Express.	Dom. Express.
Sarnia	177	1.00	....
Sharbot Lake	172	....	1.00
Orillia	91	.75	....
Norwood	94	....	.75
Brockville	208	1.00	....
Smith's Falls	209	....	1.00

Eastern and Western Charges.

But the principal grievance is that rates are invariably much higher in western Canada than they are either in eastern Canada or the United States. There would be little complaint if the scale of rates were only slightly in advance of eastern charges, for there is a general disposition to be fair in these matters, and it is freely recognized that conditions in the west are different from the east and probably warrant a slightly higher rate; but the following figures show a state of affairs that calls for explanations:

EASTERN CANADA.

Dominion Express.

	Miles from Toronto.	Rate.
Brampton	29	.40
Guelph	48	.50
Norwood	94	.75
Ivanhoe	121	.90
Perth	197	1.00
Beaconsville	323	1.00

WESTERN CANADA.

Dominion Express.

	Miles from Winnipeg.	Rate
Lasalle	18	.50
De Wit	49	.75
Darlingford	94	1.00
Treesbank	120	1.25
Birtle	193	1.75
Qu'Appelle	324	2.75

C. N. Express.

	Miles from Winnipeg.	Rate.
White Plains	21	.60
Marchand	47	.90
Berton	94	1.25
Baldur	116	1.50
Gilbert Plains	198	2.00
Mafeking	321	2.75

A comparison with the rates charged in the western states is equally interesting. Conditions in Minnesota are much the same as in western Canada, and yet the rates charged are considerably lower.

Rates in Western Canada and Western States.

Winnipeg to Birtle, 137 miles, Dom. Ex., \$1.75.
Minneapolis to Cloutoub., Minn., 133 miles, G. N., \$1.25.
Minneapolis to Brainerd, Minn., 138 miles, N. P., \$1.25.
Winnipeg to Broadview, 264 miles, Dom. Ex., \$2.58.
Winnipeg to Bruno, 264 miles, C. N., \$3.25.
Minneapolis to Mapleton, N.D., 263 miles, N. P., \$2.
Minneapolis to Durbin, N.D., 263 miles, G. N., \$2.25.

These figures indicate a real grievance which requires investigation. An Ottawa dispatch the other day stated that the Railway Commission are about to commence an investigation into the question of express rates. The business men of the west welcome the announcement and hope that there will be no unnecessary delays in getting down to business. Owing to the long distances and delays in getting goods by freight, the express companies in the west handle a large amount of business that in the east they do not get. The express bills of the western business man are very heavy in the course of a year and the figures quoted certainly show that an investigation is necessary.

PEDDLERS' LICENSES.

The St. Thomas City Council has received the peddlers' license bylaw, the fees in the former one being declared prohibitive by the magistrate. New fees are: Transient traders, \$50; peddlers, with waggon, \$50; peddlers, on foot, \$25. The old fees went as high as \$250. The roller rink will be taxed \$50 and the opera house \$25.

Will readers of Hardware and Metal send particulars of the fees imposed on transient traders in their municipalities so that a comparison can be made and more uniform action taken on this important phase of commercial life.

SWAT IT NOW.

In one of his advertisements an eastern manufacturer uses the following sentence:

"Don't wait for the iron to cool; strike now."

That is good advice to every business man. It is especially applicable in many retail stores. There are opportunities for making sales and also for making profit which are being lost by retailers every day. This is one of the leaks of the business. Failure to grasp opportunities for profit lying right under the nose is as much a loss as allowing the profit to leak out through big loss holes after it has been made and earned. Nothing is more valuable than time. What are we to accomplish to-day is one of the questions we should ask ourselves on entering our place of business each morning. Many of us fall into a rut too easily. Once down in the rut the opportunities sail by us unnoticed. The retail merchant must be eternally on guard against this. He must be up in the watch towers of business viewing the field of opportunity.

He cannot view the field of opportunity very clearly if he is doing a clerk's work in the store most of the time. Every store must have a head, a directing force. The merchant who is busy doing what he should hire some \$35 per month man to do will miss far more opportunities in his business than he will make use of. There will be times every day when the iron will cool before he is ready to strike.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 62.)

MARKETS IN BRIEF.

Toronto.

Copper—Deadlock broken. Prices down.

Antimony—Another decline of two cents.

Old Material—Several changes.

Tacks—A slight general advance.

Strap and T Hinges—Approximately 2½ per cent. advance.

Linseed Oil—Decline of two cents per gallon.

MONTREAL METAL MARKETS.

Montreal, July 12.—A general quietness prevails in the local metal market owing to the advent of hot summer weather and to the fact that many foundries have closed down for repairs. Prices on many lines are firm with a slight inclination on the part of some buyers to hold off for expected declines in price.

Antimony is weaker. This does not, however, affect local stocks, which are very limited. We still quote Cookson's at 20c. per lb. The situation in the American market is considerably mixed and different prices prevail for the same day's delivery.

Ingot Copper is lower, the Americans having made a reduction. This will probably induce heavy buying. Lake ingots are still quoted at \$25.50, and casting ingots \$23.50.

Zinc spelter is easier. A steady demand prevails.

Ingot Tin — Local prices are firm, not having been affected by the very high prices which were ruling in London recently.

Pig Iron — British prices, which were low, have recovered, and have become high again, even exceeding the normal mark. For the past three weeks the market has been quiet, as founders are shut down, and consequently the demand has dwindled. Some big shipments for Great Britain are on the way, but these are only to fill orders a month old, and are already discounted as far as any interest they may arouse. Present quotations are well maintained. We quote: Middlesboro No. 1, at \$21.50; No. 2 at \$20.50; Summerlee at \$25.50. Premiums of \$2, which were paid in United States for prompt deliveries, have now been cut down to a minimum of 50 cents, thus indicating that the demand is easier.

Lead — A strong demand prevails for this, and if it maintains its present high mark supplies will soon become limited. Prices are firm. A decline, however, of ¼c., made in a wholesale way, has been recorded in the American market.

Old Materials — Business in these at present is very dull. Prices are weak and a general decline has been made in

last week's prices. Machinery cast scrap is now quoted at \$17; heavy red brass at 15½, and heavy copper at \$17.

TORONTO METAL MARKETS.

Toronto, July 12.—Business for July is being done in large volume, far larger than previous years. Dealers have orders for large quantities of nearly all commercial metals, with stocks in plenty to make shipments. Ordinarily this is the dull season, but local jobbers expect a record total for July.

Copper—The adjustment of copper prices has been the event of the week with the long-expected drop in prices at last made by the controlling element in the market. Since March last manufacturers have been holding off from buying, contending that the prices asked were entirely too high. The deadlock resulted, and it was only a question of time before a decline in quotations came. The United Metals Selling Company, which markets the preponderating share of the output, including the product of the Amalgamated Company, has been quoting electrolytic copper up to last week at 25¼ cents per pound, and lake copper at 25½ cents. A revised schedule, which put electrolytic at 22 cents, and lake copper at 22½ cents, has now been fixed, and these prices may now be considered the market.

Phelps, Dodge & Company, another of the largest producers, have reduced their price for electrolytic to 22c, and for casting to 21½c., at which prices they report having made very large sales. The Calumet & Hecla price for lake is 23c.

Locally the advance was anticipated and jobbers report casting ingots as still selling at 23c. to 23½c. per pound. It can be taken for granted that another drop in prices will take place before the end of the year. Brass goods will probably be cut during the coming month.

Antimony—Another drop of two cents has been made, with 18c. now quoted for Cookson's locally. The remarkable decline this year in this metal has made a record that has never been equalled in shortness of time and severity of decline in the metal trade, according to the Metal Market Report. It has declined over 15c. per pound on the New York market in a few weeks. There is very little doing, sellers still eager, foreign market weak, but a growing interest on the part of some of the trade, who are always in evidence on bargain days.

Pig Iron—In iron and steel there is little to report. Buying is limited, with outside prices slightly weaker, but no change on the local market.

Tin—Ingots are firm and unchanged here. Fluctuations continue on the London market, with spot buying a little easier. Tin plates and galvanized sheets continue strong.

Lead—Prices keep steady at about 5½c. for imported pig and domestic, a trifle cheaper. The spelter market is dull.

Old Materials—Machinery cast and stove plate scrap have declined 50c. per ton and are now quoted at \$16.50 and \$12, respectively. Old rubbers have again advanced and are now quoted at 11 cents.

MONTREAL HARDWARE MARKETS

Montreal, July 12.—There is a pleasing monotony about the trade conditions in Montreal. The jobbers are all wearing the smile that won't come off. They always sing the same song, "Business is splendid, we have all the orders we can handle. We can hardly wish for more satisfactory conditions." The demand is very strong, and is so steady that manufacturers in a number of cases find it absolutely impossible to send out complete shipments, and it is probable that such a condition of affairs will continue for some time longer. Prices continue firm, with an upward tendency in some lines.

Screws — The situation is becoming much improved; the manufacturers are gradually getting under way and in another week or so, provided no further set-backs come, the supplies will be adequate for all orders.

Sporting Goods — A strong demand prevails for guns, ammunition and fishing tackle, and it is confidently expected that a bumper business will be done this season in guns and ammunition. Prices continue firm and unchanged.

Harvesting Tools — Sorting-up orders are coming in plentifully. The demand is good.

Green Wire Cloth — Supplies are very short. The manufactories are still laboring under difficulty—inability to get raw material and efficient workmen. Prices are firm with no changes.

Mechanics' Tools — A steady demand exists for all lines of carpenters' tools. The immense volume of building operations is doing much in keeping up the demand for these.

Cement — The situation is unchanged—strong demand with adequate supplies and firm and unchanged prices.

Building Paper — A steady demand prevails. Supplies are somewhat limited as the manufacturers experience a little difficulty in getting in raw material and in making prompt shipments.

Fall Goods—Such lines as blankets, lumbermen's outfits, spades, shovels and axes are being called for. The hardware merchants will do well to look over their stock and get in their orders early to preclude possible delays in fall deliveries.

The wholesale trade in Montreal is very strong, some houses finding it imperative to keep their shippers working at night to fill the orders. Instead of a general slackness looked for in this season, when employees get the oppor-

tunity of spending a few weeks in the country, an unprecedented activity rules and everybody available is on duty.

TORONTO HARDWARE MARKETS.

Toronto, July 11.—There is no let-up to the activity that has characterized this market for the last few weeks. Just at this time when the staffs of all the large hardware houses are considerably reduced by the fact that not a few office hands, clerks, and heads of departments are away on their holidays, jobbers are kept unusually busy, for July, in rushing out the goods in an effort to give the prompt delivery which retailers demand. Many clerks and office hands who had expected to get their holidays in July have had their vacation deferred till August or indefinitely postponed.

Green Wire Cloth.—The scarcity is still on, but the makers are doing what they can to relieve the situation and already an improvement is noticeable in the better selling sizes. The demand for this article is still very strong.

Poultry Netting.—Supplies are much better and the demand has somewhat fallen off. Orders which are now arriving are for sorting quantities only.

Nails, Screws, Etc.—Supplies of nails have steadily improved during the last few weeks, and only a few of those sizes mostly in demand are now on the short list. Supplies of screws are slowly improving, though the manufacturers fell so far behind the trade, while held up for consignments of raw material, that it will take them still a considerable time to catch up.

Tacks.—Increased cost of wages and raw material are given as the reasons for a slight general advance in tacks. We quote on the following: Upholsterers' tacks, 85 per cent. off list; cut tacks in dozens, 75 and 5 off; carpet tacks (blued), 75 and 10 off; cheese box tacks, 85 off; carpet tacks (leather), 35 off; tin capped trunk nails, 20 off; lining tacks in papers, net list.

Heavy strap and T. hinges have taken a slight advance of approximately 2½ per cent. on account of increased cost of raw material.

Mechanics' Tools and Builders' Supplies.—Still continue to be in very strong demand. This season's business in both will easily eclipse that of any previous year.

Harvest Tools.—Prices are firm at the advanced figures quoted last week. Business is mostly for goods in sorting quantities.

Wire.—Supplies of wire and its various by-products are considerably improved. The demand for wire has fallen off considerably of late.

Binder Twine.—A few cancellations are still coming in, but small orders are arriving to take their places. The straw of most grains will be light this year and much less twine will be required than usual.

LONDON METAL MARKETS.

London, July 10.—Cleveland warrants are quoted at 56s 6d and Glasgow standards at 56s 3d, making prices as compared with last week on Cleveland warrants 4½d higher and on Glasgow standards 7d lower.

Tin.—Spot tin opened weak at £189, futures at £180 and after sales of 110 tons spot and 450 tons futures, closed steady at £188 10s for spot and £180 10s for futures, making price as compared with last week £1 5s lower on spot and £1 10s lower on futures.

Copper.—Spot copper opened weak at £98, futures at £89 10s, and after sales of 250 tons of spot and 1,000 tons of futures, closed steady at £98 for spot and £90 for futures, making price as compared with last week £2 5s higher on spot and £1 lower on futures.

Spelter.—The market closed £24 7s 6d, making price as compared with last week unchanged.

Lead.—The market closed at £21, making price as compared with last week £1 5s higher.

U. S. IRON AND METAL MARKETS.

New York, July 11, 1907.—The Iron Age says: "The monthly returns of the manufacturers of pig iron show that production in June was practically at the same rate as it was in May. The output in the 30 days of June was 2,231,575 tons, or 74,385 tons per day, while it was 2,295,505 tons in May, or 74,485 tons per day. When charcoal iron is included, the total production of pig iron during the first half of 1907 was 13,500,000 tons, against 12,675,000 tons during the second half of 1906, and 12,582,000 tons during the first half of 1906. At the rate of production at which the industry entered the second half of 1907, an even larger output will be available. On July 1 the active coke and anthracite furnaces had a total capacity of 527,830 tons per week, the largest on record. It must be noted, however, that a good many of the furnaces did not in June come up to their usual tonnage.

"From all the distributing markets come reports of the same tenor, as to pig iron dullness, with occasional indications of easing prices, particularly on off grades and misfit irons. Foreign irons are still being offered, but there is little temptation to importers to operate, and it looks as though the English market had broken away from the domination of ours, and is chiefly swayed now by the requirements for Germany.

"Generally speaking, in the finished trades new business is somewhat lighter, but the pressure for deliveries is as heavy as ever. In the lighter lines the wire and tube trades are operating at the maximum rate, and the outlook is regarded as particularly satisfactory.

"Cast iron pipe manufacturers, who have been enjoying unusual prosperity for a considerable time, report some weakening in prices.

"June was a record breaker in the shipments of iron ore from the lakes. The total tonnage shipped from all the docks was 6,433,369 tons.

"It appears that efforts will be made to hold the copper market at 22c. for electrolytic for the third quarter. Whether consumption will justify that figure remains to be seen."

U. S. METAL MARKETS.

Cleveland, O., July 11.—The Iron Trade Review to-day says: "A large number of orders for structural material are pending at Chicago, including 5,000 tons for highway bridges, 15,000 tons for office buildings, and from 15,000 to 20,000 tons for railroads. The leading producer is sold up for the year on plates, but independent interests are taking orders and giving fair delivery. Shipbuilding companies are specifying heavily on material for new vessels. The demand of agricultural interests for wire continues unabated.

The supply of crude steel is not yet adequate—especially in the Pittsburgh district—in spite of the fact that some 50,000 tons have been sold by producers who are not usually sellers. The production of open-hearth steel will be largely increased in that district when the new Talbot furnaces planned, or under construction, are completed.

EXHIBITION OF STUDENTS' WORK.

From June 11 to 20 an exhibition of work executed by the students of the classes under the Council of Arts and Manufactures of the Province of Quebec was held in the Monument National at Montreal, and was a great success. This is interesting to readers of this paper because of the examples of work shown executed by the students of the plumbing and heating class, and also because this class forms the only means whereby the principles of plumbing work are taught in Quebec Province.

In this class, which forms but a part of the work of the council, 132 pupils were registered for the past winter's work, and an average attendance of 99 was maintained throughout the whole long session, which shows how much the instruction was appreciated. The class met two evenings each week in a hall provided by the city of Montreal, and any person over fifteen years of age was eligible as a student, instruction being given in both French and English languages. It is the aim of the council to make the instruction as practical as possible, particularly for apprentices and artisans, and to this end very practical men are employed as instructors. The results of the season's work were well shown at the exhibition, where very many fine examples of lead-wiping, pipe turning, etc., were shown.

The Master Plumbers' Association of Montreal take an active interest in the work of this class, by the visitation of members, by suggestions, and this past year in a very practical manner by providing the four prizes given as a result of the examinations held—the first prize being a handsome kit of tools. F. Budd, J. Duhamel and O. Labranche were the instructors during the past session, and carried on the work by lectures and practical instruction on the bench; the examination at the end of the session being both oral and practical. Certain it is that the classes are of great value and both the council, the teachers and the students are to be congratulated on the result.

It is to be hoped that some means may be devised whereby the good work may very largely be extended through this country, for the value of this instruction to the young is incalculable.

HARDWARE TRADE GOSSIP

Quebec.

W. C. Webster, Coaticooke, called in Montreal this week on his way to Cobalt.

The Paul Automatic Gas Co., Montreal, have removed from St. Catherine St. East to 50 St. James St.

H. G. Hollis, of the Lufkin Rule Co., Saginaw, Mich., was calling on the trade in Montreal this week.

Mr. Wegman, of the Yale & Towne Mfg. Co., New York City, was calling on the trade in Montreal this week.

William Knight, representing the Amherst Foundry Co., of Amherst, N.S., was calling on the trade in Montreal this week.

J. R. MacKay, a traveler for Caverhill, Learmont & Co., Montreal, is spending a few weeks in the Montreal warehouse.

H. O. Knowles Co., manufacturers' agents, Montreal, formerly in the Coristine Building, have removed to 193 Commissioner St.

Frank Gill, manager of the hardware department of Anderson & Langstaff, Kemptville, will in the near future become one of the happy brotherhood of benedicts.

Ludger Gravel, a wholesale hardware merchant, of Montreal, is to be congratulated on becoming the father of a fourteenth child. Did anyone say "race suicide?"

W. O. Greenway, a leading representative of English manufactories, with offices at 13 St. John street, Montreal, will return from England on the Empress of Britain, July 12th.

Amongst those who called in Montreal this week were: J. A. Wright, Sorel; C. O. Jervais, St. John; J. A. Paquin, Ste. Eustache; E. J. Dever, Dalhousie Mills, Que.; A. H. Beaulieu, Ste. Elizabeth.

J. A. Beaudoin & Co., manufacturers' agents, Montreal, representing the Live-right Co., manufacturers of Gold Medal files and rasps, Philadelphia, Pa., have removed from 447 St. Paul St. to 441 St. Paul St.

T. Tougas, head of the P. D. Dods Co., paint manufacturers, Montreal, went to Toronto this week on account of the fire which occurred in their Toronto plant.

J. H. Hubbard, of Stacey Bros., Sheffield, Eng., was in Montreal this week, and is looking over the field in the Maritime Provinces. F. W. Lamplough & Co., Montreal, are the Canadian representatives for Stacey Bros.

At the recent annual meeting of the Standard Chain Co., of Canada, with head offices at Pittsburg, Pa., Alex. Gibb, manufacturers' agent, Montreal, was appointed a director and 1st vice-president. Mr. Gibb has been the company's Canadian representative for many years, and through his efforts their trade in Canada has been made so extensive that they have decided to locate a branch of their establishment at Sarnia, Ont.

J. T. Armand is engaged in Montreal at present trying to organize a company to take over the Geraud patent for manufacturing electric welded

chain. He claims to have interested a number of capitalists and expects shortly to make a definite announcement regarding the company. The claims made for this kind of chain are that it will stand more strain without breaking; that it costs less to produce and hence can be sold at a price below the standard prices quoted to-day. The Geraud machines make chain by welding the links at the side and never at the end, and the promoters state that there has never been a case of a link breaking at the place of welding.

Ontario.

S. F. Brender, Priceville, and Wm. Ellison, Pennville, Ont., were hardwaremen noticed in Toronto on Thursday.

W. H. Carrick, of the Gurney Foundry Company, Toronto, is on a holiday trip inhaling the balmy sea air on the coast of Maine.

John Brooks, of the Brooks-Sanford Hardware Co., Toronto, has left for Winnipeg to spend a few days at their western branch.

Wm. May, hardware dealer, Creelmore, and Jas. Malcolm, of the Malcolm Furniture Co., Kincardine, were visitors in Toronto last week.

Harley Montgomery, aged 18, an electrician's helper, employed by Bennett & Wright, Toronto, was killed on July 10 by falling down an elevator shaft.

Hiram Millar, of Millar, Morse & Co., wholesale hardware merchants, Winnipeg, arrived in Toronto last Monday and will remain in the Queen City about a week.

B. D. R. Tombs, late with the Massey-Harris Co., Toronto, has severed his connection with that firm to become purchasing agent for the Nipissing mine, with headquarters at Cobalt.

The A. R. Williams Machinery Co., Toronto, is suing P. R. Cumming, J. A. Jacques, and Charles Lawrie, as endorsers of a note for \$3,264, made by the P. R. Cumming Mfg. Co., Renfrew. The note is now overdue.

Paul Smith, sales manager for Cluff Bros., was married a fortnight ago to a Detroit young lady. Mr. Smith was formerly connected with the steamfitting supply house of J. A. Roe, at Detroit, the largest firm of the kind in Michigan.

Sixteen union brass molders employed by the Labatt Manufacturing Company, quit work on July 10 because, they allege, the company employed a man in the molding shop who was at one time a strike-breaker for a local iron foundry.

J. R. Hunter, formerly of the retail hardware firm of Fletcher & Hunter, Toronto, but for the past three years paint traveler for the James Robertson Company, Toronto, died on Saturday, June 29, and was buried at Windsor on July 2.

The condition of Geo. H. Aude, the Drayton hardware merchant, who, for some weeks, has been confined to the general hospital, Guelph, shows no improvement. As we stated last week, Mr. Aude has been undergoing a number of critical operations in an effort to save his right leg, but the doctors now

fear that the injured limb will have to be amputated.

C. E. Oldacre, of the Gurney Foundry Co., Toronto, has been making a trip through New Ontario and will be one of the delegates in attendance at the convention of the American Society of Heating and Ventilating Engineers, at Milwaukee, on July 18 and 19.

N. A. Loughheed, son of Senator Loughheed, Calgary, who has been on the Gurney Foundry Company, at Toronto, has returned to Calgary, where he will lay out and take charge of the construction of the heating plant of the large residence being erected by his father.

Western Canada.

J. C. Falls, of Geo. D. Wood & Co., Winnipeg, is holidaying in the west this week.

Moscrop Bros., formerly of Revelstoke, B.C., have purchased the establishment of Kemp Bros., Vancouver.

J. S. McGuire, a traveler for the Brantford Roofing Co., called at the Winnipeg offices of Hardware and Metal last week. Mr. McGuire reports roofing sales very brisk.

United States.

Henry Laughlin, of Jones & Laughlin, the Pittsburg steel magnates, was a visitor in Toronto this week. His \$200,000 steel yacht, the "Corona," took him from Toronto to his summer home on the St. Lawrence river.

The Smith & Hemenay Co., of New York City, of which W. R. B. Leslie, Montreal, is the Canadian representative, suffered loss by a fire which occurred in their factory, the Utica Drop Forge Tool Co., at Utica, N.Y., on Tuesday morning, June 28th. The entire building was destroyed, but the property was covered with an insurance of over \$200,000. Plans have already been made, and contracts let for the reconstruction and equipment of the plant. The new plant will have nearly twice the floor area of the one that was destroyed, and the capacity for the delivery of tools will also be largely increased.

Maritime Provinces.

The plumbing firm of Crump & Perrier, Halifax, N.S., has dissolved, and Geo. A. Perrier has opened up a new plumbing and stove business at 33 Granville street, Halifax.

THREE CENTS ON DOLLAR.

The Pittsburg Testing Laboratory has filed a petition at Osgoode Hall for the winding up of the Stanley Smelting Works, an American concern which is licensed to do business in Ontario, and has a smelter at Bannockburn, Hastings county.

The firm gave a check to the petitioners for \$350, but it was protested, and when the Laboratory wrote to R. E. Cushman, treasurer of the firm, about it, that officer replied that his company was \$40,000 in debt, and there was no use bringing action, because the most that the creditors could get would be 3 cents on the dollar.

The nominal stock of the company is \$500,000, of which \$100,000 is paid up and \$70,000 subscribed.

VIGOROUS VANCOUVER.

Vancouver, July 8, 1907.—What is a record cargo for any trans-Pacific liner sailing from British Columbia ports will be that carried by the Alley Line steamer, Bucentaur, of the Canadian-New Zealand service, which leaves Vancouver about the 10th inst. She will carry 6,000 tons of freight, mainly all originating in Canada, and most of it in the west. 1,000 tons of oats shipped by the Brackman-Ker Milling Co., 1,000,000 feet of lumber, and general cargo for the rest of the space, are the main items. In the general cargo are many lines of Canadian manufactures. Since the establishment of this new direct line, business has been excellent for freight outwards. Not so much has been offering from the New Zealand side but that is promising for the future.

The Canadian-Mexican line, the other new foreign connection established this year, is also picking up good freight traffic outward. The attitude of the Mexican administration is one of very great friendliness to Canada. Added to that is the progressive spirit of the Government, and particularly of President Diaz, who is a sort of dictator. The recent development of railways in Mexico has stimulated the opening up of the republic and as a second line across the country from the Pacific to the Gulf is nearing completion, via Chihuahua, one of the chief interior cities of the northern portion, further expansion of trade is looked for. Railway construction material, mining machinery, timber etc., are the chief articles shipped to Mexico. From that country various hardwoods, notably mahogany and pencil cedar are largely exported. One representative of Mexican interests states that high-class mahogany can be laid down in Vancouver at less than \$75 per thousand, which is not much over one-quarter present prices. Of course tropical and semi-tropical fruits are a promising line of imports now that direct transportation is provided. The big trouble is that it takes too long to carry perishable fruits without cold storage facilities, which have not yet been provided on the new line.

* * *

With total bank clearances for the first six months of 1907 at nearly \$86,000,000, an increase of more than 50 per cent above the total for the first six months of last year, and the figures for the month of June \$15,578.14, also more than 50 per cent. over last June, the city of Vancouver makes a showing that indicates very substantial growth of business in the province, in spite of the unsettled financial conditions east, which have had their effect on large enterprises in this province.

* * *

The latest big railway project for British Columbia is the Hudson's Bay-Pacific, which is outlined to start from Port Simpson, on the northern coast of British Columbia, and run to Fort Churchill, on the Hudson Bay. Col. May, of Seattle, has been in Victoria making various preliminary arrangements for the sending of a survey party north to begin work. A large area of land on the waterfront close to Port Simpson has been purchased and a party of engineers under Malcolm L.

Macdonald and other directors of the company, will go north about the middle of this month. The intention is to build a wharf, etc., at Port Simpson. Then the survey party is to go via the Skeena River and Peace River across the country to meet a party which started out on preliminary survey work from Athabaska last week. A third survey party is now working westward from Fort Churchill and it is expected that all preliminary surveys for location work will be completed this year. The company claims to have its finances all ready, and will approach the Dominion Government at the session this fall, for a charter for the new transcontinental line. This they claim will be the shortest route to the Orient from London. They also assert that the Hudson Bay will be found to be open practically all year.

* * *

The Alfred Holt Co., of London, England, owners of the big freight steamers of the Blue Funnel line, are preparing to build four more of the big freighters. This move has been made necessary by the rapid growth of direct freight traffic between the United Kingdom and the North Pacific coast. The four new vessels will be ten thousand tons gross capacity; each will be 550 feet long, 58 feet beam, and 42 feet 6 inches depth of hold. The vessels are entirely for cargo, no passenger accommodation being provided. These vessels are to be about fifty feet longer than the five immense freighters built a year ago for the same line. In addition to cargo for British Columbia ports the steamers bring vast quantities of cargo for the Sound ports and also in transit bring cargo from London and Liverpool to India, China and Japan. The last steamer of this line to reach this coast was the Bellerophon, which had several hundred tons of cargo for Victoria and Vancouver. The Ning Chow, of the same line, which is now en route from Yokohama, has over 1,000 tons of cargo for Victoria and a similar quantity for Vancouver. The Blue Funnel line keeps up a thirty day service direct between this coast and Liverpool.

* * *

Over fifty camps owned and controlled by the British Columbia Loggers' Association, are closed down and will remain so for some time, until the surplus of logs in the market is pretty well worked off. The association meets again next week, and it may be that a decision will then be reached as to the length of time the camps will remain closed. The loggers as a whole repudiate the recent sensational reports of ruin and disaster imminent through the over-production of logs. Neither do they wish it to be understood that their finances are in such bad shape as reported. They can operate without unusual financing.

Heavy transactions in timber limits are still reported, and in many cases the deals have been put through for parties who intend to open up the timber and get it cut. One project is now being prepared whereby E. Merrill, a millionaire Duluth timberman, is to put in a logging railway on Theodosia Arm, up the coast, which will be the biggest in the province. As Mr. Merrill has no

mill here it is probable he will cut the timber for the open market. He has long owned the areas it is intended to open with the new logging road.

* * *

The Okanagan Valley has entered the field as a coal producer, a mine having been opened at Enderby, close to the railway branch leading to Okanagan Lake from the main line of the C.P.R. A very short spur would be necessary to load direct on cars at the mine. The Enderby Coal Mines Co., Ltd., own about 8,000 acres. These measures have been thoroughly prospected by a series of borings and driftings. Several seams have been located, one of which is 40 feet thick. A 300-ft. tunnel is to be driven on the property to tap this seam. Nearly all local men are engaged in the new enterprise and it is demonstrated that a good quality of domestic and steam coal is in the property.

* * *

The lumber market here is in a steady condition, no disturbing influences affecting it at present. The demand from the Northwest continues very heavy and if there were enough cars to carry out the lumber the mills could come nearer catching up. At present every wheel that is in shape to roll is being put on the road by the C.P.R., and still there is a big demand for cars, and long waits are experienced by manufacturers.

Local demand is as active as ever. Building in Vancouver and Victoria keeps up as steadily as ever. Almost the entire demand is for house property and buildings are rented or bought as fast as erected. New Westminster and other smaller towns are also feeling the benefits of an influx of population which has to be housed, and the number of new buildings going up is surprisingly large.

Building trades have been working on steadily since the last little difficulty, that with the carpenters. The men did not get quite what they asked for, but labor is so much in demand that the employers are up against it. When builders' laborers are being paid \$4 for an eight hour day, it is a good criterion of the state of the labor market. The only disturbance the past week has been a strike of the molders, which has been threatening for some time and came to a crisis a week ago. It is reported this morning that the men have reached an agreement with the foundry owners. The hold-up to all sorts of enterprises by lack of getting castings out for machinery orders, has been very serious.

* * *

In hardware lines no material changes are reported. Business is extremely lively, both local and up-country. Price conditions have been normal for some time. Present quotations run: Bar iron, base, \$3.10; bar steel, Jessop's, 14c; horseshoes, \$5 and \$5.25 per keg; horsenails, oval head, No. 9 and larger, \$3.35 per box; C.S. head, No. 9 and larger, \$3.20 a box; screws, flat head bright, 80-20 off list; carriage bolts, 40 off list; cut nails, \$4 per keg; wire nails, \$3.76 per keg, base prices; manila rope, 16c; boiled oil, \$1; white lead, \$9.50; barbed wire, \$3.65; glass, first break, \$1.25; turpentine, \$10.75 per case.



Travelers, hardware merchants and clerks are requested to forward correspondence regarding the doings of the trade and the industrial gossip of their town and district. Addressed envelopes, stationery, etc., will be supplied to regular correspondents on request. Write the Editor for information.

HALIFAX HAPPENINGS.

Halifax, N.S., July 8.—Outside of a few lines, the hardware trade is a little quiet. There is some demand for haying tools, paints, oils, glass and cement. All metals are very firm. Prices show no material change. All the wholesale hardware stores now close at one o'clock on Saturdays. Several of the largest retail stores also close at the same hour, but they open for business again at seven o'clock in the evening.

The contract for the new railway station at Amherst has been awarded to Mr. LeBlanco, of Moncton, whose tender was \$33,000. This does not include the plumbing. The new building will be of stone, and when completed it will cost in the vicinity of \$45,000.

The plumbing and heating firm known as Crump & Perrier, has been dissolved by mutual consent. The firm has been in business about twenty years, and did probably the largest business in the city. The firm was composed of James G. Crump and George A. Perrier, both of whom are skilled workmen. Several months ago the firm's premises on Barrington street were destroyed by fire, and since then they have carried on business in temporary quarters. The site owned by the late firm on Barrington street is one of the most valuable business stands in the city. Both members, however, will continue business on their own account. Mr. Perrier has opened up a finely fitted store at 33 Granville street, where he will carry on the plumbing and heating business; also a first-class line of stoves and ranges.

Mr. Crump has taken the store on the corner of Argyle and Sackville streets, and is now fitting it up. He will carry on the same business in all its branches, and he will also handle stoves, ranges, enamelware and gas and electrical fittings.

The strike of the electrical workers, who ceased work on July 1st, is still on, with no signs of a settlement in sight. Both sides are standing firm and business in this particular line is about at a standstill. Some of the men are seriously considering a proposition to start business for themselves. The members of the union demand \$2.25 per day for all skilled labor, and 14 cents per hour for the boys who hold certi-

ficates. The employers have expressed themselves as willing to give the skilled workmen the advance asked; in fact, some of them would have given it without a strike, but they are unwilling to pay the apprentice boys holding certificates between seven and eight dollars a week.

The Davison Lumber Co., of Nova Scotia, exported 40,000,000 last year; viz., 13,000,000 to South America, 17,000,000 to the United States, and the balance to Madeira, West Indies and other points. This firm loaded ninety vessels at Bridgewater.

SCENIC ST. JOHN.

St. John, N.B., July 9.—The past week has been rather quiet in hardware circles. Quite a few changes have taken place in oils, however. Linseed oil, both raw and boiled, has gone up three cents, the prices now being; Raw, 73c. a gallon, and boiled, 76c. Turpentine is quoted 10c. cheaper, at 90c., and olive oil higher at \$1.05 and \$1.15. Extra lard oil is now 80c. and No. 1 lard 72c. to 78c. a gallon.

At a meeting of the Board of Trustees on Wednesday evening last, tenders were opened for the new school building to be erected at the corner of St. James and Wentworth streets. There were seventeen tenders in all for various parts of the work. The tender of John Flood and Edward Bates for all work except the heating and plumbing at a figure of \$39,800, and James H. Doody's tender of \$7,990 for heating and plumbing were accepted, on condition that the board will be successful in getting from the Government leave to issue bonds up to \$20,000 in addition to the original \$40,000. The building will thus cost nearly \$48,000 instead of \$35,000 or \$40,000 as was first intended.

John B. Robinson, who was a prominent merchant in St. Stephen for many years, but had retired from active business some years ago, died on Saturday, June 30.

The engagement has been announced of Fred Fisher, of the Enterprise Foundry Co., at Sackville, to Miss Nora Wiggins, daughter of Rev. Cecil Wiggins, rector of Sackville. Mr. Fisher is a son of W. S. Fisher, and Miss Wiggins is a niece of Sir Louis Davies.

The value of the exports to the United States through the port of St. John for the quarter ending June 30, 1907, was \$766,224.24, as compared with \$633,139.64 for the corresponding period last year, showing an increase for this year of \$133,084.60. The exports of wood pulp and American lumber are larger this season than ever before. The value of wood pulp exported is \$186,757.12, and the sawed product of American logs totalled over \$200,000. One item of \$2,138.80 was for tin plates.

Up to July 1 there had been rafted by the St. John River Log Driving Co. 37,886,372 superficial feet of lumber and

11,807 pieces of pulpwood. In addition to this there was rafted by jobbers at Springhill, 4,737,231 feet of spruce and cedar.

KINGSTON KINETOSCOPE.

Kingston, Ont., July 9.—Contracts have been awarded for another new building at Queen's University. This is the new Biological Building. It is being built of Kingston limestone and all concerned are pleased with this as it is in keeping with all other buildings on the grounds. The total contracts amounted to \$35,756, the successful tenderers being Hunter & Harold, for carpentering; Wm. McCartney, for masonry; Elliott Bros., for plumbing; McMahon, for painting, etc., and James Halliday for electric wiring and fixtures. The corner stone was laid on convocation day and the building is now rapidly rising into space. This is the second building to be added during the past year, the other being a new stone gymnasium, which was only completed a short time ago. Kingston has certainly something to be proud of in these buildings as they are steadily increasing and the latest additions are a great improvement to the grounds, besides giving considerable work to the various contractors, builders and laborers of the city.

There has been a good run on screen doors and windows here for the past few weeks owing to the warm weather we have been having and the increasing number of flies and mosquitoes which have become such a nuisance to the housekeeper. There is also a good demand for lawn mowers, sprinklers and garden hose, as we have had a great deal of dry weather the past couple of months which has allowed the ground to become so dry that people who take any interest at all in gardening have had to turn in and do the sprinkling necessary.

The Kingston Penitentiary is turning out large shipments of binder twine, one shipment being forwarded to St. James, Prince Albert, the end of last week.

Hay & Hughes have just completed the building of a fine brick structure on Clarence St.

Another new building is that of a stone church, erected by the Free Methodists.

The McClary Manufacturing Company have issued a small pamphlet which their Kingston agents, Lemmon & Sons, have distributed amongst their customers. This leaflet contains eight pages and pertains to the many lines of goods handled by their agents, such as the Leonard cleanable refrigerator, the Caloric gas range, and the Pandora range. Lemmon & Sons' store is neat and attractive.

Robt. J. McKelvey, of the firm of McKelvey & Birch, who has been ill for the past few weeks, left this week for summer holidays to St. Agathe, with his wife and family.

Notice was given on Thursday, July 4th, that George Sears, hardware merchant, of this city, had made an assignment of all his estate, credits and effects, to Joseph B. Walkem, for the general benefit of his creditors. A meeting of his creditors will be held at the office of his assignee on the 18th of July to receive a statement of affairs and for the ordering of the affairs of the estate generally. After that date the assignee will proceed to distribute the assets of the estate amongst the parties entitled thereto. Mr. Sears has been in the hardware business in this city for a number of years but of late has done little or no advertising at all and things seem to have been getting very quiet and he has now dropped out of business altogether.

BOOMING BELLEVILLE.

Belleville, July 9.—Your correspondent called upon several of the retail hardware dealers to-day, and in answer to the question as to the state of trade, the reply in each instance was most encouraging. The general opinion expressed was that the past spring had been the best in many years; in fact, some went so far as to say that it was the best season in nearly all lines in their experience. This fact is mainly due to the many building operations under way, many of them being of a very extensive nature. This city has recently been experiencing a boom never before experienced in its history, and as a result all branches of trade are being richly benefited, but perhaps none so much as the iron and hardware business. The erection of the new armories, the rebuilding of the big Hotel Quinte, the erection of the new county House of Refuge, new public library, remodelling of the Merchants' Bank, Farmers' Bank, Standard Bank and the Imperial Bank, besides a number of large and costly private dwellings is keeping all classes of mechanics busy.

The W. W. Chown Co. have been, and are at present, very busy installing steam heating and plumbing in several buildings, among them being the Burrows Block, the Imperial Bank and ex-Alderman Sinclair's new residence. Their tinsmithing department is also greatly rushed with orders, despite the fact that this spring there was a decided falling off in the demand for large milk cans, a branch of trade which has been a distinct feature with this firm. This is attributed to the extremely dry weather experienced, resulting in poor pasture and a decreased supply of milk. This shortage of milk, however, is being compensated by the high price which the farmers are receiving for their cheese, which has never yet this season fallen below 11c., and was as high as 12½c. Mr. Russel Chown, the junior member of the firm, informed your correspondent that the wholesale department in connection with their business was never in better shape, and their travelers were meeting with splendid success in the surrounding counties

which they cover. This firm report a very large demand for the new Paroid roofing, they being the exclusive agents in this district.

All the local dealers report a heavy demand for gas ranges, coal oil stoves and charcoal irons. One reason for this is the scarcity, and therefore necessarily high price of wood for domestic purposes. Pine wood that a few years ago went begging at \$2 a cord is now scarce at \$5, while hardwood cannot be looked at less than \$6. Therefore, gas and coal oil are becoming an appreciated luxury.

The business of the Belleville Hardware Company was never in a more prosperous condition, and they have just completed a huge four-storey stone addition to their present premises, which will double their capacity. This was found necessary owing to the increased demand for the various articles they manufacture, principally locks. This firm sustained a very severe loss recently, caused by fire, which broke out in the box manufacturing room in the third storey, and before it was extinguished over \$5,000 damage was done to the packing room, which was stored with manufactured goods. Much of the damage was done by water, but it was mostly covered by insurance.

The Belleville Rolling Mills are working night and day, there being about 400 men employed at big wages. The iron turned out at these works is said to be of the very best, and shipments are being made every day. They are also turning out a large quantity of the finest quality of horse-shoes, and at present they are installing an up-to-date bolt-making plant, and it is predicted that in a short time they will make up into bolts and horse-shoes all the raw material they turn out, or at least a very large portion of it. These works are of untold benefit to the merchants of the city, even if the influx of the additional residents has caused an increased price for house rents.

James Reeves, one of the new firm of John Lewis & Co., was most enthusiastic over present trade conditions. "Trade! why we cannot commence to keep up with it, despite the fact that we have almost doubled our staff of plumbers and tinsmiths. Why, not later than to-day we had to refuse a large contract. We could employ more men if we could get them." And in justice to Mr. Reeves it must be said that he is not a gentleman who exaggerates. Those who know him will verify that statement. He instanced a few of the large contracts which the firm have just completed and some of those still under way, which will keep the staff busy for months. Some of them were the steam heating and plumbing of the new House of Refuge, the Standard Bank, new public library, W. R. Mather's new

block in Stirling, in addition to several private residences. Mr. Reeves pronounced trade the best in years, with splendid prospects for the future.

W. A. A. Chown, secretary-treasurer of the W. W. Chown Company, leaves next week for Edmonton on a visit to his father and brother, of the Chown Hardware Company there.

CHAT FROM CHATHAM.

Chatham, July 9.—Business continues brisk indeed, with the advent of genuinely hot weather it shows a considerable advance over June. Seasonable goods are in steady demand. Paris green and kindred bug and insect exterminators are anything but a drug on the market.

J. C. Wanless and Westman Bros. are both conducting granite sales this week, with a couple of good window displays to help things out. The granite ware is reported to be going rapidly.

President L. A. Cornelius and secretary H. C. Cornelius, of the Wolverine Brass Manufacturing Co., arrived in Chatham this morning for the purpose of selecting a site for their Canadian factory here. Ald. Westman put in the day showing them around the city. President Cornelius states that the party will remain here till all the details of factory construction are arranged; adding that the timbers for the factory have already been shipped.

The A. Leitch Co., who purchased the Middleditch foundry plant at Ridgetown some weeks ago, are installing a steam boiler and engine, and putting in the latest machinery for making baskets.

Peter Cunningham received a telegram last Thursday afternoon, stating that his son, who is connected with a large manufacturing concern in Cadillac, Mich., had met with a serious accident. Mr. Cunningham left at once for Cadillac. The last reports are that his son is progressing favorably, and Mr. Cunningham is expected home the first of this week.

M. Macauley, of the Ark, who has been quite ill for some time past, last week underwent an operation at St. Joseph's Hospital. The operation, which lasted two hours, was quite successful, the patient bearing up remarkably well. The last reports are that Mr. Macauley is progressing nicely, and his early recovery is earnestly hoped for.

The grading on the C.W. & L.E. electric road to Lake Erie, is progressing favorably, levelling and grading having been completed to Charing Cross. About

three miles of ties have been laid ready for the rails.

Arthur Wanless, head of J. C. Wanless' plumbing department, who has been laid up for several weeks past, is able to be out again.

LEAFY LONDON.

London, July 10.—A London industry that is showing evidence of remarkable expansion is the Dennis Wire & Iron Works Company. It is just about a year since the company removed from their old stand on King St. to extensive new premises erected for themselves at the foot of Dundas St., and already the business has outgrown these. Only last night a meeting of the directors was held to consider ways and means of extending their premises and increasing their facilities, for their trade has reached such dimensions that lack of room must prove a serious handicap. The prospect, therefore, is that before long announcement will be made by the company of their intention either to add considerably to their present factory, or erect a new and larger one in some other part of the city. At present they employ between sixty and seventy hands, and had they room that number would be materially added to. Their business extends all over the Dominion, and they are getting a goodly share of what is being given out in the west. Their specialties are bank caging, elevator enclosures, iron stairways, fire escapes, mill work, etc. A representative of the company has just returned from Montreal, where he has secured some important contracts. Among them are orders for iron stairs and other work for the new Coristine skyscraper in Montreal; elevator enclosure for the Crescent Turkish Baths in that city; iron stairway for the Montreal General Hospital, besides important orders from the L. O. Grothe Cigar Company, a big shirt factory, the Ursuline Convent at Sanstead and one from a big establishment at Sherbrooke. Mr. Hardy, one of the company's representatives, left to-day for North Bay and the Soo to look after a contract in connection with a large new building of the T. & N.O. Railway and other business. The Dennis Company is certainly one of London's growing concerns.

Preparations for the big McClary celebration are about completed, and everything points to a most successful affair. Most of the company's branch managers are in the city for the event, and the others are expected to be here on time.

Seasonable activity prevails in the hardware trade, and that is as much as anybody looks for just now.

Another of those "Nothing over fifteen cents" stores will be opened on Dundas St. in a day or two. It will carry lines similar to those made a specialty of in the Knox stores in dif-

ferent cities of the province, prominent among which is light hardware of the cheap kind. This establishment, it is understood, is being opened by a man engaged in similar business in St. Thomas, a former manager of the Knox store here. Knox, however, opened in competition with this man in the railway city, and this new place here is a result.

REGINA REAPINGS.

Regina, Sask., July 8.—The condition of the hardware and metal trades in Regina is a flourishing one, principally because of the fact that there are already under construction in the city over a million dollars' worth of buildings, and throughout the district there are going on improvements which constantly demand supplies from the hardware trade.

Figures published here this week show that during the month of June permits were taken out for nearly two hundred thousand dollars' worth of buildings, on which construction is just starting, and added to this is the long list of structures started in the former months of the year.

It is a singular feature of the list of buildings being constructed this month that there are so many homes included. The business places are fairly well represented, but the vast majority of the structures going up are for residential purposes. For instance, A. E. Risk is putting up a big tenement block, and J. H. Haslam, the Minneapolis millionaire, who has cast in his lot with this city, is doing the same. Individual residences go as high as \$10,000, so that it will be readily seen that the trades are not suffering from a lack of demand for their material.

Throughout the district adjacent to the city there is a development going on which keeps pace with the townspeople, and which indicates the prosperous and contented position of the farmers of the western provinces to-day. One needs only to drive a few miles over the prairie and see the large residences and barns going up to be convinced of the fact that rumors of a crop failure for this year do not hold water in Regina district. The farmers are confident, and as a result they are making permanent improvements, many of which will be paid for out of the crops still growing on the fields.

SASKATOON SAYINGS.

Saskatoon, July 6.—This week has seen rapid strides in the building trade and many gangs of men and teams are at work on the different jobs. Second avenue presents a very active appearance from one end to the other, and piles of building material in the shape of stones, bricks and sand may be seen all along the line. In several places the street has been dug up by the city men in order to make sewer and water connections, so that vehicles and pedestrians have to be careful in order to avoid the many pitfalls.

At the southeast end the Beaubier & Smith block is nearing completion, and already the Northern Bank occupies part of the building. A little further north an excavation has been dug for the Gordon & Sparling block. The ground floor and basement will be fitted up with all modern conveniences as a butcher shop, where Gordon & Sparling will carry on

their ever-increasing business; and the upper storey will be divided into offices. An old-timer, in the form of a blacksmith's shop, was removed from this site a few days ago, and was one of the first buildings to be erected on Second avenue. Close by, the Sutherland block is now under way. This will be a substantial building of three storeys, but the foundations and walls will be made sufficiently strong to carry two more. To erect this building, a handsome one-storey block of offices had to be removed. Adjoining the Sutherland block now stands the Hansom block, upon which the finishing strokes are being placed. Built of red brick and having a good show of glass frontage, it is an attractive feature of Second avenue. The Bank of Nova Scotia will occupy the ground floor, while the upper floor is already occupied by offices. At the corner of Second avenue and Twenty-first street stands the walls of the Canadian Bank of Commerce. Work on this building is at a standstill, but will be recommenced as soon as the ironwork arrives. When finished, this will be a three-storey building, which, for solidity and elegance of proportions, will be unsurpassed in the city. The ground floor only will be used for the bank's transactions, and the first floor will be divided into offices, while the second will be occupied as living rooms for the staff. On the west side of the avenue also several buildings are in course of erection.

At the corner of Twentieth street the foundation has been completed for the National Trust Co. block. A two-storey structure will be put up at present, but the foundations are made strong enough to bear a four-storey wall. The company's own offices and a store will occupy the ground floor, and the first will be divided into suites of offices. E. S. Blain has moved his building on to another site to make room for a new brick block, which he intends to build at an early date. It will be two storeys high and will have a twenty-seven foot frontage. The ground floor will be used as a store and above will be several offices. The walls of the Drinkle block are nearly finished, but lately no great headway has been made. The Great West Furniture Co. will occupy part of this building, which, when completed, will be large and substantial. Between Second and Third avenues activity also reigns.

The excavation for the new Flanagan hotel has employed a gang of men and horses for a couple of weeks. The hotel will be L-shaped, commodious and thoroughly up-to-date. It will be a three-storey building, surmounted by an ornamental tower, a clock and dome rising a storey and a half above the main structure. The Oddfellows will erect a handsome hall on the adjoining site. There will be three floors, one for a store, one for offices, and the third for a lodge room. The building will be 32x70 feet, and cement blocks will be used, with brick front.

James Clinkskill was one of the new members elected by the Board of Trade executive to fill a vacancy in their ranks.

Last week the city council was petitioned that the stores close an hour earlier. The petition was granted and stores now close at six o'clock, instead of seven, as formerly.

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited,
HAMILTON ONT.

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN
IN STOCK

A.C. LESLIE & CO.
Limited
MONTREAL

"MIDLAND" BRAND.

Foundry Pig Iron.

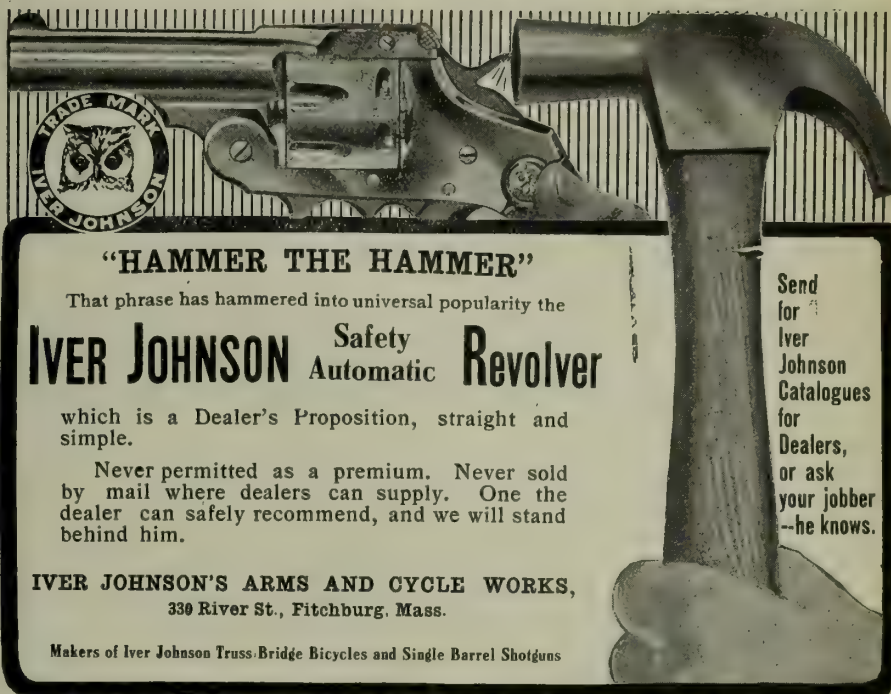
Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE.
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron
And SIMMONS-MARTIN
OPEN HEARTH STEEL



"HAMMER THE HAMMER"
That phrase has hammered into universal popularity the
IVER JOHNSON Safety Automatic Revolver
which is a Dealer's Proposition, straight and simple.
Never permitted as a premium. Never sold by mail where dealers can supply. One the dealer can safely recommend, and we will stand behind him.
IVER JOHNSON'S ARMS AND CYCLE WORKS,
330 River St., Fitchburg, Mass.
Makers of Iver Johnson Truss Bridge Bicycles and Single Barrel Shotguns

Send for Iver Johnson Catalogues for Dealers, or ask your jobber --he knows.



TIGER BRAND

WHITE LEAD

Pure White Lead and Linseed Oil make the best paint. Some makers, however, to swell their profits, sacrifice the quality by adulteration, as by this means the cost of production is lessened considerably.

"TIGER" brand White Lead is absolutely pure. Every package bears the yellow label of the White Lead Association, which is the consumer's protection against adulterated lead.

There is no better White Lead made than "TIGER" brand.

MADE BY

THE MONTREAL ROLLING MILLS CO.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 a.m. Friday, July 12. Room 511, Union Bank Bldg, Winnipeg, Man.

Business is fairly active, although this is ordinarily a quiet season. Values are steady.

ROPE—Sisal, 11c. per lb., and pure manila, 15½c.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.90; 11, \$2.96; 12, \$3.04; 13, \$3.14; 14, \$3.24; 15, \$3.39; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

POULTRY NETTING—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILES—No. 10 and larger, 22c.; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c. per box. Capewell brand, quotations on application.

WIRE NAILS—\$3 f.o.b. Winnipeg, and \$2.55 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES — ½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS — Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS — Bolts, carriage, ¾ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS — Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—¼ in., \$7; 5-16, \$5.35; ¾, \$4.75; 7-16, 4.50; 1, \$4.25; 9-16, \$4.20; 1½, \$4.25; 2, \$4.10.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per

doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS — Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS — Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE — Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE — Rope sisal, 7-16 and larger, basis, \$11.25; Manilla, 7-16 and larger, basis, \$16.25; Lathyrn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC. — Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

CORRUGATED IRON AND ROOF-

Stephens

TRANSPARENT

LIQUID

WOOD FILLER

is a filler for practical men.

Won't crack or peel.
Need not be sand-
papered.

Fills the pores of the
wood and gives a coat
equal to Hard Oil
Finish.

Can be used on any
close grained wood.

A popular, well-known
filler, which we
guarantee to be all we
claim for it.

The most uniformly
reliable filler made.

In quart, half-gallon
and gallon cans.

Price—very low, con-
sidering the excel-
lence of this filler.

G.F. Stephens & Co.

Limited

PAINT MAKERS

WINNIPEG and CALGARY



- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

SAMPLE SHINGLES SENT ON APPLICATION

Winnipeg Paint and Glass Co. Limited

CALGARY WINNIPEG

ING, ETC.—Corrugate iron 28 gauge painted \$3, galvanized \$4.10; 26 gauge \$3.35 and \$4.35. Pressed standing seamed roofing 28 gauge painted \$3.10, galvanized \$4.20; 26 gauge \$3.45 and \$4.45. Crimped roofing 28 gauge painted \$3.20, galvanized, \$4.30; 26 gauge \$3.55 and \$4.55.

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, 1-in., \$2.65; 1½, \$2.80; 2, \$3.50; 2½, \$4.40; 3, \$6.35; 4, \$8.65; 5, \$10.40; 6, \$13.85; 8, \$19; 10, \$25. Galvanized iron pipe, 1-in., \$3.75; 1½, \$4.35; 2, \$5.65; 2½, \$8.10; 3, \$11; 4, \$13.25; 5, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10½-oz., \$5.20; Queen's Head, 20 \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES — 18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE — Silver Star, in bbls., per gal., 20c.; Sunlight, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases, \$2.75.

PAINTS AND OILS — White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c.; in kegs, 3½c.; turpentine, barrel lots, Winnipeg, 90c.; Calgary, 97c.; Lethbridge, 97c.; Edmonton, 98c. Less than barrel lots, 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gallon advance on these prices.

Galt "Sure-grip" Shingles

are simply wonders TO SELL, TO LAY AND TO MAKE FRIENDS. Once used and you would never use any other—your customers wouldn't let you.

"Sure-Grips" make a really handsome roof, as well as the most weatherproof. Try them—that's all we ask.

"GALT" CORRUGATED SHEETS are best English galvanized stock, pressed straight and true. Our prices are right, and we can ship promptly.

Consult us before purchasing CEILINGS, SIDINGS, ROOFINGS, CORNICES, SKYLIGHTS, VENTILATORS, FINIALS, FIRE-PROOF WINDOWS, EXPANDED METAL LATH, ETC.

The "GALT KIND" is the line to push; we protect and assist our customers.

THE GALT ART METAL CO., Limited
GALT, - ONT.



WINDOW GLASS — 16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.30.

THRESHER'S WRENCH.

A wrench especially designed for screwing up or unscrewing the nuts on the teeth of threshing machine cylin-

ders has just been invented by G. H. Tatge, Randolph, Neb. By using a separate handle for turning the shaft, the wrench can be conveniently manipulated in inaccessible places in which only a partial turning of the shaft at a time is permissible.

While it is true that one-half of the world doesn't know how the other half lives, they are busy trying to find out.

Men are not always paid for what they know; sometimes they are paid for what they can make people believe they know.

Heating and Housefurnishings

IMPORTANT LEGAL DECISION.

The court of errors and appeals of New Jersey in reversing the decree of the court of chancery in that state, has just decided a case of great interest.

Some eight or ten years ago, Stephen A. Ginna, Samuel R. Beardsley, Franz A. Assman and Adolph Kern, manufacturers of tin cans or otherwise interested in tin products, together with Joseph B. Bloomingdale, Lyman G. Bloomingdale and other capitalists, organized the Vulcan Detinning Co., whose office in New York is at No. 57 Cedar St., to erect a factory for the detinning of tin scrap.

Tin scrap consists of the clippings of tin plate or tin cans. Tin plate consists of steel coated and metallic tin, which is valuable, while the steel, after separation, is fed into open hearth steel furnaces or smelter into ordinary steel. The detinning process consists of the separation of the metallic tin from the steel.

Until about 10 years ago, it was a common thing to see piles of old tin cans which had no use at all except to fill up vacant lots. For several years a good deal of expensive experimentation was carried on in Europe to evolve some practical method of reclaiming the tin to give value to the metallic tin and the steel, but without success.

Made Profitable at Last.

The separation was effected in the laboratory, but no way could be devised to do this on a large scale in a manner to make it commercially profitable. However, about 1898 the men mentioned did obtain from Holland a process which had done the work with excellent results, and thereupon two detinning plants were erected, one in Sewarten, N.J., and the other in Streator, Ill.

The project proved successful from the start, and returned a large profit on the investment. This process was secret, and thus was not patented. The formula, and indeed the secret process in its entirety, was entrusted to certain directors of the company, among them Franz A. Assman, chairman of the executive committee of the concern. Among the customers of the Vulcan Co. was the American Can Co., a large producer of tin cans, which sold its scrap to the Vulcan Company.

Mr. Assman shortly thereafter became interested in the American Can Co., and it was not long before the latter company conceived the idea of starting a detinning plant of its own. Mr. Assman thereupon sold his stock in the Vulcan Company for a round figure, and resigned. He, together with three other employees, two of them former superintendents of the Vulcan Company, who had familiarized themselves thoroughly with the secret process, went over to the American Can Co., and after a demonstration had been made by those

supposed to know the secret to the satisfaction of the American Can Co., that company built two plants, one in Paulsboro, N.J., and the other in Joliet, Ill., and started sharp competition with the Vulcan Co.

Appeal Made to Courts.

A bitter legal contest then ensued, the Vulcan Company endeavoring to enjoin the American Company. Testimony was taken in this country for 30 days, and also for two months in Holland and in Germany. The American Can Co. first contended that it was no secret process, but finally alleged that it had purchased the right to use the process from its original inventor in Germany, from whom the American Can Co. alleged the Vulcan people had obtained it through former employees of the German inventor.

Vice-Chancellor Bergen dismissed the bill on various grounds. The matter was taken by the Vulcan Company to the court of errors and appeals, the highest court in the state, where the matter was argued by Attorney-General Robert H. McCarter, of New Jersey; Wollman and Edward S. Seidman, of New York, on behalf of the Vulcan Company, and by Richard V. Lindabury on behalf of the American Can Co.

The decision not only upset the former holding of the vice-chancellor, but decided in favor of the Vulcan Company on every substantial point urged. As a result the American Can Co. was enjoined from using the process, and will be required to account to the Vulcan company for all the profits that it has made from the time it began to use the secret process.

The court held that the employees and the chairman of the executive committee were trustees of this secret process, and held it for the sole benefit of the Vulcan Company; that the American Company, by acquiring it from the delinquent servants and officer, must be held likewise as trustees for the Vulcan company, and that it did not avail the American Can Co. to acquire the right to use the process from the alleged original inventor, if that was the fact, on the ground that if it did so, it would be required to hold that also merely as trustee for the Vulcan Company.

SHOWING A STOVE.

To the ordinary customer all stoves look very much alike, with the exception of the exterior nickel ornamentation. It is, therefore, very important that the salesman should not be afraid to work in demonstrating the fine points of the stove which he is endeavoring to sell. Let him throw open the doors and carefully and intelligently explain the working of drafts and dampers, even at the risk of soiling his hands for the moment. There is a vast deal

more in showing a stove than simply setting it in a place where everybody can see it. The more people know about the inner workings of things, the more intense becomes their interest. The salesman who has reached the top of the ladder and has commanded a more important position owes a great deal of his success to the fact that he made it his business to possess a store of knowledge concerning the article he had to sell and practised the art of intelligently and enthusiastically imparting such knowledge to his customers.

There are few transactions in which the average customer is so completely at the mercy of the dealer as in the purchase of a stove. The customer, frequently a woman, very often places implicit confidence in what the salesman says and it always pays to honor that confidence by having a strict regard for veracity in talking up your sale. If you cannot effect a sale without stretching your conscience, handle another make—one that you can be proud to recommend—and you will soon find that you have won the confidence of the public; that done, your business is assured.

IMPROVED WAY OF SOLDERING.

A German company at Bonn has perfected a new method of soldering, which is claimed to be far superior to the present way of soldering with tin. In soldering tin it is essential that great care should be exercised in cleaning the surfaces of the parts to be joined, and in the case of complicated pieces this operation becomes exceedingly difficult to perform. The acids, zinc chloride, sal ammoniac and other cleaning substances now used, having an acid reaction, leave traces of oxidation after the soldering. Because of this disadvantage, the antiquated method of soldering by rosin must be used in many cases in connection with electrical work.

The new solder is in the form of a paste which is made more or less consistent according as required and the cleaning substances is embodied in itself so that the soldering can be done without any previous cleaning whatever. The paste is simply spread upon the metal surfaces and these are heated with the iron or by a lamp, furnace or candle according to the size of the pieces. The substance is made up of finely pulverized lead and tin, which form is obtained through a secret process. Roughly speaking, a stream of metal coming from a nozzle is pulverized through the operation of steam or compressed air. Next the powder is mixed with chloride of zinc or a similar reducing agent which is made fluid by the addition of glycerine, vaseline or other similar substance. Cellulose, which burns without residue, is used to add consistency to the paste. As a result of his combination of ingredients, when the paste is heated the metal melts first and takes the form of liquid drops in the midst of the medium, leaving the latter unaltered and preventing the metal from oxidation. These bodies then decompose in turn, cleaning the metal and allowing the solder to collect and run up-

on the cleaned and protected surfaces. The new process eliminates acid reaction and makes a very clean joint.

As to the cost, the new solder is slightly dearer than that ordinarily used, but an economy results in heating and in the use of the paste, which prevents the solder from dropping. The proportions of tin used vary from 20 to 100 per cent., according to the consistency that is desired. One variety flows freely and can be applied with a brush, while the other has more solidity.

The new solder is admirably suited for fixing nuts upon bolts. It is simply necessary to brush some of the compound into the thread, screw the nut on and then heat when in position. It is claimed that bolts of 0.4 inch diameter thus soldered could be broken by twisting before the nut could be released. This new prepared substance is called "tinol," and tests show that its mechanical and electrical resistance is much superior to the ordinary solder now in use.

SAFETY GAS BURNER.

A. A. Churchill, Portland, Ore., has patented a device designed for the prevention of accidents resulting from the accidental escape of gas due to a failure to light same when it is turned on, or due to the gas having been blown out after being lighted. The object of the inventor is to provide a device for closing an electric circuit and ringing a bell or operating any other indicator when unburned gas escapes from the jet.

AUTOMATIC SAFETY-BURNER.

An automatic safety-burner has been invented by N. Wise, New York, N.Y. The inventor has for his object the production of a gas burner adapted to be used for illuminating or heating purposes, and which is so constructed that, should the flame become extinguished by accident without the gas having been turned off, the burner will automatically shut off the flow of gas.

BASE FOR STOVES OR RANGES.

An improved base for sheet and metal stoves and ranges has recently been patented by M. F. Allen, Nashville, Tenn. The device is arranged to increase the strength and durability of the body of the stove or range, to dispense with separate base bands, and, at the same time, to render the manufacture of the stove or range very economical. The above invention has reference to range construction such as is shown and described in letters patent formerly granted to Mr. Allen.

SANITARY CUSPIDOR.

A. Fishmann, New York, N.Y., has invented an improved cuspidor. The invention aims to provide means whereby an antiseptic liquid can be automatically forced into the interior of a cuspidor, after it has been used, as well as to provide a convenient method of cleaning it. The parts of the cuspidor can be detached with ease.

CURIOSITY IS THE REASON

Are YOUR Customers Getting

"Metallic" Skylights

with or without

"Halitus" Ventilators?

Scientifically constructed, weatherproof, light and strong, but producing most light and ventilation possible.

Circulars, prices and detailed information for the mere asking.

Our Dealers Protected.

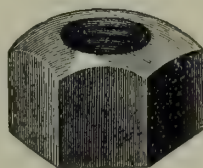
THE METALLIC ROOFING CO.

OF CANADA, LIMITED

Manufacturers

Established 22 Years

TORONTO AND WINNIPEG



The John Morrow Screw, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO

NEW STOVE FOUNDRY.

The Supreme Heating Company, who are putting up new works at Welland, Ont., have so far advanced that they will be manufacturing stoves inside of one month.

IMPROVED HEATER.

H. F. Laugenhop, New York, N.Y., has invented an improved heater. The object of the invention is the provision of a stove or heater arranged to utilize heat arising from the burning fuel in a fire-box to the fullest advantage; also to heat a room by radiation of heat from the stove or heater, and to heat

water, air, or both, and conduct it to the radiators or registers for heating other rooms as well as to assist in heating the room in which the heater is placed.

WAGES IN THE TIN PLATE TRADE.

At a joint conference of the masters and men engaged in the South Wales tin plate trade, held at Swansea recently, it was decided to renew the present wage agreement for the ensuing year, commencing July 1, with a few minor alterations, the masters making some concessions.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

INDUSTRIAL DEVELOPMENT.

A gas company has been formed at Waskada, Man.

The Maritime Engineering Co., Moncton, N.B., have sold out.

A new nut lock has been patented by Wm. Atkins, St. John, N.B.

An up-to-date pumping station is to be installed in Cobalt, Ont.

The Clark Foundry Co. will erect a large foundry in Sydney, N.S.

A steel bridge will be built across the Humber River at Lambton, Ont.

Rhodes, Curry & Co., Amherst, N.S., have built a large rolling mill.

The Winnipeg Casket Co. will build a factory at Winnipeg to cost \$40,000.

The Alberta Brick Co., Medicine Hat, turned out their first lot of bricks lately.

The Waterloo Threshing Company may build a \$200,000 plant at Portage la Prairie.

Picard & Lalonde, machinists, Montreal, are spending \$13,000 on new machinery.

The International Steel Co., Montreal, have opened a branch at 50 Adelaide St., Toronto.

The sawmill and electric light business of Geo. Leighton, Harriston, Ont., is for sale.

The C.P.R. will call for tenders for a steel bridge at Lethbridge, to cost \$1,000,000.

The Canada Spool Cotton Co., Maisonneuve, Que., are considering the erection of a new plant.

The Canadian Machine Telephone Co., Toronto, is starting work on the installation of its plant at Lindsay.

An air compressor of 5,000 horsepower capacity is being installed on the Montreal River. The air will be piped to Cobalt.

The National Spring and Wire Co. are installing machinery for the manufacture of springs in their new premises at St. Catharines, Ont.

The Colonial Engineering Co., Montreal, are installing a producer gas engine in the plant of the Frame & Hay Fence Co., Stratford.

The Dominion Steel Co., N.S., suffered severely by fire recently. Their loading pier at Wabana, Nfld., was destroyed by fire. Much machinery and coal was destroyed; loss, \$50,000.

The Weber Gas Engine Co., Kansas City, Mo., have the contract for installing a 250-horsepower producer gas engine and electric generator in the McClary Mfg. Works, London.

The Robertson Machinery Company have recently closed a deal by which Welland gains another substantial industry. Kischell & Co., of Toronto, are a going concern, and their amalgamation with the Robertson Machinery Co. brings to Welland a lot of new business.

BUILDING NOTES.

The new Archibald Block, Edmonton, will cost \$22,000.

W. H. Stone is building a \$40,000 store in Winnipeg.

Edmonton's new Y.M.C.A. building will cost \$65,000.

The new police station in Toronto will cost \$24,000.

The new school at St. John, N.B. will cost about \$50,000.

The C.P.R. is asking for tenders for a station at Calgary.

A flour mill will be erected at Calgary costing \$20,000.

A school will be erected at Manor, Sask. costing \$10,000.

J. A. Weart, Vancouver, will build a fourteen-storey building.

The new fire hall at St. Boniface, Man., will cost \$20,000.

R. R. Dingwall, Winnipeg, will build a residence to cost \$20,000.

The Manitoba Government will erect a telephone exchange at Brandon.

A high school will be erected at Smith's Falls, Ont., to cost \$45,000.

The Standard Chemical Co. will build a plant in Toronto to cost \$50,000.

The Diamond Glass Co., Toronto, will build an elevator costing \$20,000.

A technical school will be built at Sault Ste. Marie to cost \$20,000.

Tenders are invited for the construction of an armory at Walkerton, Ont.

The Standard Chemical Co., Toronto, will erect a modern plant at Delorimier, Que.

S. A. Weismiller will erect two pair brick dwellings in Toronto to cost \$10,000.

The Merchants Bank of Canada will build a branch at Victoria, B.C. costing \$40,000.

C. A. Crump, Riverside, Cal., will build a business block in Winnipeg costing \$45,000.

The Bank of British North America will build a branch at Duck Lake, Sask. costing \$4,000.

Tenders are being called for a freight shed at Charlottetown, P.E.I., for the Intercolonial Railway.

The congregation of the First German Baptist Church, Winnipeg, will erect an edifice to cost \$27,000.

The congregation of St. John's Church, St. Thomas, will erect a new church to cost \$10,000.

M. Beatty & Sons, Welland Iron Works, who have recently enlarged their plant, find further addition necessary.

It is stated that a Toronto syndicate will erect a large hotel on the Caer Howell site, Toronto, to cost \$300,000.

A modern apartment house will be erected at Vancouver costing \$350,000. Campion & Pound are the local representatives of the company.

Among the buildings being erected at Regina are: F. N. Darke, business block to cost \$110,000; Masonic Temple \$50,000; J. W. Smith, block \$90,000; MacKenzie & Brown, block \$35,000.

The Ham & Nott Co., Brantford, will double the size of their plant at a cost of \$40,000. They wish to obtain a fixed assessment for ten years. The proposed factory at Ottawa will not be erected.

An enormous rink will be erected at Halifax, N.S. to cost \$35,000. The Commercial Cable Co. will build a \$9,-

000 cable tank on their premises. The Silliker Co. will build an \$8,000 paint shop.

The following buildings are being erected at Saskatoon: The National Trust Co., \$30,000; Canadian Bank of Commerce, \$65,000; the Great West Furniture Co., \$50,000; the Sutherland Block, \$10,000; the Alexandra School, \$35,000. 11M—Industrial

COMPANIES INCORPORATED.

The American Street Lamp & Supply Co., have secured an Ontario license. S. C. Smoke, Toronto, is the company's attorney.

The name of the Maple Leaf Automobile and Electrical Manufacturing Co. has been changed to the Galt Electrical Manufacturing Co.

The Toronto Auto-Transit Co., Toronto; capital, \$45,000; to manufacture and deal in self-propelled vehicles. Incorporators, G. W. Verral, G. W. Verral, Jr., C. E. Verral, all of Toronto.

Morden, Limited, Brandon, Manitoba; capital, \$50,000; to manufacture gas and electric fixtures. Provisional directors, M. W. Morden, J. Watson and J. B. Nobel, all of Brandon.

H. Ditchburn Boot Mfg. Co., Gravenhurst, Ont.; capital, \$40,000; to build boats of all descriptions. Provisional directors, H. Ditchburn, T. Greavatt and A. W. Ditchburn, all of Gravenhurst.

Tilbury-Romney Gas and Oil Fields, Toronto; capital, \$300,000; to refine and sell oil. Provisional directors, J. F. Hollis, W. R. Bird, S. J. Marchal-leck.

MUNICIPAL UNDERTAKINGS.

Souris, Man., will build a hospital costing \$12,000.

Welland, Ont., will spend \$20,000 on improving its roads.

Montreal will spend \$2,000,000 in bettering its water supply.

Calgary will instal a municipal telephone system costing \$125,000.

Neepawa, Man., will spend \$25,000 on a municipal water supply.

Port Arthur will raise \$360,000 for bridges, waterworks and street car service.

Goderich, Ont., is asking for \$28,000 to improve the waterworks and lighting systems.

Bylaws were carried by large majorities to assist the location in Sarnia of the Standard Chain Company, of Pittsburgh, and the Jenks Dresser Company, manufacturers of iron bridges.

Thirteen bylaws were carried at Port Arthur, Ont. They included the construction of two concrete and steel bridges, the purchase of street cars, improvements to the current river, extension of the waterworks, erection of a police station, double tracking the street railway for seven miles, establishing of an incinerating plant, erection of a new car barns and isolation hospital and park improvements. A plebiscite on development of Dog Lake Falls carried.

RAILROAD CONSTRUCTION.

The C.P.R. will build subways over Herny and Elgin Sts., Brantford.

CONDENSED OR "WANT" ADVERTISEMENTS.

AGENT WANTED.

A GENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care **HARDWARE AND METAL**, 88 Fleet St., E.C., London, Eng. [1f]

BUSINESS CHANCES.

HARDWARE BUSINESS—Established 25 years; Western Ontario town, population about 2,000; good surrounding country; tinsmithing and plumbing in connection; stock about \$8,000.00, turnover about \$25,000, business increasing; opposition light and fair; best business stand in town; brick block, 40 years a hardware store; 5 year lease, rent reasonable; proprietor going into manufacturing business. Do not answer this ad. unless you have the money and want a business. Address Box 638, **HARDWARE AND METAL**, Toronto. [29]

WANTED—Partner to take half interest in one of the best hardware propositions in Algoma; plumber preferred. Box 636, **HARDWARE AND METAL**, Toronto. [32]

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and watermarks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [1f]

FOR SALE.

FOR SALE—First-class set of tinsmith's tools second-hand but almost as good as new; includes an 8-foot iron brick almost new. Apply Pease Waldon Co., Winnipeg. [1f]

SITUATIONS VACANT.

TINSMITHS WANTED—First-class tinsmiths wanted for points west of Winnipeg; must be good mechanics capable of taking charge of a metal department; thorough knowledge of furnace work necessary. Pease Waldon Co., Winnipeg, Man. [1f]

WANTED—A salesman familiar with plumbing supplies and gas ranges, to represent a Canadian manufacturer direct to the wholesale and retail trade; must have acquaintance with the trade; best of references will be expected; give full information concerning experience, acquaintance with the trade, salary expected; good position for the right person. Only those who can fill the above qualifications need apply Box 639, **HARDWARE AND METAL**, Toronto.

WANTED—6 sheet metal workers; only first class men need apply. Ralph Morris & Ella, Ltd., Vancouver, B.C. [30]

WANTED—Hardware clerk, experienced, who can keep stock, and is willing to do so; sober and active; state age, experience and salary expected at start. Hose & Canniff, Kenora, Ont. [32]

SITUATIONS WANTED.

HARDWARE salesman with 6 years' experience desires situation; abstainer; best of references; position in west preferred. Box 637, **HARDWARE AND METAL**, Toronto. (29)

INDOOR or travelling salesman—Stoves, heavy or shelf goods; with wholesale house; has travelled for leading houses in England; age 26, tall, single; highest references. Box 635, **HARDWARE AND METAL**, Toronto. (28)

SITUATION WANTED as manager of stove and furnace business; eight years' experience; expert salesman; thoroughly capable of taking charge; highest references. Apply to Box No. 633, **HARDWARE AND METAL**. [29]

WANTED.

LARGE size green wire rack wanted. Fred G. McBrien, 1000 Bloor St. West, Toronto. [28]



Here's a good specialty that offers splendid opportunities for quick sales and good profits.

The wide-awake dealer knows the advantages of handling good specialties.

They do not interfere with regular trade, but help bring more business. A particularly good specialty and one with which any dealer can work up a profitable business is

SHERWIN-WILLIAMS FURNITURE POLISH

No better product of this nature is on the market. It has the high quality of all Sherwin-Williams products. It cleans and polishes at one operation and brings out and intensifies the original finish. It gives a handsome gloss, and is not in any way harmful to the furniture. A soft rag and rubbing is all that is required to apply it. Do not confuse this splendid specialty with the many cheap preparations for the purpose on the market.

We put it up in attractive and convenient packages and have good advertising to help you introduce and sell the goods

Write us for prices and further information.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.

Warehouses: 86 York St., Toronto, and Winnipeg, Man.

Work has commenced at Fort Simpson on the Pacific and Hudson's Bay Railway.

The Guelph and Goderich branch of the C.P.R. has been opened as far as Blyth.

The C.P.R. will spend \$257,000 in Saskatoon, Man., The new station will cost \$50,000.

The Strathecona-Alberta Radial Tramway Co. are anxious to operate a street railway system.

The C.P.R. will construct 50 new locomotives larger than any at present in use on their lines.

Vancouver is to be connected by trolley with Tacoma. Slone & Webster have bought the franchise.

The C.P.R. are reducing the grades in the Crow's Nest Pass and otherwise improving the roadbed.

The C.P.R. will replace the wooden trestle over the Rideau River at Merriekville with a steel bridge.

In the regulations adopted by the railway commission, railways will be allowed their choice between Pintsch gas and what is termed commercial acetylene,

that is, acetylene stored between layers of asbestos, so as not to allow more than a fraction of the whole bulk to be exposed to ignition.

MINING NEWS.

A valuable vein of copper has been struck near Larder Lake, Ont.

The Nova Scotia Steel and Coal Co., Sydney, N.S., are opening a new mine.

P. T. Thornton, Brandon, has purchased the Wilcox coal mine at Taber, Alta., for \$250,000.

The Dominion Iron and Steel Co. has started a Bessemer plant which will increase its monthly output to 30,000 tons.

Coal has been found near the Yellowhead Pass, B.C., where the G.T.P. and Canadian Northern propose crossing the Rockies.

Owing to the shortage of ore cars the Dominion Copper Co., B.C., will build an aerial tramway from their mine to the Boundary smelter. The operations of the Granby mine have also been curtailed by the car shortage.

CATALOGUES AND BOOKLETS.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning **HARDWARE AND METAL** to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Heating Handbook.

The Pease Foundry Co., Toronto, have just issued a neat 5 x 8 inch 1907 general catalogue and price list containing 104 pages. In the centre of the front cover, which is surrounded by a border of maple leaves, are two fine engravings of Economy boilers, while the letters on the cover are embossed in a pretty shade of dark green. The catalogue proper is well arranged under eleven headings and contains an index on the last page, so that it is an easy matter for the reader to promptly locate the information for which he is looking. Artistic cuts of furnaces, boilers and radiators, as well as of separate parts and cross sections, enliven the

hand holding them is in natural colors and the entire arrangement is exceedingly striking. The agents offer to send to hardware and other dealers handling shears one of the signs in exchange for the dealer's business card.

Fifteen Minutes at Edmonton.

A handsome 15x7 inch folder describing the beauties and advantages of Edmonton, Alta., has just been issued by the publicity department of the Edmonton Board of Trade. The folder is so constructed that it opens out into large 14x18 inch pages, which are replete with maps and engravings which do not fail to graphically impress upon the reader's mind just where and what the city of Edmonton is. Seventy convincing facts are given on the first page of reading matter in support of the claim that Edmonton, besides being the political capital, is also the railway, commercial, educational, agricultural, and geographical centre of the rich province of Alberta, with its area of 281,-



pages and sustain the interest of the reader. Those in the trade may obtain one of these convenient pocket catalogues by writing the company, mentioning this paper.

Seymour Shears.

Wiebusch & Hilger, 9 to 15 Murray street, New York City, sole agents for the Henry T. Seymour Shear Co., are distributing to the trade handsome show cards for the purpose of advertising these shears. The illustration gives a general idea of the card, and our readers will agree that it is of such design as will be acceptable to dealers, and prove an exceedingly attractive manner of keeping the shears before the public.

The signs are on heavy cardboard, 9 x 15 inches, the surface of which is an exact resemblance of dull finished mahogany. The border and letters are inlaid in white, giving the appearance of inlaid ivory on a mahogany background.

The illustration of the shears and the

000 square miles. On the centre page is a handsome engraving showing a panoramic view of Edmonton, and the folder throughout is packed full of valuable and interesting information concerning Edmonton and the surrounding country. The publication is entitled, "Fifteen Minutes with Edmonton, Canada," and is suitably compiled in order that it may be quickly perused by the busy man of the 20th century. Anyone will receive a copy of this interesting publication by writing A. G. Harrison, secretary Edmonton Board of Trade, and mentioning this paper.

Sporting Goods Blue Book.

The above is the name of an artistic and well arranged sporting goods catalogue recently issued by Caverhill, Learmont & Co., wholesale hardware merchants, Montreal and Winnipeg, in which prices, descriptions and engravings of their wide range of guns, rifles, ammunition, sporting goods, skates, sleigh bells, etc., are presented to the

Consolidated Plate Glass Company of Canada Limited

Glazing

Glass

of all kinds

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

BEST ELBOWS

— FOR —

CONDUCTOR
PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.



For Sale by the TRADE
in Canada. Write for
catalogue and
samples to

JOBBER AND

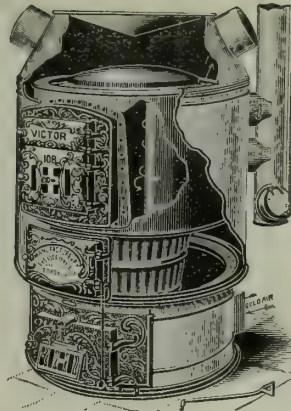
FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

For a Powerful Heater

Our
"Victor"
Furnace



Exactly
Fills
the Bill

at a Moderate Price

This furnace is built in Four Sizes.

Height varies from 54 to 58 inches.

Capacity ranges from 6,000 to 24,000
cubic feet.

It is more lightly built than our "Economy"
300 Series furnace, about which we have told
you so much lately, but otherwise it is thorough-
ly modern in construction.

It has gas-tight joints, steel combustion
chambers and radiators, and all its other parts
are heavy castings.

The fire-pot is built in two pieces, and
corrugated. The feed doors are double, and
wood or coal may be burned with good results.
A flat or duplex grate is supplied, as may be
desired.

**It will pay you to sell the
"Victor"**

Our new catalogue will be sent on
request.

Pease Foundry Co., Ltd., Toronto
Pease-Waldon Co., Ltd., Winnipeg



trade. The front cover design is very handsome, its chief feature being a realistic engraving of a large grizzly bear standing in front of a snowclad tree with a charming winter scene for a background. The colors are excellently combined to give a striking effect and appeal strongly to the artistic nature. The arrangement of details as to number, size, calibre, gauge, price, packaging, etc., of the wide variety of firearms and ammunition shown in the catalogue is very convenient, and a great improvement on the usual arrangement of catalogues of this type. The display of metallic cartridges made by the Dominion Cartridge Co., as shown on pages 37 and 38, is very realistic, and sportsmen will find it very desirable for reference. Altogether the catalogue leaves nothing to be desired and reflects great credit on the compiler. Copies may be had by writing the company, mentioning this paper.

ARTISTIC SHEET METAL WORK.

Metal workers who visit "Scarboro Beach," the new amusement park, at Toronto, will find much to learn from the beautiful and artistic construction of the various buildings there. Beginning at the imposing Main Entrance, and going throughout the park, all the buildings are finished with metal fronts of most ornate design, including perhaps some of the finest cornice work yet erected in Canada. At any rate the possibilities of sheet metal construction have never before been so fully exemplified, as in this instance.

Our illustration shows three of the buildings which are thus treated—the "Third Degree," "San Francisco Earthquake" and "Roller Rink." A feature of the architectural designs, is that, although the buildings preserve the necessary uniformity, each one has a distinctive character and is well marked off from its fellows. The arches, pillars, pediments, cornices and trimmings generally, while conforming to the main idea, possess a pleasing variety of detail, and are undoubtedly responsible for the very attractive appearance of the park.

No less than eleven buildings are finished in this way, while three others—the incubator, cafe and carousel, are roofed with "safe lock" metal shingles. The canopy over the "chutes" is also roofed with the same shingles.

All the building fronts at "Scarboro Beach" were especially designed by the Metal Shingle and Siding Co., of Preston, Montreal and Toronto, who manufactured the sheet metal finish, and superintended erection of the material.

Your friends often know things about you that you yourself never suspected.

Values are advancing along the line. If there ever was a time when a profit was in reach of the retailer it is now. Do not sell without a profit, unless it is to land an order that would otherwise be bound for a catalogue house.

CLAMP FOR BASIN-COCKS.

An invention by J. L. Cecil, Coldwater, Mich., pertains to an improvement in clamps for basin-cocks of faucets, and aims, among other things, to provide an efficient and simple locking means to absolutely prevent the cock from becoming detached from the basin and yet, at the same time, to allow the ready removal of the cock without difficulty.

IMPROVED GRASS CUTTER.

One of the drawbacks to the ordinary lawn mower is that it cannot operate close to a fence and will not reach the corners, so that after a lawn has been mowed it is necessary to trim by hand the fringe of grass left at these inaccessible places. This trimming is commonly done with a sickle or shears, and is a very tedious process. In order to expedite this work, Charles F. Crosby, of Burlington, Vt., has invented a grass cutter in which the mechanism is carried in a frame supported on wheels. The shaft is connected by a universal joint with a drive-shaft, which, in turn, is operated by a hand crank acting through a pair of bevel gears. The shaft carries a bevel pinion which, at opposite sides, meshes with the bevel gears. Secured to the lower gear is a cutter. This cutter is of star shape, being formed with a series of projecting blades. The gears are journaled in a bracket, a hollow shaft passes through both of these gears, and is splined to the upper gear. Fitted to this shaft is a second cutter. A bolt which passes through the hollow shaft carries a washer at its lower end, which bears against this cutter. The opposite end of the bolt is threaded into a plug which, in turn, is threaded into the upper end of the hollow shaft. A cap carried by this plug engages a spring, which is held in compression between the cap and the bevel gear. The spring serves to hold the two bevel gears into resilient engagement with the bevel pinion and also to hold the cutters in resilient engagement with each other. Since the bevel pinion is engaged on opposite sides by the bevel gears, it will be evident that the cutters will rotate in opposite directions, so that they will act like shears to cut the grass. In case a twig is caught between the cutters, the spring will prevent breakage of the mechanism.

SAFE LAMP-OIL RESERVOIR.

An improved oil reservoir has been invented by C. T. Whipple, Glen Falls, N.Y. The invention is especially adapted for use in connection with lamps, oil stoves or the like, which are intended to be removed from place to place, and which are, therefore, liable to be accidentally overthrown. The device will not permit oil to flow or leak from the reservoir when the lamp to which it is attached is overthrown, and it thus effectively prevents ignition or explosion.

LETTER BOX.

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Power Dish Washer.

Magladery Bros. Co., New Liskeard, Ont., write: "Can you tell us where we can buy a power dish washer, one suitable for 500 people? We do not remember having seen one advertised in any of the trade papers. In cases like this we usually turn up your index to advertisements and in nearly all cases we find what we want."

Ans.—The dish washer can be procured from the Gurney Foundry Co., 500 King St. west, Toronto.

IMPROVED MONKEY WRENCH.

A patent has been granted to F. C. Magenheimer, Evansville, Ind., for an improved monkey-wrench. In the operation of this wrench the shaft may be partially rotated by its handle, which projects from it to a point midway between the upper and lower loop frames. As it is turned it will operate upon blocks in such a manner as to draw the serrations or to free them from engagement according to the desire of the user.

NEW TRADE MARKS FOR TOOLS.

We illustrate two new registered trade marks, which will shortly be used on the saws, tools, steel, etc., manufactured by the firm of Spear & Jackson, Aetna Works, Sheffield, England. Both brands will be used for best quality only, and will in most cases be stamped in addition to the present firm mark. The "Mermaid" will be the principal mark, and it is the intention of the makers to give "Mermaid" tools a reputation which will stand alone. The



"Leapfrog" will be used for the second grade, where two grades or finishes of the best quality are made, and as the only mark on such goods as plough plates, coulters, etc. The company are also proprietors of the marks, "Lloyd-Davies, Sheffield," "John Cockerill, Sheffield," and "Aetna," which have been in use for many years for lower grades not bearing the firm name.

A satisfied customer may be the best advertisement, but you can no more satisfy a customer till you have found him than you can make a Welsh-rarebit without cheese.

News of the Paint Trade

PAINT COMPANY TO RE-ORGANIZE

A winding-up order has been applied for by the Blanchite Process Paint Co., Toronto. The matter has been held over for a week, but at a meeting of the company held in Toronto on Thursday steps were taken to secure additional capital and re-organize the business. It is understood that assets in the way of plant, etc., are much in excess of liabilities.

FIRE IN PAINT WAREHOUSE.

Fire which broke out in the large three-storey paint warehouse of P. D. Dods & Co., Toronto, shortly before two o'clock on Tuesday morning caused approximately \$23,000 damage. The Dods Company is a Montreal firm, and J. H. Morin, who is a member of the firm and manager of the Toronto branch, was in Montreal at the time of the fire. Interviewed by Hardware and Metal on his arrival in Toronto, Mr. Morin announced the loss at between \$23,000 and \$25,000, which loss is covered by insurance to the extent of \$18,000. The fire will in no way interfere with the ability of the firm to give prompt attention to their orders, as these are being placed by telegraph with the Montreal office and are being promptly filled from there.

On the ground floor, where the fire burned fiercely, thousands of cans of ready mixed paints tumbled in all directions. The heat melted the tops off, and the paint ran in barrels on the floor, burning rapidly. Several large cans became intensely heated and exploded with great force. Sheets of flame shot out over Church street, and the firemen did exceedingly well to hold the flames from adjoining buildings. In the cellar of the burned building it is estimated there are 400 barrels of oil, benzine, bulk paint, turpentine, etc. Had the flames reached these commodities no amount of water would have extinguished the fire, and it is probable the entire adjoining block of buildings would have been destroyed. As it was, the Lyons Stained Glass Works, next door, was damaged to the extent of \$5.

HOW SUCCESS IS OBTAINED.

An advertising blotter distributed widely throughout the trade by the New Jersey Paint Works, Jersey City, N.J., contains the following terse and pithy paragraphs, which we reproduce as being well worth the perusal of clerk and proprietor alike:

"Have a purpose in life, resolve that anything you are called upon to do, you will do with your best energy and tact. Do not watch the clock, except in the morning to satisfy yourself that you are on time. After that, let the clock take care of itself. Employers do not care to keep in their employ those who are watching the clock that they may not work beyond the regular time for quitting. If your duties compel you to work overtime, don't you think time so employed is a good investment? The fellow who is first on the job and the last to leave, will either have an interest in the business he is serving or,

LOOK

in our Trade Catalogue No. 10, page 33, and read on the sign

"Imperial Aluminum Paint Does It"

These five words put the story in a nutshell. It does anything Aluminum Paint is supposed to do, and does it so well, we, our agents and their customers are all satisfied.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE GUARANTEED WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

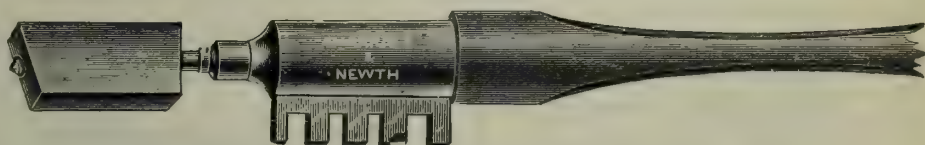
MONTREAL — TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

some time in life, be in business for himself.

"If you are in business for yourself, don't let trifles worry you. Many of the anticipated troubles in life we never have to meet if we work on proper business lines. Buy goods from reliable con-

cerns, affix thereto a fair profit and see that your expense account does not run away with too much of your profits, then you will have little to fear from the merchant who handles poor goods and thinks, by cutting prices, he will win out."

The claims made for some brands of paint are as absurd as they are inferior. A really good reliable paint, a brand like

NEW ERA PAINT

with lasting life and lustre in every drop, needs no extravagant claims. Endure! Why it is the most durable thing ever marketed in cans and labelled paint. All practical men know that. Have you our catalogue?

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR

ONTARIO

AN AID TO CLEANLINESS

Kitchen floors are hard to keep clean when covered with the ordinary floor paints, which accumulate dirt and rub off when washed.

JAMIESON'S Floor Enamels

dry very hard, in a short time, and leave a gloss which prevents the collection of dirt. They wear like iron, and are not affected by washing.

These are sure business-getters. Made in all the popular colors.

BY

R. C. Jamieson & Co.

LIMITED

16-30 Nazareth St., - MONTREAL

There's a reason for the popularity of
Pearcy's Pure Prepared Paints
and most Hardware Dealers know it. They say it's the paint that lasts longest.

OUR SPECIALTY

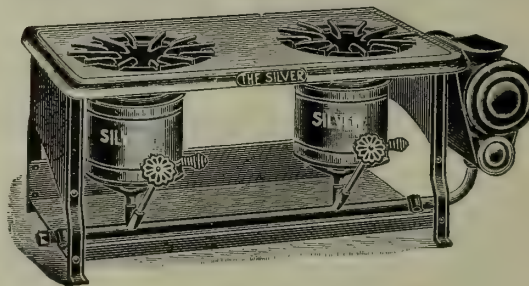
PROMPT DELIVERIES

SANDERSON PEARCY & CO., Ltd.

Toronto, Canada



SILVER OR NEW OIL STOVES



We handle a full line of Gasoline and Oil Stoves. Hot plates for natural and artificial gas, also a complete line of ovens. Prices on application.

SOLD BY

E. T. WRIGHT & CO.

HAMILTON, ONT.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH,

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 12.—With the advent of July usually comes a decided slackness in the paint and oil business, but this year the demand is keeping up remarkably well. This is, no doubt, owing to the protracted cold weather in the month of May. During that month very little painting was done, the work having to be postponed and, therefore, creating a spring demand in the summer months. Transportation facilities are now in much better shape, and orders can consequently be gotten out with something like the usual promptness. Even yet, however, there are instances extant of shipments arriving four or five weeks behind time.

Turpentine — A trifle easier in the southern markets, but not to much extent has it disturbed the local market. Prices are unchanged: Single barrels, 83 cents.

Linseed Oil — A further reduction of price may be looked for before long: Raw: 1 to 4 bbls., 67c.; 5 to 9 bbls., 66c.; boiled, 1 to 4 bbls., 70c.; 5 to 9 bbls., 69c.

Ground White Lead — Prices are well maintained. The demand continues very strong with, at present, sufficient supplies: Government standard, \$7.50; No. 1, \$7; No. 2, \$6.75; No. 3, \$6.35.

Dry White Zinc — The demand is steady with firm and unchanged prices: V. M. Red Seal, 7½c.; Red Seal, 7c.; French V. M., 6c.; Lehigh, 5c.

White Zinc Ground in Oil — Painters are more and more becoming partial to zinc for finishing coats. Prices are unchanged: Pure, 8½c.; No. 1, 7c.; No. 2, 5½c.

Putty — The advance of 10 cents made last week is well maintained. The manufacturers are experiencing an increasing demand for this, and find it difficult to promptly fill all the orders that are coming in: Pure linseed oil, \$1.85 bulk, in bbls., \$1.60; in 25-lb. irons, \$1.90; in tins, \$2; bladder putty, in bbls., \$1.85.

Red Lead — Prices are firm and unchanged. A strong demand prevails: Genuine red lead, in casks, \$6.25; in 100-lb. kegs, \$6.50; in less quantities, at \$7.25 per 100 lbs., No. 1 red lead, casks, \$6; kegs, \$6.25, and smaller quantities, \$7.

Paris Green — The potato plants are now in their best condition for the ravages of the potato bug, and the demand for paris green has become suddenly very active. Prices are firm and unchanged, but as stocks are not large with the manufacturers the steady demand may exceed the supply and cause the same scarcity as was experienced last season.

Gum Shellac — Supplies are adequate, with a steady demand: Fine orange, 60c. per lb.; medium orange, 55c. per lb.; white (bleached), 65c.

Shellac Varnish — A steady demand prevails for varnishes and shellac: Pure white bleached shellac, \$2.80; pure orange, \$2.60; No. 1 orange, \$2.40.

TORONTO.

Toronto, July 10.—Trade in oils and painters' supplies continues to show the activity which has characterized this market ever since the warm weather set in several weeks ago. The large supply houses usually look for a considerable falling off in the volume of business during July and August, but the backward weather experienced during May and part of June has prolonged the season's trade well into the holiday months.

White Lead.—Since the 25c advance recorded last week there has been no further change, the price remaining firm at the advanced figure. The demand is somewhat weaker owing to the fact that the season's rush is largely over. Genuine pure white lead is quoted at \$7.65 and No. 1 at \$7.25.

Red Lead.—Last week's advance is well maintained and a fair business is being carried on. It is probable that prices will remain as under for some time: Genuine, in casks of 500 lbs., \$6.25; ditto, in kegs of 100 lbs., \$6.75; No. 1, in casks of 500 lbs., \$5; ditto, in kegs of 100 lbs., \$5.50.

Paris Green.—With the recent rapid growth of potato plants a strong demand has set in for this necessary bug exterminator. Already a few jobbers are short of pound packages in one grade and it looks as if there will be a slight general shortage before the end of the season. The price remains firm at 29½c base for both English and Canadian.

Petroleum.—A good average business is being transacted, with prices as follows: Prime white, 13c; water white, 14½c; Pratt's astral, 18c.

Shellac.—Continues to be in fair demand. Present prices are: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange), \$2.50.

Linseed Oil.—The market is still weak and a further decline of two cents has taken place since last week. Large arrivals of seed in England have kept the market weak there and prices are weakened here by the fact that the demand is beginning to fall off as is usual about this time. We now quote: Raw, 1 to 3 barrels, 68c; 4 to 7 barrels, 67c; 8 barrels and over, 66c. Add 3 cents to this price for boiled oil f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

Turpentine.—The market is a trifle firmer this week and prices are unchanged. Single barrels, 83c; two barrels and upwards, 82c f.o.b. point of shipment, net 30 days; less than barrels, 5c advance. Terms: 2 per cent., 30 days.

For additional figures see current quotations at back of paper.

REMOVAL OF SPILT PAINT FROM
TILES.

There is nothing more unsightly than spots and splashes of paint left on the floors and tiles of buildings. They not only soil the look of the tiler's work, but make the paint work look slovenly, however well it may be done. Most tiles will allow a wash of caustic soda being put over them, which will remove the paint without the necessity of using an afterwash of acid to destroy the effects

"Japanese" Enamel White

is a hard-drying, high lustre
Enamel of superior quality.

It has been sold and used
with great success for the
past twenty-five years.

The extensive demand this season
for a

High Grade Interior Gloss White

for walls, woodwork, furniture,
etc., has increased the sale of
"Japanese" Enamel White all
over Canada.

It is put up in attractive form, in
convenient sizes, and is a good
seller, proving eminently satisfac-
tory wherever sold.

Try your trade with a few cases of
"Japanese" Enamel White.

We manufacture "Japanese"
Enamels in over thirty shades
besides black and white.

BRANDRAM-HENDERSON,
LIMITED

MANUFACTURERS

Montreal, Halifax,
St. John, Winnipeg.

of the potash, water only being required. But if the tile is likely to stain with the potash, a wash of diluted ammonia will remove the paint spots, which, in turn can be washed off with clean water.

SELECTION OF PAINT BRUSHES.

In order to get the highest value out of your money, in purchasing any article, it is essential to take both quality and price into careful consideration. In selecting paint brushes dealers too often give quality the secondary place, though admittedly the proper selection of brushes becomes a matter of no little difficulty unless the buyer has given the question a considerable amount of study.

With the object of marketing their brushes at low prices, some small manufacturers cut and skimp the quality wherever possible; this procedure has been made a necessary part of the cheapening process on account of the great scarcity of bristles during the last few years, which scarcity has compelled these smaller manufacturers to adopt the practice of mixing a percentage of fibre, horse hair, or similar cheaper substances as a substitute for all bristles. A large percentage of our so-called cheap imported brushes are really of second grade quality for, as the foreign manufacturers depend mainly on their home trade, their customary policy is to select all the high-grade materials for their domestic trade and to manufacture into brushes for export such materials not considered good enough for their home trade. These are given an attractive finish, make a fine exterior appearance, and are sold at enticingly low prices, but when subjected to a test are found to be exceedingly poor value for the money expended.

It is impossible to judge a paint brush at a casual glance. Often a well finished and apparently good brush when actually used, will be found to be constructed of most wretched materials, with the result that the hairs immediately become loose, fall out, and worst of all, their brushing out quality—which is the most vital point in a paint brush—is found to be a negative quantity.

In selecting a paint brush choose one of convenient style, of perfect elasticity, and composed entirely of bristles. You will then find that there will be no loose hairs and you will have a brush with lasting qualities and one that will always give perfect satisfaction while in use.

TURPENTINE ORCHARDS.

A man who can see far into the future and wishes to make provision for his grandchildren can do it by planting a pine forest in Florida, says the Tampa, Fla., Times. Set out systematically in an old abandoned field, the forest will grow and flourish at intervals of 8 or 10 feet each way. This will make 400 or more trees to the acre. Carefully looked after and replaced when damaged in their youth, these trees will reach

maturity in good shape, say in 40 years. They will be tall, shapely and limbless along the trunk, and \$2,000 an acre is a moderate estimate of what the land will be worth with the trees on it.

IMPORTANT DISCOVERY.

Big deposits of white writing sand, indispensable in the manufacture of the best plate glass, have been discovered near Warman, Sask.

BRITISH LEAD CONSUMPTION.

The imports of lead into Great Britain declined from 229,500 tons in 1905 to 228,200 tons in 1906, while the exports for the year fell from 60,500 tons to 58,400 tons. The consumption of lead in Great Britain showed a decrease of over 25,000 tons compared with 1905.

WALL PAPER SITUATION.

Urged to greater efforts by the success of last year's designs, the wall paper manufacturers have developed patterns for the 1908 trade which promise exceptionally well. The beginning of June will see many travelers on the road with the new lines. It is almost impossible to enter into a discussion on the new offerings at this date, but another month will unfold the whole range. In anticipation of a greater business even than the present season's Canadian manufacturers are putting themselves in readiness to meet the utmost demands.

The staple cheap lines do not show any great changes for the coming season. There are the usual number of new patterns, and some good designs rather out of the usual will be shown.

A few years ago mostly all wall papers were imported into Canada. Now, Canadian manufacturers are able to supply goods which in many cases far outdistance imported lines at the same price.

SOME OF THE NEW LINES.

The following information has been furnished us in regard to the new lines of one wall paper manufactory:

"One of the newest things is the metal background, which has so suddenly broken into favor in the leading art centres of the world. Chamber decorations in all grades, from charming Dresden stripes to elaborate crown effects in unique and handsome colorings are shown. Paneling in two-third decoration styles has been so cordially accepted during the past season that the new samples will have some elegant lines. Scenery friezes properly colored loom large. Silks and duplex papers have their right places, and in addition to the large line of well colored everyday goods, new ceilings in ivory and white will be shown in large variety. We were never so busy before, and we were never so enthusiastic as we are over this season's samples."

Learn to stop grumbling. If you cannot see any good in this world keep the bad to yourself.

**ASK
OUR
TRAVELLERS
OR
WRITE
DIRECT
TO
HEAD
QUARTERS
FOR
CARDS
SHOWING
ENAMELS
AND
STAINS
OUR
HANDY
STAINS
IMITATE
ALL
KINDS
OF
WOOD
THE
CANADA
PAINT
COMPANY
LIMITED
MONTREAL
TORONTO
WINNIPEG.**

Window Glass

Come to us for all kinds of glass. Let us quote you on every specification. We have immense stocks in our large new warehouses.

Star Window Glass
Diamond Picture Glass
Double Diamond Glass
Colored Glass
Rolled Glass
Cathedral Glass
Wire Glass
Heavy 26 oz. 32 oz. Glass
and Glass of all kinds.

LET US QUOTE

A. RAMSAY & SON COMPANY

Glass
Dealers

MONTREAL

10 to 22
Inspector St.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
 WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

**White Lead, Oils and Colors,
 Prepared Paints, Window
 Glass, Varnishes, Etc.**

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green

of JOHN LUCAS & CO.,
 PHILADELPHIA

And CELEBRATED
English Varnishes

of CHAS. TURNER & SON,
 LONDON.

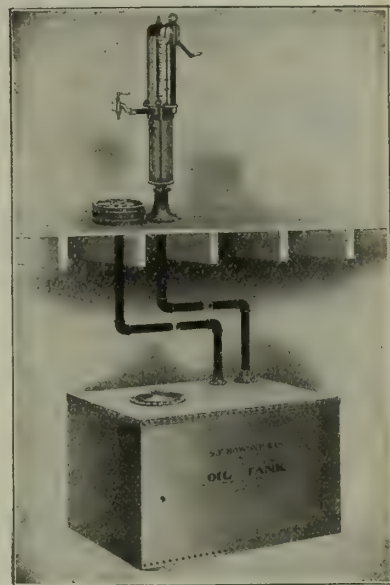
Please mention **HARDWARE AND METAL** when writing.

Why Not Sell all You Buy ?

You can't make a good profit on oils if you lose a large share of the amount you buy through leakage, evaporation, carelessness, etc.

Store your oils in Bowser tanks and you will sell every drop you buy, because the Bowser stops every loss.

Just write us for catalog V which describes the many different styles of Bowser outfits, and we will send it with full information and prices.



Cut 15, Cellar Outfit for Heavy Oils.

S. F. BOWSER & CO., Limited

66-68 Fraser Ave.

Toronto, Can.

VALUES
IN

STAUNTON'S WALL PAPERS

For 1908

All goods 16 yards to
double roll

Our Salesmen are offering
THE BEST VALUES

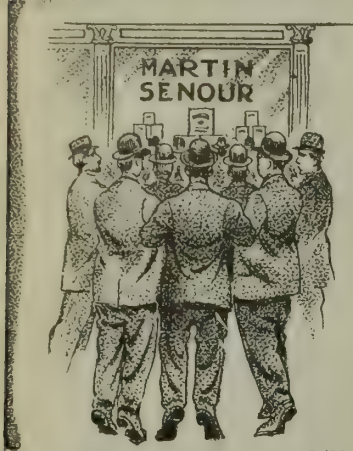
Highest Quality of Materials, Widest Range of
 Catchy Designs, Color Treatments that Attract
 Attention, Compel Interest, Admiration and
 the Desire of Possession

These ESSENTIALS to SUCCESSFUL
WALL PAPERS

are everywhere in evidence in the 51st line of
 new samples made by

STAUNTONS LIMITED
 Makers of Superior Wall Papers
Toronto

Something Interesting



We can make it exceedingly interesting for any paint dealer who is anxious to increase his trade, widen his reputation and put his paint business on a more substantial basis.

Martin-Senour Paint 100 PER CENT PURE

helps the dealer in more ways than one, It not only multiplies sales and increases profits, but it secures for the dealer the co-operation of the manufacturers in advertising his business and establishing his reputation as a live up-to-date dealer. We have a complete plan which we would like to explain. Write and ask us about it.

The MARTIN-SENOUR CO. Ltd.,

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2522 Quarry St. and Archer Ave., Chicago. (Est. 1878.)

The Winnipeg Paint & Glass Co. Ltd.,
Winnipeg.

The Maritime Paint & Varnish Co. Ltd.,
Halifax, N. S.



A MATTER OF DOLLARS



Every time you palm off an inferior paint on a customer—calling it "just as good" as the Best Paint—you are losing money. Losing one customer is bad enough, but if you could hear him describing that "just as good" paint to scores of your probable customers during the year you would certainly abandon the "just as good" brand forever.

ARK BRAND PAINT

100% Durability is featured by all dealers who intend to make good. It's the practical man's favorite paint—water-proof and weather-proof—a paint with lasting life and lustre in every drop.

MURESCO WALL FINISH

Still leads because of its intrinsic merits. There is no other wall finish comparable with it. Big successful decorators will use no other and there's money in it for the dealer. Let us tell you how.

BENJAMIN MOORE & CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICE AND WORKS:

TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carterett, N.J.





DON'T SELL PAINT THAT IS CHEAP AND INFERIOR. The **Falcon Brand** for paints and varnishes, etc., means that they are not only **good**, but that they are the very **highest grade** that up-to-date paint making can produce.

There's good money in it for you.

Send us a sample order and we will prove our statement.

PHASANTITE

an ideal water paint.

FALCONITE

White Enamel of high-grade.

LACKERITE

Our new Varnish Stains in 12 colors.

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

L U C A S

PHILADELPHIA

BOSTON

NEW YORK

SAN FRANCISCO

CHICAGO

There's a Difference

A Difference which means money in your pocket when you handle goods of proven quality instead of goods merely proclaimed high grade because of popular credulity. Our famous

VARNISH TURPENTINE

is no experiment. Its **AI QUALITIES** have been positively demonstrated by practical men, whose names we are anxious to mail to doubters. But—our unprecedented method of doing business speaks louder for the genuine goodness of our Varnish Turpentine than mere words could.

Try it at Our Expense.

The Defiance Mfg. & Supply Co.

TORONTO

ONTARIO

WE Claim to give all round satisfaction to you and your customers. BLACK DIAMOND Tarred Felt sells easily always.

When once used the satisfaction is established, because every part of the paper is alive with quality. All our lines have the same strong pulling power, and you should get after this trade in your district.

OUR WRAPPING PAPER HAS NO RIVAL ON THE MARKET. ASK FOR THE BRAND.

Our Brands:



Black Diamond
Tarred Felt

Joliette and Cyclone
Sheathing

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

July 12, 1907

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's per lb. 0 18 0 23
Hallett's 0 20

BOILER PLATES AND TUBES.

Plates, $\frac{1}{2}$ to $\frac{3}{4}$ inch, per 100 lb. 2 40 2 50
Heads, per 100 lb. 2 60 2 75
Tank plates 3-16 inch 2 60 2 70
Tubes per 100 feet, $\frac{1}{2}$ inch 8 25 8 50
" " 2 " 9 00 9 10
" " 3 " 10 50 11 00
" " 3 " 12 07 12 50
" " 4 " 15 00 16 00
" " 4 " 19 23 20 00

BOILER AND T.K. PITTS.

Plain tinued and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c; Imperial Tough, 66c; White Brass, 50c; Metallic, 35c; Harris Heavy Pressure, 25c; Hercules, 25c; White Bronze, 15c; Star Frictionless, 14c; Alluminoid, 10c; No. 4, 9c, per lb.
James Robertson Co.—Extra and genuine Monarch, 60c; Crown Monarch, 50c; No. 1 Monarch 40c; King, 30c; Fleur-de-lis, 20c; Thurber, 15c; Philadelphia, 12c; Canadian, 10c; hardware, No. 1, 15c; No. 2, 12c; No. 3, 10c, per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, 25 p.c. advance.
Sheets, 12 to 14 in. 0 30
Tubing, base, per lb 5-16 to 2 in. 0 33
Tubing $\frac{1}{2}$ to 3-inch, iron pipe size. 0 31
" 1 to 3-inch, seamless. 0 36
Coppe tubing, 6 cents extra.

COPPER.

Per 100 lb.
Cast ingot. 23 50 24 00
Out lengths, round, bars, $\frac{1}{2}$ to 2 in. 35 00
Plain sheets, 14 oz. 36 00
Plain, 16 oz., 14x48 and 14x60 35 00
Tinned copper sheet, base 38 00
Planished base. 43 00
Braziers' (in sheets), 4x6 ft., 25
to 30 lb. each, per lb., base. 0 34 0 35

BLACK SHEETS.

Montreal Toronto
8 to 10 gauge 2 70 2 75
12 gauge 2 70 2 75
14 " 2 50 2 60
17 " 2 50 2 60
18 " 2 50 2 60
20 " 2 50 2 60
22 " 2 55 2 65
24 " 2 55 2 70
26 " 2 65 2 85
28 " 2 70 3 00

CANADA PLATES.

Ordinary, 52 sheets 2 75 3 05
All bright 3 75 4 05
Galvanized—Dom. Crown. Ordinary.
18x24x52 4 45 4 35
60 4 70 4 60
20x28x80 8 90 8 70
" 9 40 9 20

GALVANIZED SHEETS. Colborne

B. W. Queen's Fleur- Gordon Crown Gorbals
gauge Head de-Lis Crown Best
16-20 3 95 3 80 3 95
22-24 4 20 4 05 4 00 4 05
26-28 4 45 4 30 4 40 4 30
28-30 4 70 4 55 4 60 4 55
Less than case lots 10 to 25c. extra.
Apollo Brand.
24 gauge, American 3 85
26 " 4 10
28 " 4 55
10 $\frac{1}{2}$ oz. 4 85
25c. less for 1,000 lb. lots.

IRON AND STEEL.

Montreal Toronto.
Middlesboro, No. 1 pig iron. 21 50 24 50
Middlesboro, No. 3 pig iron. 20 50 23 50
Summerlee, 25 50 24 50
" special 24 50
" soft 24 00
Carron 26 00
Carron Special 24 50
Carron Soft 24 00
Clarence, No. 3 21 50 23 50
Glenbrook, No. 1 27 00
Midland, Londonderry and Hamilton, off the market but quoted nominally at 26 00
Radnor, charcoal iron. 32 00 34 10
Common bar, per 100 lb. 2 20 2 30
Forged iron 2 45
Refined 2 70
Horseshoe iron 2 60
Hoops steel, 1 $\frac{1}{2}$ to 3 in. base. 2 25
Sleigh shoe steel 2 25
Tire steel 2 40
Best sheet cast steel. 0 12
B. K. Morton "Alpha" high speed. 0 65
Colonial black diamond. 0 8
Sanderson's 0 08
Jesse's standard 0 14
" ark high speed 0 60
" Leonard brand 0 03
Jonas & Colver's tool steel. 0 10
Jowett & Sons B.F.L. "tool steel" 0 10 $\frac{1}{2}$ 0 11

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. \$44 00 \$45 00

TIN PLATES.

Charcoal Plates—Bright
M.L.S., Famous (equal Bradley) Per box
I.C. 14 x 20 base 8 50
IX, 14 x 20 " 8 00
IXX, 14 x 20 base 9 50
Raven and Vulture Grades—
I.C. 14 x 20 base 5 00
IX " 6 00
IX X " 7 00
IX X X " 8 00
"Dominion Crown Best"—Double Coated, Tissue. Per box.
I.C. 14 x 20 base 5 50
IX, 14 x 20 " 6 50
IXX, 14 x 20 " 7 50
"Allaway's Best"—Standard Quality.
I.C. 14 x 20 base 4 55
IX, 14 x 20 " 5 40
IX X, 14 x 20 " 6 15
Bright Cokes.
Bessemer Steel—
I.C. 14 x 20 base 4 25
20x28, double box 8 50
Charcoal Plates—Terne
Dean or J. G. Grade—
I.C. 20x28, 112 sheets 7 25
IX, Terne Tin 9 50
Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x56, 50 sheet box. 7 50
" 14x60, " }
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge. 8 50
26 " 9 00
Imported Pig, per 100 lb. 5 45 5 60
Bar. 5 75 6 00
Sheets, 2 $\frac{1}{2}$ lb. sq. ft., by roll 6 50
Sheets, 3 to 6 lb. " 6 25
Cut sheets $\frac{1}{2}$ c. per lb., extra.

SHEET ZINC.

5-cwt. casks 7 75 8 00
Part casks. 8 00 8 25

ZINC SPELTER.

Foreign, per 100 lb. 6 75 7 00
Domestic 6 50 6 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch 0 06
 $\frac{1}{2}$ to 1-16 " 0 05 $\frac{1}{2}$
1-16 to 3 " 0 05
30 per cent.

OLD MATERIAL.

Dealers buying prices:

Montreal Toronto
Heavy copper and wire, lb. 0 17 0 18 $\frac{1}{2}$
Light copper 0 15 0 16
Heavy red brass 0 15 0 16
" yellow brass 0 12 0 13
Light brass 0 08 $\frac{1}{2}$ 0 10
Tea lead 0 03 $\frac{1}{2}$ 0 04
Heavy lead 0 04 0 04 $\frac{1}{2}$
Scrap zinc 0 03 $\frac{1}{2}$ 0 04
No. 1 wrought iron 15 50 11 50
" 2 6 00 6 00
Machinery cast scrap 17 00 16 50
Stove plates 13 00 12 00
Malleable and steel 8 00 8 00
Old rubbers 0 10 $\frac{1}{2}$ 0 11
Country mixed rags, 100 lbs. 1 00 1 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 57 $\frac{1}{2}$ per cent.
Cushion work, discount 41 per cent.
Fuller work, 70 per cent.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42 $\frac{1}{2}$ per cent.; standard, 47 $\frac{1}{2}$ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 42; straightway valves, I.B. & M., 60.
J.M.T. Radiator Valves 50; Standard, 60;
Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock, net 2 00
No. 4 " 1 90
No. 7 Fuller's 2 25
Patent Compression Cushion, basin cock, hot and cold, per doz., \$16.20
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine 25 00

BOILERS—COPPER RANGE.

Copper, 30 gallon, \$33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE.

30-gallon, Standard, \$5; Extra heavy, \$7.75

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, \$1; 18x30, \$1; 18x36, \$1.30.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company Jan. 3, 1907, shows an advance of 10 per cent. over previous quotations.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—40 to 70 per cent.

Furnaces—45 per cent.

Registers—70 per cent.

Hot Water Boilers—50 per cent.

Hot Water Radiators—50 to 55 p.c.

Steam Radiators—50 to 55 per cent.

Wall Radiators and Specials—50 to 55 p.c.

LEAD PIPE

Lead Pipe, 7c. per pound, net list.

Lead waste, 8c. per pound, net list.

Caulking lead, 6c. per pound.

Traps and bends, 40 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
$\frac{1}{2}$ inch	2 40	3 14
"	2 40	3 14
"	2 81	3 66
"	3 80	4 85
1 " "	5 45	7 10
1 " "	7 43	9 63
2 " "	8 91	11 61
2 " "	11 58	15 43
3 " "	18 98	24 73
3 " "	24 92	32 47
4 " "	31 35	40 85
4 " "	35 64	46 44

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.

Cast Iron Fittings 57 $\frac{1}{2}$; Standard bushings 57 $\frac{1}{2}$; headers, 57 $\frac{1}{2}$; flanged unions 57 $\frac{1}{2}$; malleable bushings 55; nipples, 70 and 70; malleable lipped unions, 55 and 5 p.c.

SOIL PIPE AND FITTINGS.

Medium and Extra heavy pipe and fittings, up to 6 inch, 6 and 10 to 70 per cent.

7 and 8-in. pipe, 40 and 5 per cent.

Light pipe, 50 p.c.; fittings, 50 and 10 p.c.

OAKUM.

Plumbers ... per 10 lb. 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

4-lb. to 1 $\frac{1}{2}$ lb. per lb. 0 45 $\frac{1}{2}$ 0 43

2-lb. or over 0 42 $\frac{1}{2}$ 0 46

SOLDER.

Per lb. Montreal Toronto

Bar, half-and-half, guaranteed 0 25 0 26

Wiping 0 22 0 23

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent.

CHEMICALS.

In casks per lb.

Sulphate of copper (bluestone or blue vitrol) 0 09

Litharge, ground 0 06

flaked 0 08 $\frac{1}{2}$

Green copperas (green vitrol) 0 01

Sugar of lead 0 08

Lump olive 0 01 $\frac{1}{2}$

COLORS IN OIL.

Venetian red, 1-lb. tins pure, 0 08

Chrome yellow " 0 15

Golden ochre " 0 10

French " 0 08

Marine black " 0 14

Chrome green " 0 19

French permanent green " 0 13

Signwriters' black " 0 15

CLAUSS BRAND EBONY HANDLED RAZORS

FULLY
WARRANTED



Manufactured from finest Clauss
hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang
and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

169 Spadina Ave.

TORONTO, - ONTARIO

WRITE FOR TRADE DISCOUNT

Domestic sheet	0 10	0 10 1/2
French medal	0 12	0 12 1/2

PARIS GREEN.

600 lb. cask	0 27 1/2	0 27 1/2
250 lb. drums	0 27 1/2	0 27 1/2
100-lb.	0 28 1/2	0 28 1/2
50-lb.	0 28 1/2	0 28 1/2
1-lb. pkgs, 100 in box	0 29 1/2	0 29 1/2
1/2-lb.	0 31 1/2	0 31 1/2
1-lb. tins, 100 in box	0 30 1/2	0 31 1/2
1/2-lb. bag	0 32 1/2	0 32 1/2

PARIS WHITE.

In bbls	0 93	
Orange mineral, casks,	0 08	
100-lb. kegs	0 08 1/2	

PREPARED PAINTS.

Pure, per gallon, in tins	1 30	
Second qualities, per gallon	1 15	
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints	1 55	
Canada Paint Co.'s pure	1 40	
Standard P. & V. Co.'s "New Era"	1 30	
Benj. Moore Co.'s "Ark" B'd	1 25	
"British Navy deck"	1 50	
Brandram-Henderson's "English"	1 45	
Ramsay's paints, Pure, per gal.	1 30	
Thistle	1 10	
Martin-Senour's 100 p.c. pure	1 55	
Senour's Floor Paints	1 25	
Jamieson's "Crown and Anchor"	1 20	
Jamieson's floor enamel	1 50	
Sanderson-Pearcy's, pure	1 20	
Robertson's pure paints	1 20	

FUTTY.

Bulk in bbls	1 60	
Bladders in bbls	1 85	
25-lb. tins	1 90	
Bladders in bulk or tins less than 100 lb.	2 00	
Bulk in 100-lb. irons	1 80	

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90
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SHELLAC.

White, bleached	2 65	
Fine orange	2 60	
Medium orange	2 55	

TURPENTINE AND OIL.

Prime white petroleum	0 13	
Water white	0 14 1/2	
Pratt's astral	0 18	
Castor oil	0 08	0 10
Gasoline	0 22 1/2	
Benzine, per gal	0 17	0 20
Turpentine, single barrels	0 83	0 83
Linseed Oil,	0 65	0 63
raw	0 65	0 63
boiled	0 69	0 71

WHITE LEAD GROUND IN OIL.

Canadian pure	7 15	7 50
No. 1 Canadian	6 80	7 15
Munro's Select Flake White	7 65	
Elephant and Decorators Pure	7 65	
Monarch	7 40	
Standard Decorator's	7 15	
Essex Genuine	6 80	
Brandram's B. B. Genuine	8 70	
"Anchor," pure	7 40	
Ramsay's Pure Lead	7 00	
Ramsay's Exterior	6 65	
"Crown and Anchor," pure	6 50	
Sanderson-Pearcy's	7 40	
Robertson's C.P., lead	7 20	

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 25	
Genuine, 100 lb. kegs	6 50	
No. 1, 560 lb. casks, per cwt	6 00	
No. 1, 100 lb. kegs, per cwt	6 25	

WINDOW GLASS

Size United inches	Star	Double Diamond
Under 26	\$4 25	\$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50

96 to 100	20 50
101 to 105	24 00
106 to 110	27 50

Discount—16-oz., 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07 1/2	0 08
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WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08 1/2
No. 1,	0 07
No. 2,	0 05 1/2

VARNISHES.

	Per gal.	cans.
Carriage, No. 1	1 50	
Pale durable body	3 50	
"hard rubbing"	3 00	
Finest elastic gearing	1 50	
Elastic oak	3 00	
Furniture, polishing	2 00	
Furniture, extra	1 15	
" No. 1.	0 90	
" union.	0 80	
Light oil finish	1 40	
Gold size japan	1 80	
Brown japan	0 95	
No. 1 brown japan	0 95	
Baking black japan	1 35	
No. 1 black japan	0 90	
Benzine black japan	0 70	
Crystal Damar	2 80	
No. 1	2 50	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lighting dryer	0 70	
Elastiline varnish, 1 gal. can, each	2 00	
Granite floor varnish, per gal	2 50	
Maple Leaf coach enamel, size 1,	1 20	
Sherwin-Williams' kopal varnish, gal.	2 50	
Canada Paint Co.'s sun varnish	2 00	
"Kyanize" Interior Finish	2 40	
"Flint-Lac," coach	1 80	
B.H. Co's "Gold Medal," in cases	2 00	
Jamieson's Copalene, per gal	2 00	

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells.	5 50 8 00
American, house bells, per lb.	0 35 0 40
Peterboro' door bells, 3 1/2 and 10 off new list.	

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply, not under 45 lb.	
Ready roofing, 3-ply, not under 65 lb.	1 00
Carpet Felt	1 25
Heavy Straw Sheathing	40 00
Dry Surprise	0 45
Dry Sheathing	40 00
Tar	400 " 0 50
Dry Fibre	400 " 0 55
Tarred Fibre	400 " 0 55
O. K. & L. X. L.	400 " 0 55
Resin-sized	400 " 0 45
Oil-sized Sheathing	600 " 1 00
Oiled	400 " 0 70
Root Coating, in barrels	0 17
Roof	0 25
Refined Tar	5 00
Coal Tar	4 00
Coal Tar, less than barrels	0 80
Roofing Pitch	0 80
Slaters' felt	0 70
Heavy Straw Sheathing f. o. b. St.	
John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.	
Wrought Iron, 70 per cent.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 70 per cent.	

CEMENT AND FIREBRICK.

Canadian Portland	2 00	2 10
Belgium	1 60	1 90
White Bros. English	1 80	2 05
"Lafarge" cement in wood	3 40	
"Lehigh" cement, in wood	2 54	

"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick, Scotch, per 1,000	27 00 30 00
English	17 00 21 00
American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000	
Blue metallic, 9"x4"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 3 1/2 and 10 per cent.	
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DOOR SPRINGS.

Torrey's Rod	1 75
Coil, 9 to 11 in.	0 95 1 65
English	2 00 4 00
Chicago and Reliance Coil 25 per cent.	

STORE DOOR HANDLES.

Per Dozen	1 00 1 50
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ESCUTCHEONS.

Discount 50 and 10 per cent., new list	
Peterboro, 3 1/2 and 10 per cent.	

ESCUTCHEON PINS.

Iron, discount 40 per cent.	
Brass, 45 per cent.	

HINGES.

Blind, discount 60 per cent.	
Heavy T and strap, 4-in., per lb. net.	0 06
" 5-in., "	0 05 1/2
" 6-in., "	0 05 1/2
" 8-in., "	0 05 1/2
" 10-in. and larger	0 05

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in.	4 65
over 12 in.	3 65
Spring, No. 20, per gro. pairs	10 80
Spring, Woodyatt pattern, per gro., No. 5,	
\$17.50 No. 10, \$18; No. 20, \$10.80; No. 12,	
\$20; No. 51, \$10; No. 50, \$27.50.	
Crate hinges and back flaps, 65 and 5 p. c.	
Hinge hasps, 65 per cent.	

SPRING HINGES.

Chicago Spring Butts and Blanks 12 1/2 per cent.	
Triple End Spring Butts, 30 and 10 per cent.	
Chicago Floor Hinges, 3 1/2 and 5 off.	
Garden City Fire House Hinges, 12 1/2 p.c.	

CAST IRON HOOKS.

Bird cage	0 50 1 10
Clothes line, No. 61.	0 00 0 70
Harness	0 60 12 00
Hat and coat	1 10 10 00
Wrought hooks and staples	0 50 1 00
3 x 5	2 65
5-16 x 5	3 30
Bright steel gate hooks and staples, 40 p.c.	
Corset hat and coat wire, 60 per cent.	
Screw, bright wire, 65 per cent.	

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin	2 75 3 25
Bronze, Genuine	6 00 9 00
Shutter, porcelain, F. & L.	
screw	1 30 2 00
White door knobs	2 00
Peterboro knobs, 3 1/2 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.	
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HANDLES.

Peterboro, 3 1/2 and 10 per cent.	
Russell & Erwin, steel rim \$2.50 per doz	
Eagle cabinet locks, discount 30 per cent	
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.	

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent	
Emery, discount 35 per cent.	
Garnet (Rutten) 5 to 10 per cent. advance	

SASH WEIGHTS.

Sectional	2 00 2 25
Solid	1 50 1 75

SASH CORD.

Per lb.	0 31
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BLIND AND BED STAPLES.

All sizes per lb.	0 07 1/2 0 10
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WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50
Coopers, discount 45 per cent.	
Poultry netting staples, discount 40 per cent.	
Bright spear point, 75 per cent. discount.	

TOOLS AND HANDLES.

ADZES.	
Discount 22 1/2 per cent.	

AUGERS.

Gilmour's, discount 60 per cent. off list.	
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AXES.

Single bit, per doz.	6 00 9 00
Double bit, "	10 00 11 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Irwin's auger, discount 47 1/2 per cent.	
Gilmour's auger, discount 60 per cent.	
Rockford auger, discount 50 and 10 per cent.	
Jennings' Gen. auger, net list.	
Gilmour's car, 4 1/2 per cent.	
Clark's expansive, 40 per cent.	
Clark's gimlet, per doz.	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross	2 25

BUTHERS' OLEAVERS.

German	7 00 9 00
American	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.	
P. S. & W. Extra, discount, 70 per cent.	

CROSSCUT SAW HANDLES.

S. & D., No. 3	0 13
S. & D., " 5	0 11 1/2
S. & D., " 6	0 18
Boynston pattern	0 20

CROWBARS.

3 1/2 to 4 c. per lb.	
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DRAW

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.		TAPE LINES.		BROOK'S.		MACHINE SCREWS.	
Canadian, discount 40 to 42 1/2 per cent.		English, ass skin, per doz.	2 75	Pipe Vise, Hinge, No. 1	0 12 1/2	Flat head, iron and brass, 35 per cent.	
Shingle, Red Ridge 1, per doz.	4 40	English, Patent Leather	5 50	" " No. 2	3 50	Felister head, iron, discount 50 per cent.	
" 2, " "	4 80	Chesterman's, each	0 90	Raw Vise	4 50	" " brass, discount 25 per cent.	
Barrel Underhill	5 06	steel, each	0 80	Blacksmith's (discount) 60 per cent.	5 00		
HOES.		Berg's, each, 924x11	0 75	parallel (discount) 45 per cent.			
Mortar, 50 and 10 per cent.		TROWELS.		BOLTS AND NUTS		TACKS, BRADS, ETC.	
MALETS.		Diston's, discount 10 per cent.		Carriage Bolts, common (\$1 list)	Per cent.	Carpet tacks, blued, 80 and 5; tinned, 90	
Tinsmiths', per doz.	1 25	" " discount 35 per cent.		" " " and smaller	60, 10 and 10	and 10; (in legs), 40; cut tacks, blued, in	
Carpenters', hickory, " "	1 25	" " pointing, 924x11	2 10	" " 7-16 and up	55 and 5	dozens only, 75 and 10; 1/2 weight s, 60; Swedes	
Lignum Vitae	3 85			" " Norway Iron (\$3 list)	50	cut tacks, blued and tinned, bulk, 80 and 1/2	
Caulking, each	0 60			Machine Bolts, 7/16 and less	60 and 10	dozens, 75; Swedes, upholsterers', bulk, 85	
MATTOCKS.				Machine Bolts, 7-16 and up	55 and 10	and 12 1/2; brush, blued and tinned, bulk, 70;	
Canadian, per doz.	5 50			Plough Bolts	55 and 5	Swedes, gimps, blued, tinned and japanned,	
MEAT CUTTERS.				Blank Bolts	55 and 10	75 and 12 1/2; zinc tacks, 35; leather carpet	
German, 15 per cent.				Bolt Ends	55	tacks, 40; copper tacks, 25; copper nails 3).	
American discount, 33 1/2 per cent.				Sleigh Shoe Bolts, 7/16 and less	60 and 10	trunk nails, black, 65; trunk nails, tinned and	
NAIL PULLERS.				Coach Screws, cone-point	70 and 5	blued, 65; clout nails, blued and tinned, 65;	
German and American	0 85			Nuts, square, all sizes, 4c. per cent. off		chair nails, 35; patent brads, 4; fine finish-	
No. 1	0 85			Nuts, hexagon, all sizes, 4c. per cent. off		ing, 40; lining tacks, in papers, 16; lining	
No 1573	0 75			Stove Rods per lb., 5/16 to 3/8		tacks, in bulk, 15; lining tacks, solid heads,	
NAIL SETS.				Stove Bolts, 75 per cent.		in bulk, 75; saddle nails, in paper, 11;	
Square, round and octagon, per gross	3 38					saddle nails, in bulk, 11; tufting buttons, 22	
Diamond	1 00					line in dozens only, 60; zinc glaziers' points,	
PICKS.						5; double pointed tacks, papers, 90 and 1;	
Per dozen	6 00					double pointed tacks, bulk, 40; c/nch and	
PLANES.						duck rivets, 4; cheese box tacks, 85 and 5;	
Wood bench, Canadian, 40, American, 25						trunk tacks, 80 and 10.	
Wood, fancy, 3/4 to 40 per cent.							
Stanley planes, \$1.55 to \$3.60, net list prices.							
PLANE IRONS.							
English, per doz.	2 00						
Stanley, 2 1/2 inch, single 24c., double 39c.	5 00						
PLIERS AND NIPPERS.							
Buttons genuine, 3/4 to 40 per cent.							
Buttons imitation, per doz.	5 00						
Berg's wire fencing, per doz.	1 72						
PUNCHES.							
Saddlers, per doz.	1 00						
Conductors', " "	3 00						
Finners, solid, per set	0 72						
" hollow, per inch	1 00						
RIVET SETS.							
Canadian, discount 35 to 37 1/2 per cent.							
RULES.							
Boxwood, discount 70 per cent.							
Ivory, discount 20 to 25 per cent.							
SAWS.							
Atkins, hand and crosscut, 25 per cent.							
Diston's Hand, discount 12 1/2 per cent.							
Diston's Crosscut, per foot	0 35						
Hack, complete, each	0 75						
" frame only, each	0 50						
S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, \$8.25; tuck, No. 1 Maple Leaf, \$5.25; buck, Happy Medium \$4.25; buck, Watch Spring, \$1.25; buck, common frame, \$4.00.							
Spear & Jackson's saws—Hand or rip, 26 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$3; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.							
SAW SETS.							
Lincoln and Whiting	4 75						
Hand Sets, Perfect	4 00						
X-Out Sets	7 50						
Maple Leaf and Premiums saw sets, 40 off.							
S. & D. saw swages, 40 off.							
SCREW DRIVERS.							
Sargent's, per doz.	0 65						
North Bros., No. 30, per doz.	16 80						
SHOVELS AND SPADES.							
Canadian, discount 45 per cent.							
SQUARES.							
Iron, discount 20 per cent.							
Steel, discount 65 and 10 per cent.							
Try and Bevel, discount 50 to 52 1/2 per cent.							

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

CUTLERY AND SILVER-WARE

RAZORS.		per doz.
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Vade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Cutter"	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00
Clauss Razors and Strops,	50 and 10 per cent	
KNIVES.		
Farriers-Stacey Bros., doz	3 50	
PLATED GOODS		
Hollowware, 40 per cent. discount.		
Flatware, staples, 40 and 10, fancy, 40 and 5.		
Hutton's "Cross Arrow" flatware, 47½.		
"Singleless" and "Alaska" Nevada silver		
flatware, 42 p.c.		
SHEARS.		
Clauss, nickel, discount 60 per cent.		
Clauss, Japan, discount 67½ per cent.		
Clauss, tailors, discount 40 per cent.		
Seymour's, discount 50 and 10 per cent.		
Berg's	6 00	12 00

HOUSE FURNISHINGS.

APPLE PARERS.		
Woodyatt Hudson, per doz., net	4 50	
BIRD CAGES.		
Brass and Japanned, 40 and 10 p.c.		
COPPER AND NICKEL WARE.		
Copper boilers, kettles, teapots, etc.	20 p.c.	
Copper pitta, 30 per cent.		
KITCHEN ENAMELED WARE.		
White ware, 75 per cent.		
London and Princess, 50 per cent.		
Canada, Diamond, Premier, 50 and 10 p.c.		
Pearl, Imperial, Crescent and granite steel,		
50 and 10 per cent.		
Premier steel ware, 40 per cent.		
Star decorated steel and white, 25 per cent.		
Japanned ware, discount 45 per cent.		
Hollow ware, tinned cast, 35 per cent. off.		
KITCHEN SUNDRIES.		
Can openers, per doz.	0 40	0 75
Mincing knives per doz.	0 50	0 80
Duplex mouse traps, per doz.	0 65	0 85
Potato mashers, wire, per doz.	0 60	0 70
" " wood	0 50	0 60
Vegetable slicers, per doz.	2 25	
Universal meat chopper No. 1.	1 15	
Enterprise chopper, each	1 30	
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	0 60	
LAMP WICKS.		
Discount, 60 per cent.		
LEMON SQUEEZERS.		
Porcelain lined, per doz.	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass	0 50	0 90
METAL POLISH.		
Tandem metal polish paste	6 00	
PICTURE NAILS.		
Porcelain head	1 35	1 50
Brass head	0 40	1 00
Tin and gilt, picture wire, 75 per cent.		
BAD IRONS.		
Mrs. Potts, No. 55, polished, per set	0 80	
" " No. 50, nickel-plated, "	0 92	
Camoston, plain	4 50	
" " plated	5 50	
Asbestos, per set	1 50	
TINWARE.		
CONDUCTOR PIPE.		
2-in. plain or corrugated, per 100 feet,		
\$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45;		
6 in., \$9.93.		
FAUCETS.		
Common, cork-lined, discount 35 per cent.		
SAVETROUGHS.		
10-inch	per 100 ft.	3 30
FACTORY MILK CANS.		
Discount off revised list, 35 per cent.		
Milk can trimmings, discount 25 per cent.		
Creamery Cans, 45 per cent		

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain,	"	4 75
No. 6, safety	"	4 00
Better quality at higher prices.		
Japanning, 50c. per doz. extra.		
Prism globes, per doz., \$1.20.		

OILERS.

Kemp's Tornado and McClary's Model		
galvanized oil can, with pump, 5 gal-		
lon, per dozen	10 92	
Davidson oilers, discount 40 per cent.		
Zinc and tin, discount 50 per cent.		
Coppered oilers, 20 per cent. off.		
Brass oilers, 50 per cent. off.		
Malleable, discount 25 per cent.		
PAILS (GALVANIZED).		
Dufferin pattern pails, 45 per cent.		
Flaring pattern, discount 45 per cent.		
Galvanized washtubs 40 per cent.		

PIECED WARE.

Discount 35 per cent off list, June, 1899.		
10-qt. flaring sap buckets, discount 35 per cent.		
6, 10 and 14-qt. flaring pails dis. 35 per cent.		
Copper bottom tea kettles and boilers, 30 p.c.		
Coal hods, 40 per cent.		

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.		
Retined, 72½ per cent. revised list.		

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	8 00
Eureka tinned steel, hooks		

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch		8 18
Nestable, discount 40 per cent.		

STOVEPIPE ELBOWS.

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48
Polished, 15c. per dozen extra.		

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.		
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TINNERS' SNIPS.

Per doz.	3 00	15
Clauss, discount 35 per cent.		

TINNERS' TRIMMING.

Discount, 45 per cent.		
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WIRE.

ANNMALED CUT HAY BAILING WIRE.		
No. 12 and 13, \$4; No. 13, \$4.10;		
No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to		
11', 25 per cent.; other lengths 20c. per 100		
lbs. extra; if eye or loop on end add 25c. per		
100 lbs. to the above.		

BRIGHT WIRE GOODS.

Discount 40 per cent.		
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CLOTHES LINE WIRE.

7 wire solid line, No. 17, \$4.90; No.		
18, \$3.00; No. 19, \$2.70; 8 wire solid line,		
No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.83.		
All prices per 1000 ft. measure; 6 strand, No.		
18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton,		
Toronto, Montreal.		

COILED SPRING WIRE.

High Carbon, No. 2, \$2.95; No. 11, \$3.50;		
No. 12, \$3.20.		

COPPER AND BRASS WIRE.

Discount 37½ per cent.		
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FINE STEEL WIRE.

Discount 25 per cent. List of extras		
In 100-lb. lots: No. 17, \$5 - No. 18,		
\$5.50 - No. 19, \$6 - No. 20, \$6.65 - No. 21,		
\$7 - No. 22, \$7.30 - No. 23, \$7.65 - No.		
24, \$8 - No. 25, \$9 - No. 26, \$9.50 - No. 27,		
\$10 - No. 28, \$11 - No. 29, \$12 - No. 30, \$13 -		
No. 31, \$14 - No. 32, \$15 - No. 33, \$16 - No. 34,		
\$17. Extras net-tinned wire, Nos. 17-25,		
75c.-olling, 10c.-in 25-lb. bundles, 15c.-in 5-		
and 10-lb. bundles, 25c.-in 1-lb. hanks, 25c.		
-in 4-lb. hanks, 38c.-in 1-lb. hanks, 50c.-		
packed in casks or cases, 15c.-bagging or		
papering, 10c.		

FENCE STAPLES.

Bright	2 80	Galvanized	3 30
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HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95;		
f.o.b., Montreal.		

GALVANIZED WIRE.

Per 100 lb.-Nos. 4 and 5, \$3.9c -		
Nos. 6, 7, 8, \$3.35 - No. 9, \$2.85 -		
No. 10, \$3.49 - No. 11, \$3.45 - No. 12, \$3.00		
-No. 13, \$3.10 - No. 14, \$3.95 - No. 15, \$4.30		
-No. 16, \$4.30 from stock. Base sizes, Nos.		
6 to 9, \$2.35 f.o.b. Cleveland. Extras for		
cutting.		

LIGHT STRAIGHTENED WIRE.

Over 20 in.		
Gauge No. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	\$0.50	\$0.75
6 to 9	0.75	1.25
10 to 11	1.00	1.75
12 to 14	1.50	2.25
15 to 16	2.00	3.00

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.40; No. 10 gauge, 6c.		
extra; No. 11 gauge, 12c extra; No. 12		
gauge, 20c extra; No. 13 gauge, 30c extra;		
No. 14 gauge, 40c extra; No. 15 gauge, 55c.		
extra; No. 16 gauge, 70c extra. Add 60c.		
for coppering and \$2 for tinning.		
Extra net per 100 lb. - Oiled wire 10c.,		
spraying wire \$1.25, bright soft drawn 15c.,		
charcoal (extra quality) \$1.25, packed in casks		
or cases 15c., bagging and papering 10c., 50		
and 100-lb. bundles 10c., in 25-lb. bundles		
15c., in 5 and 10-lb. bundles 25c., in 1-lb.		
hanks, 50c., in 1-lb. hanks 75c., in 1-lb.		
hanks \$1.		

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 p.c. Other sizes, 45 p.c.		
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WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.72½, per		
100 sq. ft.; in 50-ft. rolls, \$1.77½, per 100 sq. ft.		

WIRE FENCING.

Galvanized barb.....	2 95
Galvanized, plain twist.....	3 30
Galvanized barb, f.o.b. Cleveland,	\$2.70 for
small lots and \$2.60 for carlots	

WOODENWARE.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,		
\$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto		
Hamilton, London and 30, 30 and 30		
per cent.; f.o.b. Ottawa, Kingston and		
Montreal, 40 and 15 per cent. discount,		
Taylor-Forbes, 30 and 30 per cent.		

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.		
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FIBRE WARE.

Star pails, per doz.	3 00
0 Tubs	14 00
1 "	12 00
2 "	10 00
3 "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.		
Wagoner Extension Ladders, dis. 40 per cent.		

"BEST" MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00
	16 50

REFRIGERATORS.

Discount, 40 per cent.		
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SCREEN DOORS.

Common doors, 2 or 3 panel, walnut		
stained, 4-in. style	per doz.	7 25
Common doors, 2 or 3 panel, grained		
only, 4-in. style	per doz.	7 55
Common doors, 2 or 3 panel, light stair		
per doz.		9 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square	63 00
Eclipse, per doz.	64 00
Downfall	63 00
New Century, per doz.	75 00
Daisy	64 00

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 p.e.		
Agricultural, not wider than 4 in., 75 per cent		
Lace leather, per side, 75c.; cut laces, 80c.		

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel	"	4 50

CARPET STRETCHERS.

American	per doz.	1 00
Bullard's	"	1 50
		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.		
Plate, discount 52½ to 57½ per cent.		

PINE TAR.

½ pint in tins	per gross	7 90
"	"	9 60

PULLEYS.

Hothouse	per doz.	0 55
Awning	"	0 22
	"	0 35

PUMPS.

Canadian clatern	1 40	2 00
Canadian pitcher spout	1 80	3 16
Berg's wing pump, 75 per cent.		

ROPE AND TWINE.

Bandana pumpies	50c	1 00	3 10
Berg's wing pump	75	per cent.	
ROPE AND TWINE.			
Sisal			0 104
Pure Manila			0 15
"British" Manila			0 13
Cotton, 3-16 inch and larger	0 21		0 22
" 5-32 inch	0 25		0 27
" 1 inch	0 25		0 28
Russia Deep Sea			0 16
Jute			0 09
Lath Yarn, single			0 10
double			0 104
Sisal bed cord	60 feet	per ton.	0 65
" 60 feet			0 85
" 72 feet			0 93

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CLASSIFIED LIST OF ADVERTISEMENTS.

Alabastine. Alabastine Co., Limited, Paris, Ont.	Hyde, F., & Co., Montreal. Lewis Bros. & Co., Montreal. Lewis, Rice, & Son, Toronto. Lockerby & McComb, Montreal. Lufkin Rule Co., Saginaw, Mich. Newman & Sons, Birmingham. North Bros. Mfg. Co., Philadelphia, Pa. Stanley Rule & Level Co., New Britain. Stanley Works, New Britain, Conn. Stephens, G. F., Winnipeg. Taylor-Forbes Co., Guelph, Ont.	Electric Fixtures. Canadian General Electric Co., Toronto. Morrison James, Mfg. Co., Toronto. Munderloh & Co., Montreal.	Montreal Rolling Mills Co., Montreal. J. N. Warminton, Montreal.
Auditors. Davenport, Pickup & Co., Winnipeg.	Carriage Accessories. Carriage Mountings Co., Ltd., Toronto. Covert Mfg. Co., West Troy, N.Y.	Electro Cabinets. Cameron & Campbell Toronto.	Hot Water Boilers and Radiators. Cluff, E. J., & Co. Toronto. Pease Foundry Co., Toronto. Taylor-Forbes Co., Guelph.
Automobile Accessories. Canada Cycle & Motor Co., Toronto Junction. Carriage Mountings Co., Ltd., Toronto.	Carriage Springs and Axles. Guelph Spring and Axle Co., Guelph.	Enameled Ware Kemp Mfg. Co., Toronto.	Ice Cream Freezers. Dana Mfg. Co., Cincinnati, Ohio. North Bros. Mfg. Co., Philadelphia, Pa.
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Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.

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Canada Metal Co., Toronto.
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Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roberts, J. A., & Co., Montreal.
Roper, J. H., Montreal.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co., Montreal.

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Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

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Dominion Wire Mfg. Co., Montreal.

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Bowser, S. F. & Co., Toronto.

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Dennis Wire & Iron Co., London, Ont.

Packing.

Gutta Percha & Rubber Co., Toronto.

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Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Dols, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C. & Co., Montreal.
Lucas John & Co., New York.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co., Toronto.
Ottawa Paint Works, Ottawa.
Queen City Oil Co., Toronto.
Ramsey & Son, Montreal.
Sanderson Percy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.

Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
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Somerville, Limited, Toronto.
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Standard Sanitary Co., Pittsburg.
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Vinkery, Orlando, Toronto.

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Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
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Frothingham & Workman, Montreal.

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Montreal Rolling Mills Co., Montreal.

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Canadian Sewer Pipe Co., Hamilton.
Hyde, F., & Co., Montreal.

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Clauss Shear Co., Toronto.

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Eclipse Mfg. Co., Ottawa.
Frothingham & Workman, Montreal.
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Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

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Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers.

Cavers Bros., Galt.

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

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Dennis Wire & Iron Co., London.

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.

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Canadian Heating & Ventilating Co., Owen Sound.
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Down Draft Furnace Co., Galt.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
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Howard, Wm., Toronto.
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McClary Mfg. Co., London.
Merrick Anderson, Winnipeg.
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co., Brockville.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.

Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tents.

Tobin Tent and Awning Co., Ottawa.

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American Sheet & Tin Plate Co., Pittsburgh, Pa.
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Deffiance Mfg. Co., Toronto.

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Buffalo Mfg. Co., Buffalo, N.Y.

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Frothingham & Workman, Montreal.
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Dominion Wire Mfg. Co., Montreal.
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound.
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.

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Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Spring rush commences.

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Dominion Works, Port Hope, Ont.

“Seeing is Believing”

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at \$26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

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who has ever used our Fig. 92, and if he does not say “it is the best ever” then we will acknowledge “the exception which proves the rule.” There is no use looking for anything better than we have in our catalogue and prices must of course be right as well. Let us have a little talk together.

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In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

AEOLIAN VENTILATORS

They have been tried all over Canada, and have never failed to give complete satisfaction.

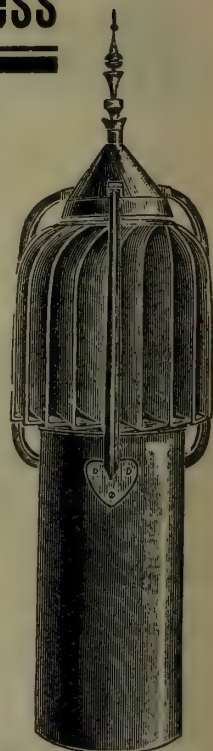
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In answer to your request, we take very much pleasure in saying that we have your system of ventilation installed in our Church for several years and it has given us entire satisfaction.

Fre. MARIE RAYMOND, O.F.M.

Write us for terms.

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Contractors Montreal



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(Can be supplied in copper, if so desired.)

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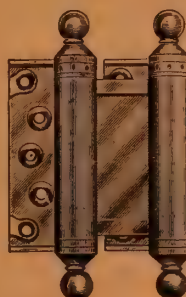
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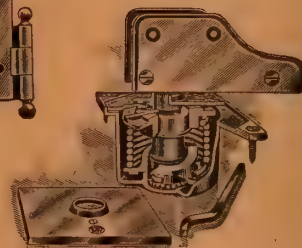
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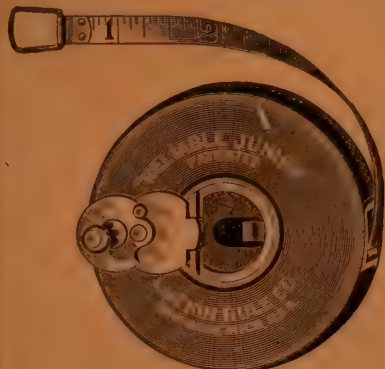
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are good holiday souvenirs and live sellers the whole year. Are made well and are made out of good material. That is why we guarantee every one that we put out. When ordering Cork Screws try **Walker's**

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ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
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HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, JULY 20, 1907

NO. 29.

**"QUEEN'S HEAD" and
"SOUTHERN CROSS"
BLACK SHEETS**
Will stand any work.

JOHN LYSAGHT, Limited, Makers,
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clinch both reputation and profit,
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This machine is easily operated,
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simply **cannot destroy** the most
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the profits?

If your jobber cannot supply you,
write us direct.

TAYLOR-FORBES COMPANY, Limited
GUELPH, CANADA

See Classified List of Advertisements on Page 66.

HARDWARE AND METAL

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Dessert Sets,
in Pearl
and Ivory.



Fish and
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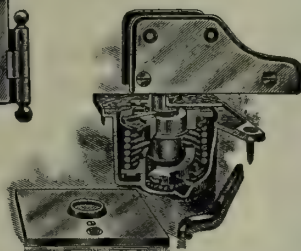
TORONTO.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING FLOOR HINGE



Chicago Spring Butt Company

CHICAGO NEW YORK
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Builders' Hardware

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Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

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Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{3}{8}$ in. in one bush. bags

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Wholesale Hardware

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OTTAWA, ONT.

Other Tools are very
Good Tools, but

SOREW DRIVERS

“YANKEE TOOLS”

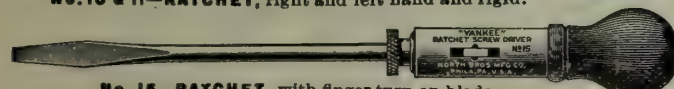
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The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS
of the KIND.

DRILLS



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No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31—“ “ “ “ (heavy pattern)
No. 20—“ “ “ “ right hand only.



No. 12—RATCHET, with stub blade

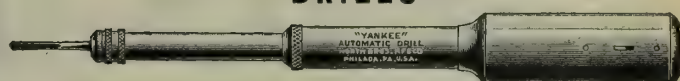
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screw driver.



Countersink,
for spiral ratchet
screw driver.



No. 60—POCKET
SCREW DRIVER.



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



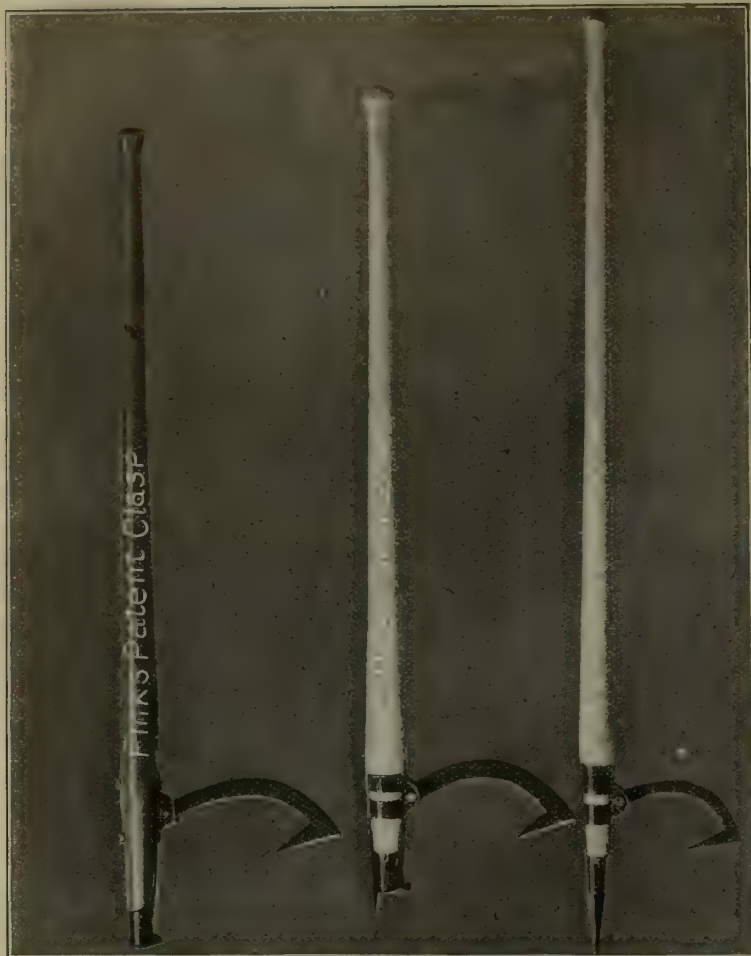
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We manufacture all kinds of Lumber Tools

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**Pink's Patent Clasp Cant Dogs, all Handled
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These are light and durable tools.

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TORONTO

FACTS

During the months of July and August there is more sorting and mail order business than any other six months in the year. During these months you buy seasonable goods and when you order them by letter you want them shipped promptly. If you are not a regular customer of this company's it will pay you to send us a few of these orders as we are satisfied that later on we will get the large end of your business. If you are short any of the following lines send us your next order and if you do this we would recommend that you allow us a little latitude in filling it. We have well assorted stocks of **Paris Green, Harvest Tools, Sibley Scythes, Hay Rakes, Grain Cradles, Snaths, Myers Haying Tools, Rope and Hay Forks, Pulleys, Poultry Netting, Lawn Mowers, Road Scrapers, Rubber Hose, Oil Stoves, Gas Stove Tubing,** etc. We believe a shipment from Montreal will reach you quicker than from a nearby point. Try it.

LEWIS BROS., LTD.

OTTAWA
TORONTO

MONTREAL
WINNIPEG

VANCOUVER
CALGARY

Consumers Cordage Co.,

LIMITED

CORDAGE

Manufacture every variety of

PACKING

BINDER TWINE

LATHYARN

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

SMALL TWINES

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

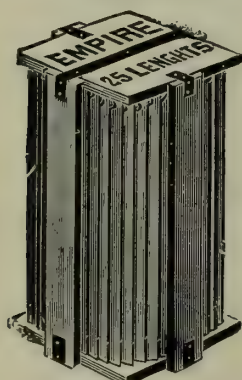
CONSUMERS CORDAGE CO., Limited, St. John, N.B.

MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.



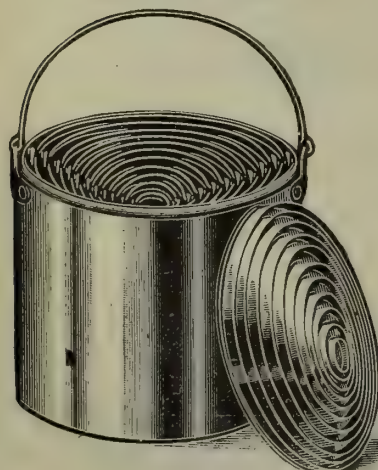
patented 1900. Improved 1905.

Davidson's "Empire" Stove Pipe Improved Patent

Neatly packed in crates of 25.
Secures lowest possible freight rate.

**Deep Swage Prevents Telescoping.
Coated to Prevent Rust.**

Sold as low as ordinary Stove Pipes.

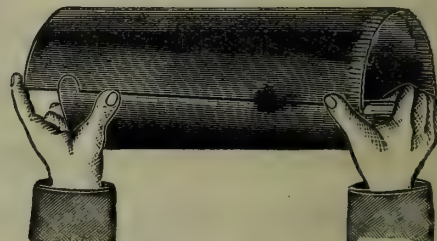


Miners' Camp Kettles

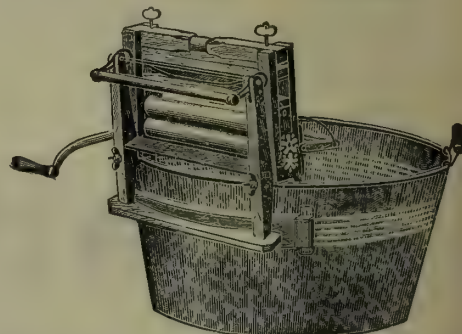
Strong and substantially made in extra
heavy tin.

Nineteen sizes, from 1/8 quart to 29 quarts.

SIMPLE and EASY to put together.
No Profane Language Necessary.
The only tools required are a pair of hands.
Pipes being cut out with dies ensure
absolute fit and conformity.



Wash Tubs—Galvanized WITH WRINGER ATTACHMENT



Nos.	1	2	3
Top Measurement, inches	21½	22¾	25
Bottom " "	17¾	18¾	20
Height " "	9½	10½	11

The THOS. DAVIDSON M'F'G. CO., Ltd.
MONTREAL and WINNIPEG

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LI T D

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO.

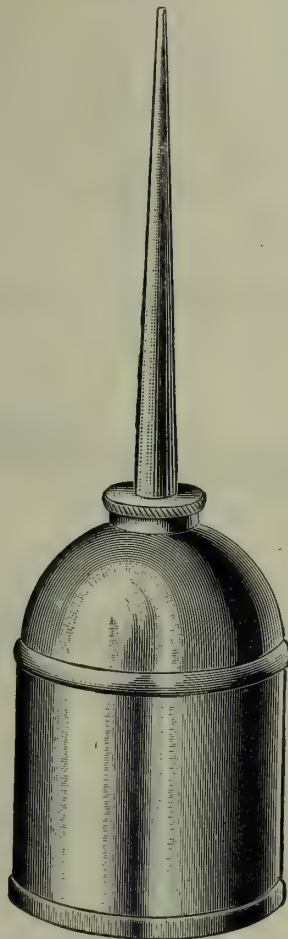
Only
Wholesale

Wholesale
Only

OILERS



No. 701 Zinc Oiler
0701 Copper Plated
Straight and bent spouts.



No. 600 Steel, Anti-Rust Oilers

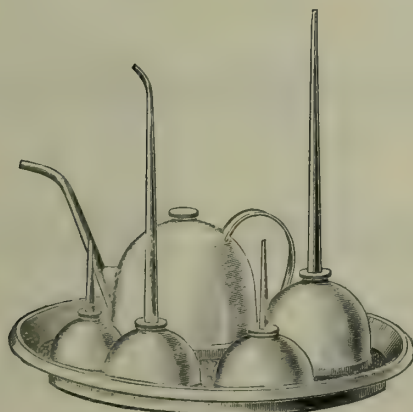


No 620 Steel, Copper Plated
Straight and bent spouts

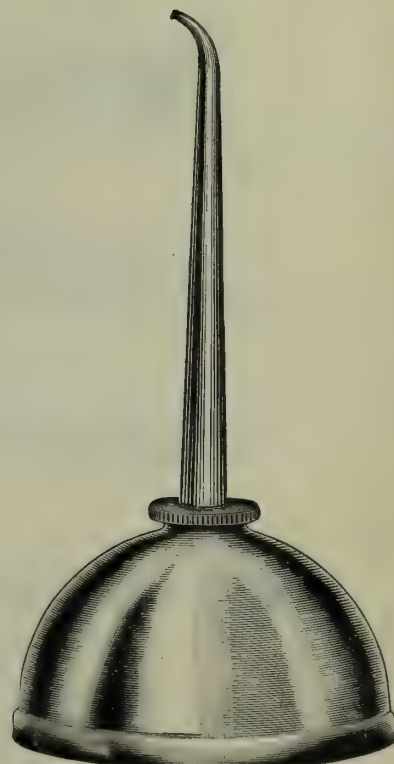
Engineers' Sets



No. 690 Zinc, Tin Bottom



No. 40 6-Piece Round Tray



Steel, Anti-Rust Oilers

For other lines of Oilers see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Are you receiving our monthly illustrated circular? IF NOT WRITE FOR IT.

Our Prices are Right

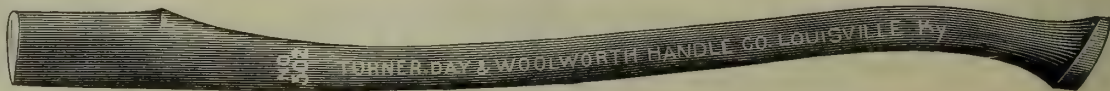
We Ship Promptly

**A Staple Line
that Yields
Good Profit.**



**See that
Your Stock
Is Complete.**

These handles are properly shaped and are turned from the best of hickory.



Single Bitted Axe—32 to 36 Inches



Maple, 32 to 36 Inches.

Oak, 32 to 36 Inches.



Canadian Axe—36 Inches.



Pick—36 Inches.



Sledge—24 to 36 Inches.



Machinist—12 to 20 Inches.



Bench Axe—16, 17 Inches.

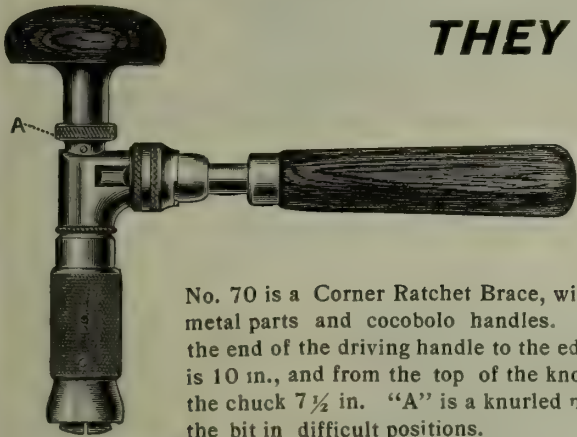
These lines, as well as many others, are fully illustrated on pages **292** to **295** of our general catalogue.

QUOTATIONS CHEERFULLY GIVEN ON REQUEST.

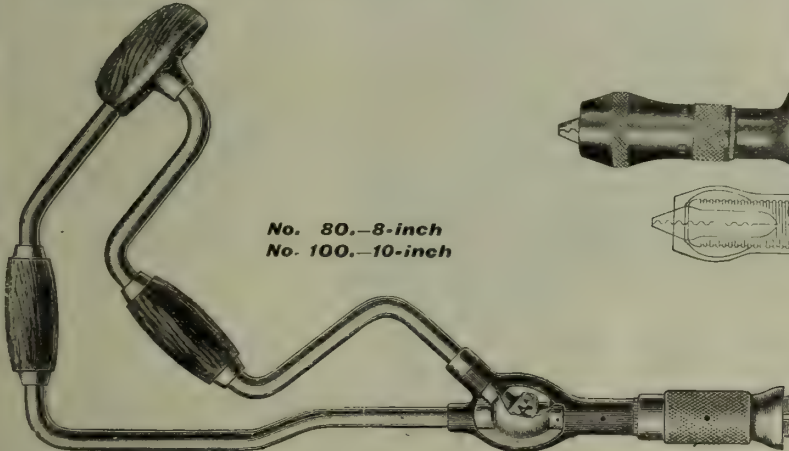
If You Are in a Corner

these tools can make a way out of it. They will bore holes in corners and angles where other boring tools fail to work. They are new corner-boring tools, and are improvements on earlier inventions for that purpose. They are well constructed tools, well designed, and will appeal to the skilful mechanic. You should add them to your line.

THEY WILL SELL



No. 70 is a Corner Ratchet Brace, with nickel-plated metal parts and cocobolo handles. Its length from the end of the driving handle to the edge of the knob is 10 in., and from the top of the knob to the end of the chuck 7 1/2 in. "A" is a knurled nut for starting the bit in difficult positions.



No. 80.—8-inch
No. 100.—10-inch

Made in two sizes; No. 80, 8-in. sweep; No. 100, 10-in. sweep. The gears are steel, with cut teeth. A cap, removed to show the gears, protects them from dirt and injury. It works as easily as an ordinary bit brace.

A combined Ratchet, Corner and Straight Brace is a new thing. It is well made, with steel cut gears. The chuck holds round and square shank drills. It is ball-bearing, nickel-plated, with cocobolo head and handles. The head is triangular to allow of the brace being used very close into corners.

Ask our travellers about these braces, or write direct

Caverhill Searmont & Co

MONTREAL

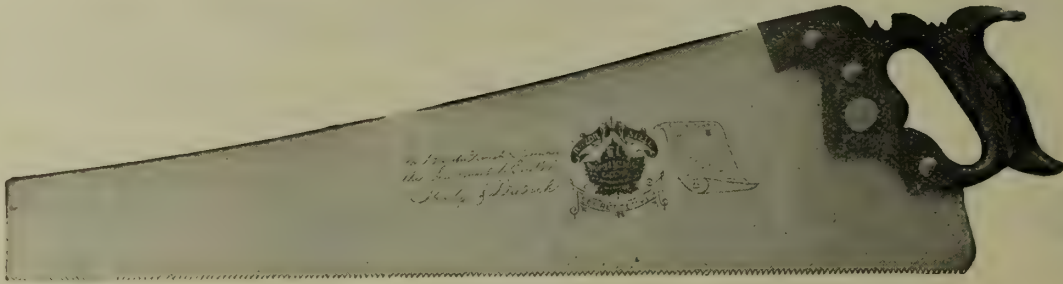
WINNIPEG,

OTTAWA,

QUEBEC,

FRASERVILLE

Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

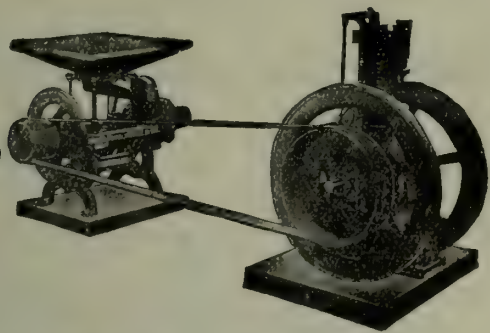
- **GALT, Ontario**



Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. **Made of Simonds Steel.** It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada.

Simonds Canada Saw Co., Limited
TORONTO, ONT. MONTREAL, QUE. ST. JOHN, N.B.



Hardware Dealers Wanted in Rural Districts

to handle and take the agency for Fairbanks-Morse Gasoline Engines for farm trade. Thousands will be sold next fall. The farmers take the advice of their storekeeper. We sell an engine which you can guarantee without hesitancy.

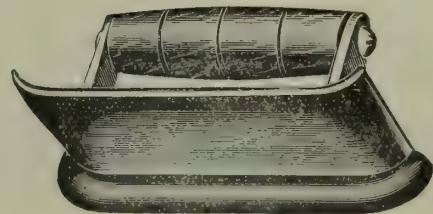
Write to-day for our agency proposition

THE CANADIAN FAIRBANKS CO., Ltd.

444 St. James Street, Montreal

The Contractors

are busy. Get your
supplies of



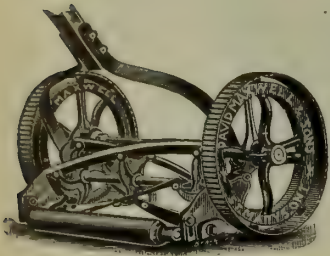
**Edgers, Jointers,
Pounders, Dot Rollers,
Curb and Gutter Tools,
Wheelbarrows, etc.**

FROM

The London Foundry Co.
London, - Canada

THREE BUSINESS BOOMERS

Maxwell Lawn Mower



Durable,
Clean-cutting,
and
Beautifully
Finished.

Two Household Favorites



They are
both
"Self-
Sellers."
Keep
them in
stock.



David Maxwell & Sons, St. Mary's, Ont.

SIMPLE

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON

ONTARIO

DURABLE



RELIABLE

STYLE F.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING,
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT.

PRIEST'S CLIPPERS



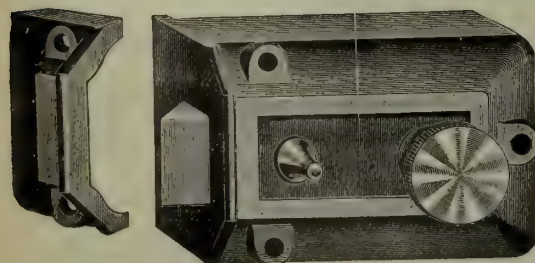
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks,
Inside, Front Door, and
Store Door Sets, also full
line High-class Builders'
Hardware.

Sold by all Leading Jobbers
in the Dominion.



Cylinder Night Latch, No. 108.





ISLAND CITY ANTI-RUST PAINTS

To Architects and Structural Steel Manufacturers.

Our Anti-Rust Paints are made specially to prevent the effects of Electrolysis on iron and steel. They are guaranteed to stand moisture, heat, frost and contraction, and will keep the metal covered to its standard strength—being made expressly for Bridges and Structural Work. Prices and Samples for testing can be had by applying to

P. D. DODS & CO.

162-164 MCGILL STREET,

MONTREAL.



PRESERVING KETTLES

ONTARIO STEEL WARE, LIMITED

115-121 Brook Ave. and 79-91 Florence St.

TORONTO, ONT.

ATKINS SILVER STEEL SAWS



are profitable Saws. Full of Quality, you can safely recommend them to your trade. Every Atkins Saw you sell, sells others—There's money in them for YOU. Shall we call?

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St., E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

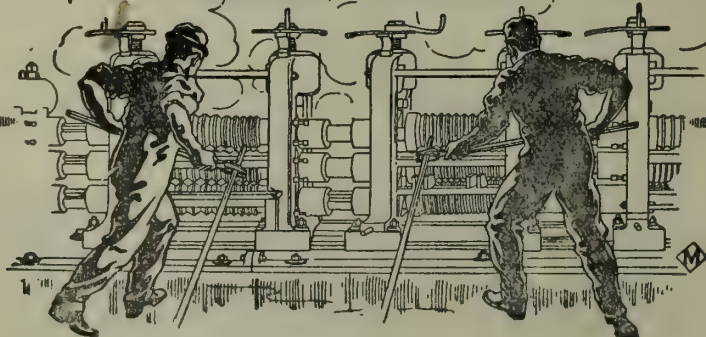
Working Iron in Common or Refined Bars

London Bars are made in the following sizes:

Flats,	7/16 inch to 4 inch x 3/16 inch to 1 1/4 inch
Round Edge Tire, 1 inch to 3 inch	Rounds, 3/16 inch to 2 1/4 inch
Squares, . . . 1/4 " to 2 1/4 "	Ovals, 1/2 " to 1 1/2 "
Half Ovals, . . 1/2 " to 2 1/2 "	Half Rounds, 1/2 " to 2 1/4 "

54

London Rolling Mills London, Canada



When in the market for GANG CHEESE PRESSES and up-to-date CURD CUTTERS just sit down and write to **JAMES & REID, Perth, Ont.** For FARMER'S FEED COOKERS write **JAMES BROS. FOUNDRY CO., Perth, Ont.**

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"
OF PORTLAND CEMENT

Prices on application.

Prompt shipment

**WORK AND
PRICES
RIGHT
GALVANIZING** ONT
WIND
ENGINE & PUMP CO.
TORONTO, ONT. LIMITED

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

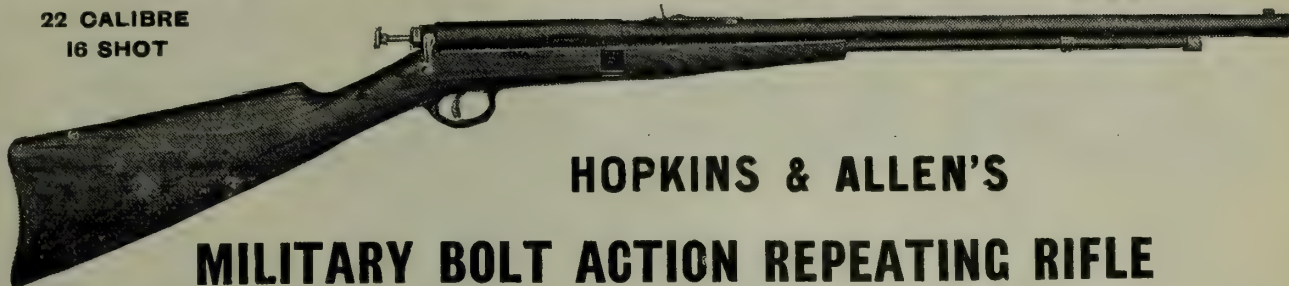
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St., BIRMINGHAM

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

\$10⁷⁵
LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.



Shows Bolt Drawn Back—Position for Ejecting Shells.

Specify the Following Products

Manufactured by

American Sheet and Tin Plate Company

PITTSBURG, PA.

If you want the best.

**"Apollo Best Bloom," Galvanized Sheets,
Blue Annealed and American Bessemer
Black Sheets,**

Wellsville Polish, Range Steel,

Wood's "A" Planished Iron,

Black Steel specialties for all purposes,

Tinplates, Coke and Charcoal, all grades,

**Terne Plates, Old Style and New
Method Processes.**

Place your order with

B. & S. H. THOMPSON & CO.

LIMITED

Dominion of Canada Sales Agents

MONTREAL, CANADA

By Actual Test, the Best !

Proof of superiority is the
reason that practical men declare
Empire, Imperial and Champion

AXE HANDLES

to be the very best. Don't let your
stock of these goods run down.

Hammer, Sledge and Pick Handles

We make all kinds of them.

Write for free lists and discounts.

J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

Limited

ESTABLISHED
1847

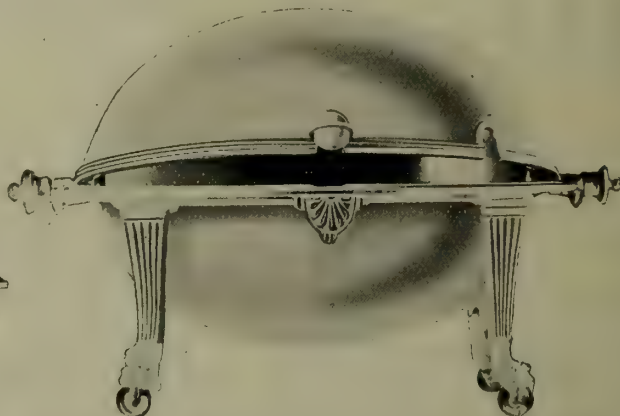
FACTORIES
SHEFFIELD, ENG.

SHEFFIELD CUTLERY AND SILVERWARE

Round's goods have stood the test for over sixty years and for good "All Round" values you will find they can't be beaten. We carry the largest stock of silverware and cutlery to be found in Canada—ready for immediate delivery.



4837—E.P.N.S. Entree, 10-in., 11-in. and 12-in. sizes



9365—E.P.N.S. Revolving Breakfast Dish; 10-in. and 11-in. sizes



29368½—12 pair Desserts. Five ply oak case.
(Guaranteed not to warp)



R 619—Cabinet, 29 pieces. Five ply oak case.
(Guaranteed not to Warp)

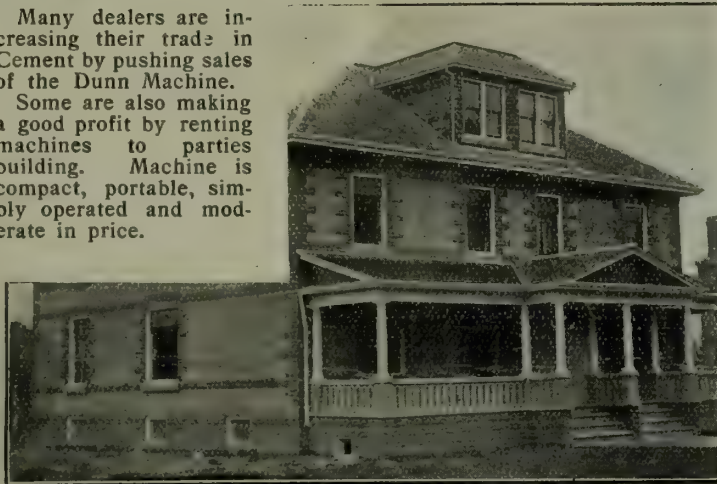
JOHN ROUND and SON, Ltd.

MONTREAL

The Dunn Hollow Concrete Block Machine

Many dealers are increasing their trade in Cement by pushing sales of the Dunn Machine.

Some are also making a good profit by renting machines to parties building. Machine is compact, portable, simply operated and moderate in price.



WRITE US FOR CATALOGUE H.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

THE WAGGONER EXTENSION LADDER



is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired. Every painter, tinner, stacker and farmer needs one.

Write for circulars and prices.

The Wagoner Ladder Co., Ltd.

LONDON, - - CANADA

E. H. Briggs Co., Ltd., Western Representative
Winnipeg, Man.

Past Due Accounts.

We can assist you to convert these into **Working Capital**.

Intelligent and up-to-date attention given to all claims entrusted to us.

Let us assist you.

The Beardwood Agency

Claims Collections and Commercial Reports

313 New York Life Bldg., MONTREAL

Galt "Sure-grip" Shingles

are simply wonders TO SELL, TO LAY AND TO MAKE FRIENDS. Once used and you would never use any other—your customers wouldn't let you.

"Sure-Grips" make a really handsome roof, as well as the most weatherproof. Try them—that's all we ask.

"GALT" CORRUGATED SHEETS are best English galvanized stock, pressed straight and true. Our prices are right, and we can ship promptly.

Consult us before purchasing CEILINGS, SIDINGS, ROOFINGS, CORNICES, SKYLIGHTS, VENTILATORS, FINIALS, FIRE-PROOF WINDOWS, EXPANDED METAL LATH, ETC.

The "GALT KIND" is the line to push; we protect and assist our customers.

THE GALT ART METAL CO., Limited

GALT, - - ONT.



Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

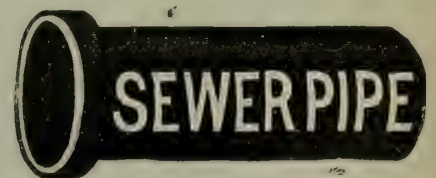
It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

... FULL STOCK ...

Salt Glazed Vitrified



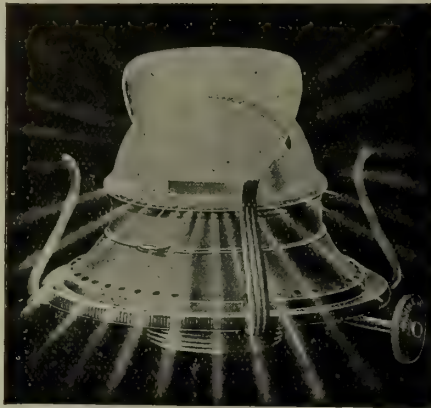
Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

It's the **GLASS CONE**

that
makes
this new
burner a
great
SUCCESS



*It gives full benefit of flame
down to the very
wick top.*

FOR SALE BY ALL PROMINENT DEALERS.

Manufactured by the

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The **Buffalo Manufacturing Co.**

Buffalo, N.Y.

When you get our goods you know you
get THE BEST.

We manufacture

**Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.**



All High Grade and
exceedingly present-
able.

REPRESENTED BY

H. F. McINTOSH & CO.

34 Yonge Street,

TORONTO, ONT.

Write for
Catalogue



THE POSTED DEALER KNOWS

that **H & R** gives greatest revolver value for the
money. The new



Model
1906

H & R DOUBLE ACTION REVOLVER MODEL 1906

is no exception to the rule. It is surprisingly good for the price. Surprisingly
cheap for so good a revolver. Is a thoroughly well made, durable and serviceable
arm. Light in weight, only ten ounces, and small in size, it is particularly
adapted for those who desire a safe and efficient revolver at a moderate price.

Specifications 22 Calibre, Seven Shot, Rim Fire, Double Action; 2½ in. Barrel,
Finest Nickel Finish. Also made with 4½ in. and 6 in. barrel.

The Celebrated **H & R Hammerless** is always a good seller. Write for
Catalog of Revolvers and Single Barrel Shot Guns.

**H & R
Greatest
Revolver
Value for
the
Money**

HARRINGTON & RICHARDSON ARMS CO.

314 Park Ave.,

Worcester, Mass.

To
EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES"
COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge

Non-Staining Cement

Iron Glad

Portland Cement

United Paving
Best in the World

Enamelled Bricks
All Colors

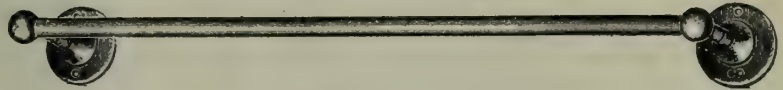
Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

High-grade Bathroom Fixtures



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto



Smooth finish, perfect threads and first-class material, are the reasons why

"Diamond" brand Fittings

are in such constant demand.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA



Don't Stop

Tackle Block. Saves the labor of two or three men. 600 to 5,000 pounds capacity.

to ask your neighbor, lift the load yourself with **The Burr Self-Locking**

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio



BEAVER POST-HOLE DIGGER

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break.

Special Discounts to Trade

CANADA FOUNDRY COMPANY LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg
Vancouver, Roseland



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8 1/2

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

HOW MANY DOLLARS WOULD YOU SAVE ?

Mr. Dealer! If you could diffuse the light of day throughout your store, while daylight lasted, how much would you save in hard cash annually? Figure it out for your profit's sake, as well as for your customers' and tell us the result.

MAXIMUM LIGHT GLASS

will flood the darkest corner of your store with Natural Light while there's light in the sky. It can be effectively used when placed directly in the window sash, where ordinary prismatic glass would be useless.

Shouldn't you know more about this dollar saving window glass, just as a matter of good business sense? Our big illustrated catalogue will interest you, Send for it!

The Hobbs Manufacturing Co., Limited

LONDON

TORONTO

WINNIPEG

CELEBRATED

HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnerns' Snips, etc.

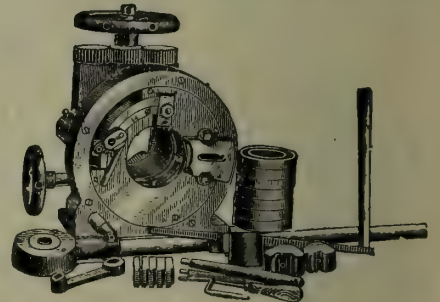


ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 185 Chambers St
NEWARK, N.J., U.S.A.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE. PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

**Catalogue for the asking.
Quick shipments.**

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER



Above is a reproduction of Show Card 9 in. x 15 in. in colors which we will send free to dealers in exchange for business card.

HENRY T. SEYMOUR SHEAR COMPANY.

WIEBUSCH AND HILGER, LIMITED, Sole Agents, NEW YORK.

PRESSED ZINC ORNAMENTS



We are offering the trade splendid values in all kinds of architectural pressed zinc ornaments, including:

**CABLE ORNAMENTS, CAPITALS,
BRACKETS, GARLANDS, ETC.**

We can make up special ornaments to order, and invite your correspondence on the subject.

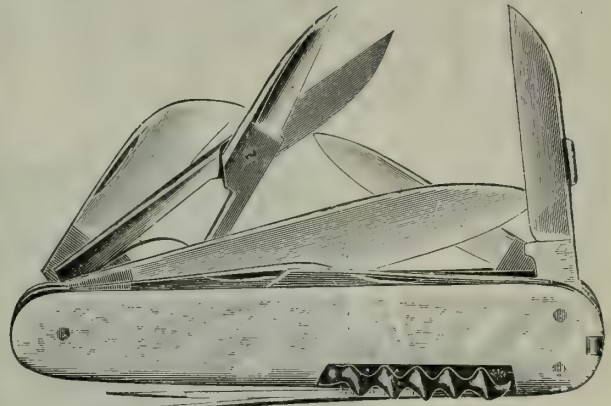
"WE WORK WITH THE TRADE"

The Metal Shingle and Siding Co., Limited

Montreal Preston, Ont. Toronto

ST. JOHN, N.B.	SALES AGENTS:	WINNIPEG
Emerson & Fisher, Limited	QUEBEC	Clare & Brockest
CALGARY	J. A. Bernard	VANCOUVER
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Celebrated Pocket Cutlery A★1



Made by THE R. BERG CUTLERY CO., and bearing the above trade mark, *now favorites in the market.* Warranted to be of

**Highest Grade of Quality, Superior Finish and
Unexcelled Workmanship**

For sale by all leading wholesale houses.

F. W. Lamplough & Co.

9 DeBresoles St., Montreal



Hotel, Cafe and Kitchen Supplies

"SINGALEE" and "ALASKA" Knives, Forks and Spoons are the best table ware for every day use.

They are made of Nickel Silver—the hardest and most durable metal produced—and are warranted white *all through.*

Samples and prices on request.

The House of Hutton

Established in England in 1800

Sole Canadian Agent
W. J. GRANT, Lindsay Bldg., MONTREAL

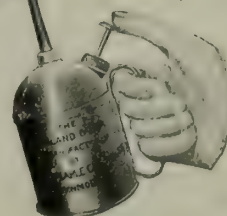


The Howland Pump Oiler

FOR SALE BY



J. H. Ashdown Hdw Co.,	Winnipeg
Geo. D. Wood & Co.,	"
Miller-Morse Hdw. Co.,	"
Jas. Robinson & Co.,	"
Lewis Bros., Ltd.,	Montreal



A slight pressure of the thumb regulates the flow.

Maple City Manufacturing Co.

Monmouth, Ill.

HARDWARE AND METAL

IT'S EASY TO SELL THE

GREAT IDEA



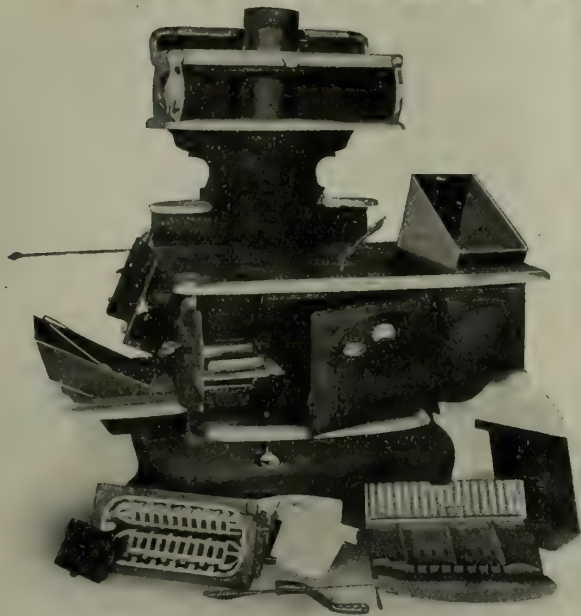
STEEL RANGE

A FEW TALKING POINTS:

Is supplied with either Cabinet Base or on Legs, as shown.
Has two thicknesses of Steel and one of Asbestos in all Flues---EVEN BELOW THE OVEN
Has very large encased Copper Tank.
Duplex Grates can be removed at end of Firebox---no trouble.
Double Oven Top---Cast Iron and Steel, with air space between.
Front Key Plate can be raised with handle for broiling, etc.
Planished Steel Body. Beautiful Nickel Silver Finish.

Get Our Catalogue and Prices.

Guelph Stove Co., Limited, - Guelph, Ont.



You May Be a Good Salesman

But, is everything in your favor? Are you selling the new Imperial Oxford? A continuous stream of repeat orders tells the story to us.

Removable Nickel

Removable Fire Linings

An Oval Firebox

The "Divided Draft"

All contained by the best looking stove in the market.

It gives a good salesman a chance to spread himself.

Drop us a card, or, better still, tell us the size range you want on your floor. If you get this agency you're lucky.

The Gurney Foundry Company, Limited

Toronto

Winnipeg

Vancouver

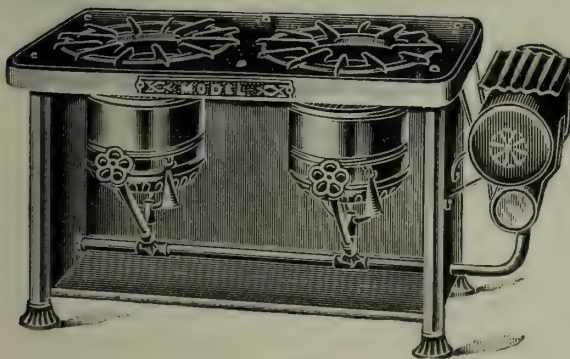
Hamilton

and

London

THE GURNEY-MASSEY CO., LIMITED, MONTREAL, Que.
THE GURNEY STANDARD METAL CO., LIMITED, CALGARY, Alta.

Warm Weather Goods



MODEL
Wickless Blue Flame Oil Stove

The sale of Gas, Gasoline and Oil Stoves, Gas Hot Plates, Refrigerators, Ice Cream Freezers, and other specialties for summer use will open up with a rush one of these days. Have you a sample of our different lines in stock? If not, you should lose no time in getting them, as many sales will go to the other fellow if your stock is not freshened up.

We have heavy stocks in all lines at all our warehouses, and can supply on short notice. Telephone, telegraph or write your orders at once, and they will be filled the same day.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY

"Everything for the Tinshop"

ESTABLISHED 1795

JONH SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON



CHAIN

Proof, B.B., B.B.B., Cable,
Stud Link, etc.

Uniformity of Quality

Prompt Shipment

Lowest Prices

J. H. ROPER

CANADIAN REPRESENTATIVE
82 St. Francois Xavier Street, - MONTREAL



The Best Fence on
the Market is the

Dillon Hinge Stay Field Fence

If you will observe the **Hinge** in the
Stays, the crimps in the **Strand Wires**
and the **Quality** of the wire we use,
you will back us up. You will see
that our claim is not extravagant.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
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Alumino and Electric Oil Heaters

The World's Best—More than a Million in Use

This enormous number of "ALUMINO" and "ELECTRIC"
Heaters have not been sold on bluff or pretence.

They've been sold on **QUALITY** and **PERFORMANCE**.

The oil-heater is no longer a matter of choice—"ALUMINO"
and "ELECTRIC" are **STANDARD** the world over.

Our wonderful "Safety Burner," combined with the beauty and
durability of our Heaters, have placed them in a class beyond
comparison.

Any live dealer in any locality will find sales for the
"ALUMINO" and "ELECTRIC" Heaters and should not be without
a full assortment.

We will cheerfully supply you. Send for our free book, "The
Oil-Stove Salesman."

LEWIS BROS., Limited
Montreal, Toronto, Ottawa, Winnipeg, Vancouver, Calgary

EMERSON & FISHER
St. John, N.B.



"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.

Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St.,
LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.
TORONTO



Expert Bookkeeping

Investigation and auditing of all classes
of accounts undertaken. Trading, profit
and loss accounts and balance sheets
prepared. Sets of books opened and
office systems devised in an up-to-date
manner. Collection of accounts a
specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG MAN

AND AT BRANDON, MAN.

Square your Accounts

REDUCTION OF COST

is only one of the many points which makes the

JONES SIDE-WALL REGISTER

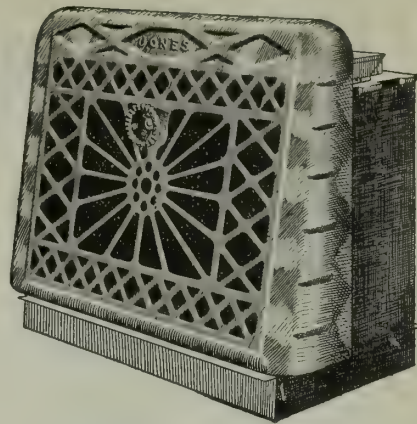
a paying article for you to handle. The cost of installing an up-to-date heating plant is reduced because the Jones Side-Wall Heater reduces piping 50 per cent. It pleases your customers and causes them to deal at your store permanently.

Write to us for a few facts which we are placing before the man who wants MORE BUSINESS.

The Jones Register Co.

732 King St. West

Toronto, Canada

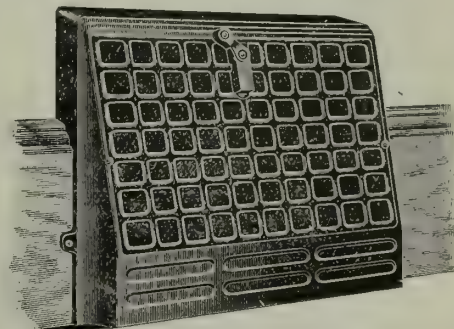


Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.



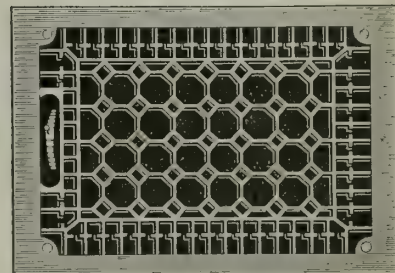
H. & C. No. 100.

FERROSTEEL REGISTERS

The only house in the world manufacturing

CAST IRON FLOOR
SEMI STEEL FLOOR
WROUGHT STEEL FLOOR
CAST IRON SPECIAL SIDE WALL
WROUGHT STEEL SPECIAL SIDE WALL
FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS
DEFLECTORS, PANCAKES, WAFERS

In all Designs and Finishes.
Mechanism Perfect.
Capacity Greatest.
Finish Unsurpassed.
No reputable line can underseil us.



MOORISH DESIGN

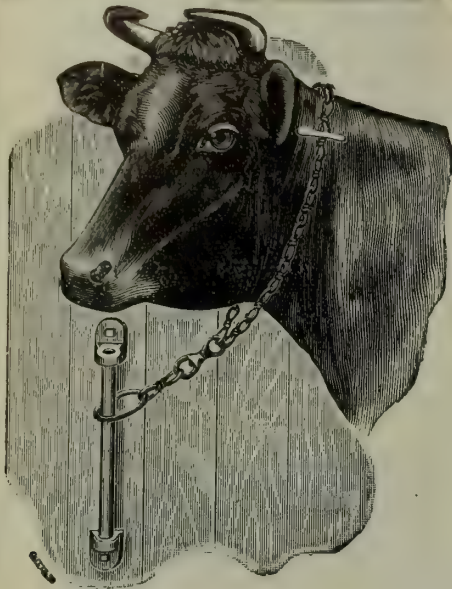
FERROSTEEL COMPANY, - - CLEVELAND, OHIO

"Brantford" "Roofing"



We beg to announce to the Trade throughout
Manitoba, Saskatchewan, Alberta and British Columbia
that our representative, MR. J. S. McGUIRL will call upon
you shortly in the interest of
Brantford Roofing Co., Brantford, Canada.

**GREENING'S
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**PATENT
COW
TIES**

These cow ties have stood the test for years.

Undoubtedly the best and strongest on the market.

It will pay to handle only the best.

A complete line of all sizes ready for shipment.

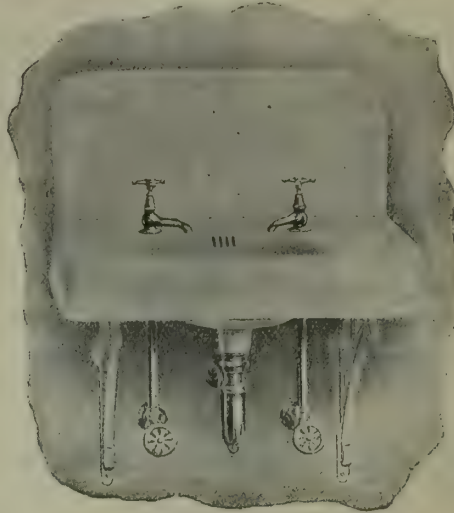
For Sale

By All Jobbers

THE B. GREENING WIRE CO.,

LIMITED

Dealers in Plumbing Equipment have a Practical Guarantee



of larger profits and greater satisfaction in handling

STANDARD IDEAL CAST IRON PORCELAIN ENAMELED WARE.

Made in Canada from designs calculated to meet every requirement of the trade, it is a ware that embodies in itself the durability of iron combined with the rich white finish derived from perfect porcelain enameling.

STANDARD IDEAL PORCELAIN ENAMELED WARE.

is of non-porous one-piece construction, leaving no joints, turns or crevices for dirt, dust or germs to accumulate. It is absolutely Sanitary.

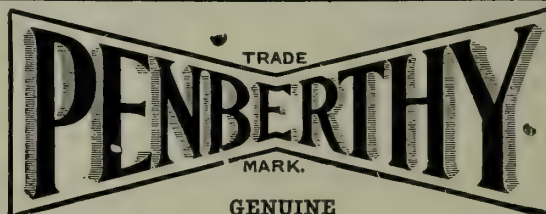
We make Bath Tubs, Sitz Baths, Shower Baths, Lavatories, Urinal Ranges, Slop Hoppers, Laundry Tubs, Sinks, Closet Ranges, Steamship Supplies, Railway Car Supplies, Hospital Appliances, etc.

WRITE FOR CATALOGUE

The Standard Ideal Co., Limited

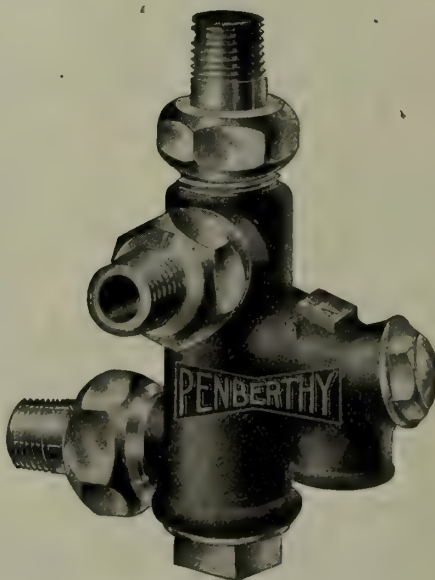
Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO, 128 West Craig Street, MONTREAL, and 24 Telfer Block, WINNIPEG



**SATISFACTION
AND
PROFIT**

**Comes to Every
Hardware
Merchant who
stocks the
Genuine
Penberthy
Injector**



AUTOMATIC INJECTOR

**Every Purchaser
gets the benefit
of our 25 years
experience
in making
Injectors.**

**Sell Nothing but
the Best.**

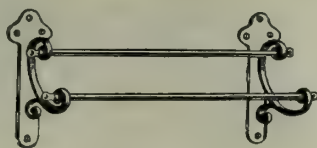
That's the Penberthy.

Manufactured by **PENBERTHY INJECTOR CO., Limited, WINDSOR, ONT.**

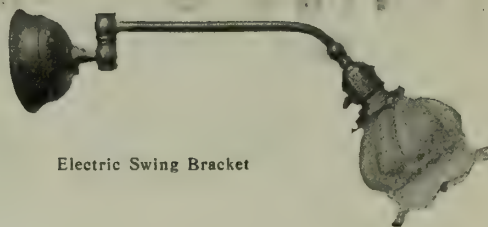


No. 6368

No. 6368 Shower



Towel Racks—All Kinds



Electric Swing Bracket

A Full Line of....

Lavatory Fittings

We have everything, including

Electric Fixtures

in a large variety of designs.

A Shower Outfit is a seasonable article. Place one of our No. 6368 Nickel Plated Showers with rubber curtain in your window with a few lavatory fittings. It should attract trade. A screw driver is all that is necessary to place in position.

SEND FOR CATALOGUE

The Jas. Morrison Brass Mfg. Co., Limited

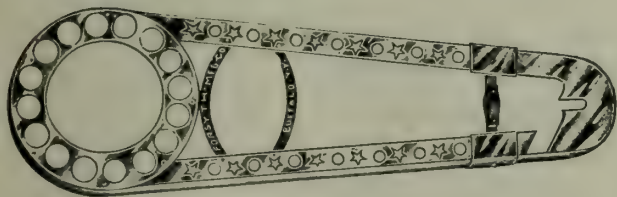
93-97 Adelaide St., West, TORONTO



A Better Metal Chain Guard

Just as soon as the trade knew that we were ready to market our improved Metal Chain-Guard, our construction department was almost swamped with orders.

Shrewd dealers recognized this Guard as



an important constituent of The Wise Buyers' line. The big bicycle boom in Canada should mean lots to you. It will—if you secure our catalogue and stock our bicycle accessories.

Forsyth Manufacturing Co.

Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



**THE
KERR**

ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

I WILL TALK

to practically every Hardware merchant in Canada from the Atlantic to the Pacific. I cannot do it all in one day, but during the first twenty-four hours I will deliver your message to every Hardware merchant in Ontario, I travel all day Sunday and on Monday morning there will not be a village within the limits of Halifax in the East and Brandon in the West, into which I will not have penetrated.

I cannot go any further East, so I now devote all my energies to the West, and so many new towns are springing up here each week that I haven't as much time as I used to have to enjoy the scenery. But I like talking to hardwaremen, clerks, travellers and manufacturers, especially as they are always glad to see me and hear the news I have to tell them. Tuesday noon I am at Calgary, Wednesday noon at Kamloops, and by Thursday morning I reach Vancouver, having been in all the mining towns and all through the fruit districts of British Columbia.

I have been eighteen years on the road and I have a pretty good connection. I never intrude when a man is busy, but just bide my time, because I know men pay far more attention to what you have to say if you catch them when they have a few moments to spare. So I often creep into their pocket when they are going home at night, and when supper is over Mr. Hardwareman usually finds me. He must be glad to see me, because he listens to what I have to say for an hour or more.

I try to always tell the truth, and men put such confidence in what I say that I would feel very sorry to deceive them even inadvertently. Probably some other week I will tell you about the different classes of people I meet. In the meantime if you want a message delivered to HARDWAREMEN, PLUMBERS, CLERKS, MANUFACTURERS or TRAVELLERS—and want it delivered quickly—I'm your man.



THE WANT AD MAN

Condensed Advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c. per word for subsequent insertions. Box number 5c. extra. Send money with advertisement. Write or phone our nearest office

Hardware and Metal

MONTREAL

TORONTO

WINNIPEG



DOMINION WIRE MANUFACTURING CO.

MONTREAL

TORONTO

LIMITED

Manufacturers of

PLAIN WIRE *All Sizes and for all purposes.*

GALVANIZED WIRE *For Fencing, Telegraph and Telephone purposes.*

Copper and Brass Wire

WIRE NAILS

WOOD SCREWS

Bright Wire Goods

Staples

Steel and Brass Jack Chain

Spring Cotters,

Strand Guy Wire,

Steel Wire Barrel Hoops

Growth of Canada's Export Trade.

Value of Annual Exports from Canada:

1886—\$85,251,314.00

1896—\$118,011,508.00

1906—\$256,586,630.00

What is YOUR share of this ever-increasing business?

THE BEST WAY to reap the profits of foreign trade is through the unique foreign trade service of the

AMERICAN EXPORTER

HALF A THOUSAND Manufacturers use this method of reaching the buyers abroad. Among them:

Dominion Cartridge Co., Limited	- - -	Montreal	Goold, Shapley & Muir Co.	- - -	Brantford
Waterous Engine Works Co.	- - -	Brantford	Brantford Carriage Co.	- - -	Brantford
Canada Horse Nail Co.	- - -	Montreal	Metallic Roofing Co.	- - -	Toronto
Sylvester Bros. Mfg. Co.	- - -	Lindsay	Page Wire Fence Co., Limited	- - -	Walkerville

ANNUAL HARDWARE NUMBER PUBLISHED AUGUST 1st

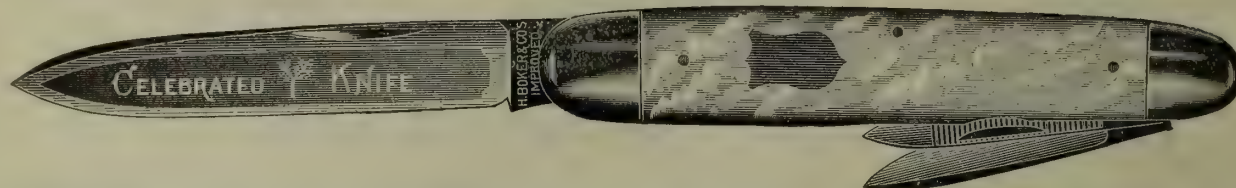
AMERICAN EXPORTER

Established 1877

Conducted by Export Specialists

135 William Street, New York City, U.S.A.

H. BOKER & CO'S "TREE" BRAND PEN AND POCKET KNIVES



Extensive variety of pattern and finish. Also Scissors, Shears and Razors. Retailers can readily double the cost on Boker's Cutlery.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

TELEGRAPHIC ADDRESSES
"COLOURS," MATLOCK BATH
"STEADY," MANCHESTER
THE VIA GELLIA
COLOUR COMPANY
MATLOCK BATH, (Derbyshire)

Manufactories

High Tor Works, Matlock Bath
 Via Gellia Works, Cromford
 Barytes Works, Bonsall
 Cronebane Ochre Works and Mines,
 (Wicklow, Ireland)

England

Raisers and Levigators of
 Mineral Colours
 Natural Yellow Ochres,
 Turkey Reds, Venetian Reds, Red
 Oxides, Purple Browns,
 Turkey and English Umbers,
 Superfine Ivory and Drop Blacks,
 Natural Lump Rottenstone
 (Brown and White).

REPRESENTATIVE

WM. O. GREENWAY
 13 ST. JOHN ST., - MONTREAL



"Quality Unsurpassed"



**HIGH-GRADE MATERIAL,
 Skilled Workmen,
 Up-to-date Equipment,
 Careful Supervision**

Account for the success of

**Belleville  Brand
 HORSE SHOES**

MANUFACTURED BY

Toronto and Belleville Rolling Mills



**LIMITED
 BELLEVILLE, ONT.**



Will Hold up a Shelf

That's what a shelf brackets for.

For this purpose there can be
 NOTHING BETTER. NOTHING

CHEAPER than the BRADLEY STEEL
 BRACKET. It is well japanned, Strong and
 Light. The saving on freight is a good profit
 aside from the lower price at which the goods
 are sold. Order direct or through your jobbers

ATLAS MFG. CO., New Haven.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on Erecting Fences. It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
 Dept. J Hamilton, Ontario. Winnipeg, Manitoba.



List your "Wants" with us and see how quickly we'll satisfy them.



QUALITY, FINISH, DESPATCH

MANUFACTURERS

Cutlery, Electro-Plate and Solid
Nickel Silver Flatware

The McGlashan, Clarke Co., Limited
NIAGARA FALLS, - CAN.



No. 30 King, Price, each \$5.20 net.

HOTTEST ON EARTH

We manufacture the largest line of mechanical tools using gasoline, kerosene and alcohol as fuel. Your jobber will supply you at factory prices. Guaranteed to please you or money refunded.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - CHICAGO, U.S.A.

REGISTERED TRADE MARK



GRANTED 1882

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL



The Finest Family
Polish on the market.

BLACK JACK

AT YOUR JOBBERS'



NO ACID OR GRIT

will be found in "Majestic" polishes. The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.

Write for sample and prices. 71

MAJESTIC POLISHES, Limited
575 Yonge Street - Toronto, Canada

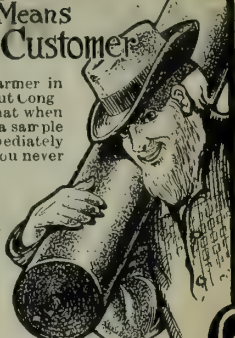
CONGO ROOFING

Always Means
A Satisfied Customer

We want every farmer in America to know about long roofing. We know that when a practical man sees a sample of Congo he will immediately become a convert. You never saw such values in roofing at the prices of Congo. It comes in four thicknesses, so that you can suit yourself as to the price you pay.

Get the sample in your hands; that will convert you. Free Sample will be sent on request.

Buchanan-Foster Co., Philadelphia Pa.; Geo. E. Smith & Co., Halifax; S. Hayward Co., St. John, N.B.; Mechanics Supply Co. Quebec; The Starke Hardware Co., Montreal; H. S. H. W. Land, Sons & Co., Ltd., Toronto; J. H. Ashdown Hardware Co., Winnipeg; and E. G. Prior & Co., Victoria, B.C., Agents.



Manufacturers' Agents

CHARLES H. FOX

Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American Manufacturers, correspondence invited. Cable Address, Chasfox Vancouver, P.O. Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada. Highest references and financial responsibility.



COVERT MFG. CO.

Troy, N.Y.

Steel Carriage and Wagon Jacks

Harness Snaps, Chain, Rope and Web Goods, etc.

SOLD BY ALL LEADING JOBBERS.

"The Tool Holder People"

ARMSTRONG
BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

GALVANIZING
AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

KEMP'S GALVANIZED WARE

Galvanized Iron Clad Buckets



Roll Rim Bottoms. Heavy Malleable Ears, rivetted and reinforced. The Bucket for the Contractor, the Railroad and for where it gets hard usage.

No. 160 - - - \$8.40 doz.

A strong, durable basket, unexcelled for handling grain, fruits, roots, etc.

SMALL

Inches 14 x 9, capacity $\frac{1}{2}$ bushel, price \$7.00

LARGE

17 $\frac{3}{4}$ x 11 $\frac{1}{2}$, 1 bushel, - - \$10.00 doz.

Galvanized Baskets



Corrugated Bottoms

Kemp Manufacturing Co.
Toronto, Can.

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., WINNIPEG

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., MONTREAL

UNSCRUPULOUS IMITATION

"THE BEST IN THE WORLD"

CHECKED
HEAD

TRADE MARK

Certain unprincipled parties, afraid to offer in fair and honorable competition a horse nail bearing their regular brand, or trade mark, are placing on the market nails closely imitating the checking on the heads of

CAPEWELL HORSE NAILS

which has been used continuously by us for many years, and which is registered and copyrighted as our TRADE MARK.

Deception is the object of this unworthy imitation, and we wish to assure our numerous customers in the hardware trade of Canada that we are losing no time in taking steps to protect their, and our, interests.

In the meantime, we ask you to insist on having the genuine article,

CAPEWELL HORSE NAILS

and to reject inferior imitations.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Branch Offices and Warehouses: WINNIPEG AND VANCOUVER.

McClary Company's Diamond Jubilee

Monster Celebration at London last week—Ball and Picnic—Presentations to Mr. McClary and his Wife—Cordial Relations between Master and Men.

Sixty years ago Mr. John McClary left the farm where he was born, near Nilestown, Ontario, to learn the tinsmith trade, and this was to be the foundation of a successful life and a mammoth business, now classed among Canada's greatest manufacturing industries.

Like many other ambitious Canadian boys, Mr. McClary thought he could see greater things in far-off fields, so he joined the rush to California when the gold fever was at its height. He remained there only a short time, during which he worked at his trade. He then came back to Canada and re-entered into the tinsmith business in London, which was being conducted by his brother Oliver. This was in 1851, and then began the life struggle of a determined, courageous man for business supremacy.

Money was particularly scarce from 1847 to 1855 in Canada, and trade then was what the word implies. It consisted of trading one article for another with sometimes a small percentage of cash, but mostly not. At the same time cash wages had to be paid to the men who worked in the shops, and in meeting such conditions Mr. McClary's ability to finance and retain a margin on which to build and increase the business was severely tested, but plainly stamped him as being able to accomplish results such as very few men in each generation can do. This scarcity of money made the life of the business most precarious, and even greater care was then necessary to nurse and keep it alive than is now required to guide it along and avoid the great dangers which the greater business makes possible.

The successes and discouragements of the early years were many and varied, but the former were necessarily small, while the latter came with great regularity and usually occupied the heavy side of the scales. Through it all Mr. McClary worked hard and held on. The results and justification for the faith he had in his own efforts and in his country are shown by the immense factories at London and distributing branch warehouses in all parts of Canada and also in the fact that the operations of this great national industry now give steady employment to upwards of 1,300 people all the year round.

Mr. McClary, now in his 76th year, is actively engaged in the business and is still the moving spirit in all its forward strides. In addition to being president of the McClary Manufacturing Company, he is also president of the London Life Insurance Company, the Ontario Loan & Debenture Company, and a director in the London and Western Trusts Company. Having been largely instrumental in the organization of these financial institutions, they share with the McClary Company the success which has attended all enterprises with which Mr. McClary is personally connected.

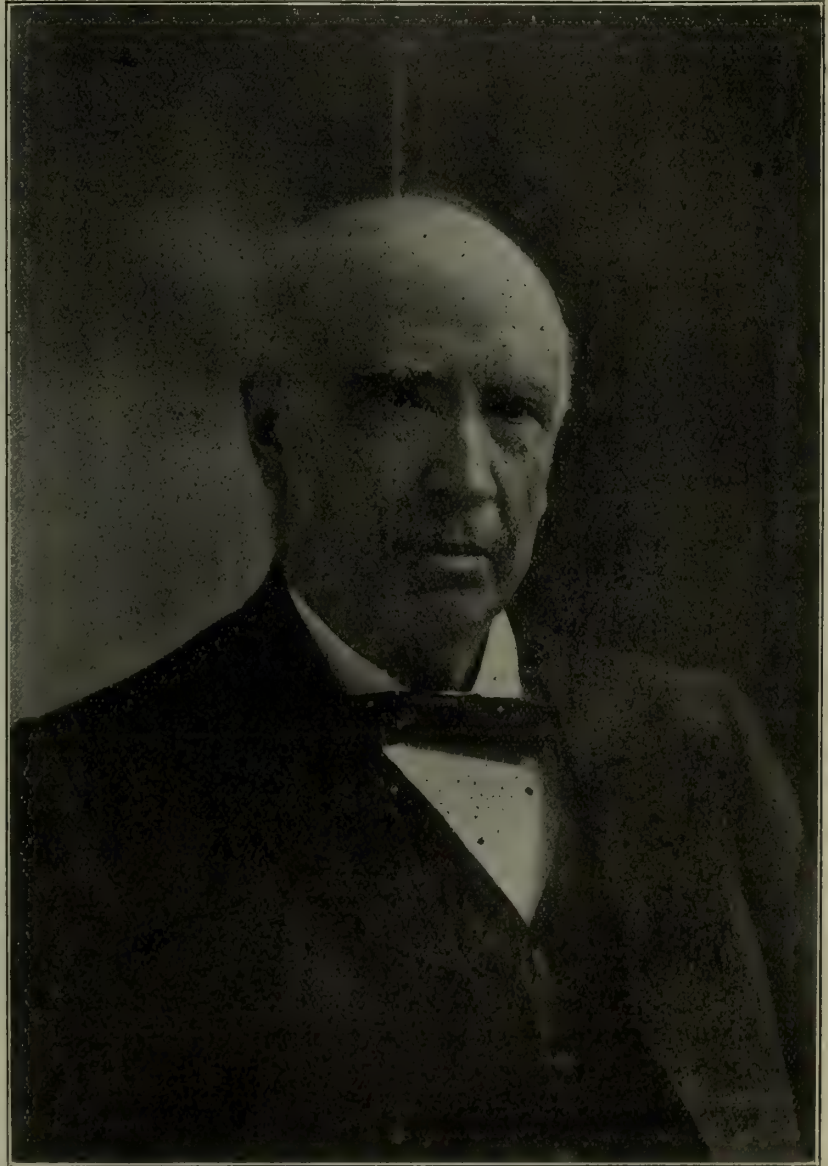
The Jubilee Celebration.

Sixty years ago, when John McClary, head of the great McClary Manufactur-

ing Company, left his father's farm in Nilestown and went to London to engage in the tinsmithing business, London was a village of 3,500 inhabitants, with industries scarcely worthy of the name, and the McClary shop was quite in keeping with the surroundings. Today London is the fourth manufactur-

odicals, he has for years proclaimed to a large section of the world the good qualities of McClary's Famous stoves.

For sixty years he has provided the money with which hundreds of London homes were yearly run. No doubt he got honest labor for the money expended, but the fact



MR. JOHN MCCLARY

Who during the past 60 years has built up the enormous manufacturing business of the McClary Mfg. Co., London, Ont.

ing city of the Dominion, and the establishment of the McClary Mfg. Co. is one of the greatest of its kind on the continent.

While John McClary has been establishing himself as one of the largest manufacturers under the British flag, he has been building up London, too.

In thousands of advertisements in newspapers, magazines and other peri-

remains that it was John McClary who made it possible for many people to work in London.

Beginning with his brother in a little frame shop, John McClary has lived to see a factory rise up which is a credit to the Dominion of Canada and to London. The firm employs about 1,300 hands, with an annual payroll of nearly \$700,000.

The first shop was, it is said, 74 x 40, and two stories high. Now there are over 60 acres of floor space.

Year after year the business has grown, and new branches have been added. Now the firm makes in tremendous quantities stoves, ranges, furnaces and other heating apparatus, as well as all classes of pieced and stamped tinware, enameled ware, copper and brass ware, etc.

This year, the company's statements show that every month has beaten the same month of a year ago. So great is the growth that it keeps the giant concern at work almost all the time to provide room in which to transact its business.

Two men—one (Jas. Gibson, 90 years

agement. The affair was held in the new storage building, corner of Trafalgar and Adelaide Streets, and was the biggest and one of the most enjoyable functions of the kind ever held in London. Over 1,800 invitations had been issued and nearly all were accepted. The floor was a spacious one, and to the strains of an excellent orchestra dancing was kept up till well on in the morning.

In the course of the evening Mr. McClary held a sort of levee in an immense apartment, measuring 100 x 231 feet. The venerable head of the firm and several of the older employees sat on a beautifully decorated platform, and here in the presence of a vast concourse Mr. McClary was presented with a hand-

"Mr. John McClary, president of the McClary Manufacturing Company: Honored Sir,—This year marks an epoch in the history of the great institution over which you preside. Sixty years of its history have been completed, and the diamond jubilee celebration has come to pass. You have witnessed many changes during the elapsing years. Old faces have been continually passing away and new ones springing up; but all, whether in the employ of the firm now or perhaps through the course of events, moved away, hold in high esteem their connection with the McClary Manufacturing Company.

"Ever mindful of the welfare of your employes, you have established yourself ineffaceably in the thoughts of all. Your courtesy and kind manner have made it possible for anyone to have access to you and removed that barrier which in our case may truthfully be said never to have existed between the management and the shop.

"This testimonial which we offer to you to-day is signed by those having the honor of being connected with the company. In London, in the branches, and in itself the firm bears testimony to the vast field covered; from the Atlantic to the Pacific the sun never sets on the great army of workers serving under your name. Honored sir, we feel that we cannot allow this occasion to pass without tangibly adding to our testimony, and while totally inadequate to express our true feeling, we ask your acceptance of the accompanying cane, trusting that you may be long spared to health and strength to guide in the future as in the past the fortunes of the McClary Manufacturing Company."

The address was also written in the volume presented to Mr. McClary, and it was to it that the names of all the employes were signed.

Mr. McClary Replies.

Mr. McClary made a very feeling reply, thanking the employes for their handsome testimonial of their best regards and wishing them every success and long and happy lives. He commented upon the fact that he himself had been blessed with both long life and good health, and stated that he was exceedingly glad to be able to be with his employes on such an occasion.

When Mr. McClary sat down, three mighty cheers were given, with such gusto that the rafters fairly rang.

Picnic at Port Stanley.

The guests were given a few hours to snatch some sleep and then make ready for the employes' picnic at Port Stanley. This outing was likewise most enjoyable. Baseball and other games were indulged in and the day was one of the pleasantest ever spent by Londoners at the lakeside.

A pleasing feature of the jubilee celebration took place at the head office of the company on Thursday at noon, when the branch managers assembled and presented to Mr. McClary and his estimable wife two beautiful tokens of their respect, good wishes, and high esteem. Mr. McClary was the recipient of an illuminated address, beautifully framed, and to Mrs. McClary was given a beautiful oak tray with silver nameplate and trimmings. The address was as follows:

McCLARY MFG. CO'S BRANCH MANAGERS

A. D. Kennelly, Toronto (in centre); A. A. Brown, Montreal (upper right hand); W. E. Drake, Vancouver, (upper left hand); M. F. Irwin, St. John (lower right hand); J. W. Driscoll, Winnipeg (lower left hand).

of age), worked for Oliver McClary 63 years ago, and for John McClary 60 years ago; the other (Thomas White), has worked for John McClary for 40 years—and they say he has been a good boss.

"He is a good man to work for," said one of them to Hardware and Metal. "The firm is an honorable one and for many years has stood the test with its employes. I always liked John McClary."

The diamond jubilee of the McClary firm was celebrated last week, the chief feature being a grand ball tendered the employes and their friends by the man-

some token of the high esteem in which he is held by the employes of his firm throughout the Dominion, in the form of a gold-headed, ebony cane, with the words "Diamond Jubilee. To John McClary, Esq., from his employes, July 2nd, 1907," engraved on it.

A handsome, leather bound volume, containing the signatures of all the employes of the McClary Company throughout the Dominion, including the agents, was also presented.

Address Presented to Mr. McClary.

The following address was read by Frank Barned:

Branch Managers Express Esteem.

"To John McClary, Esq.,

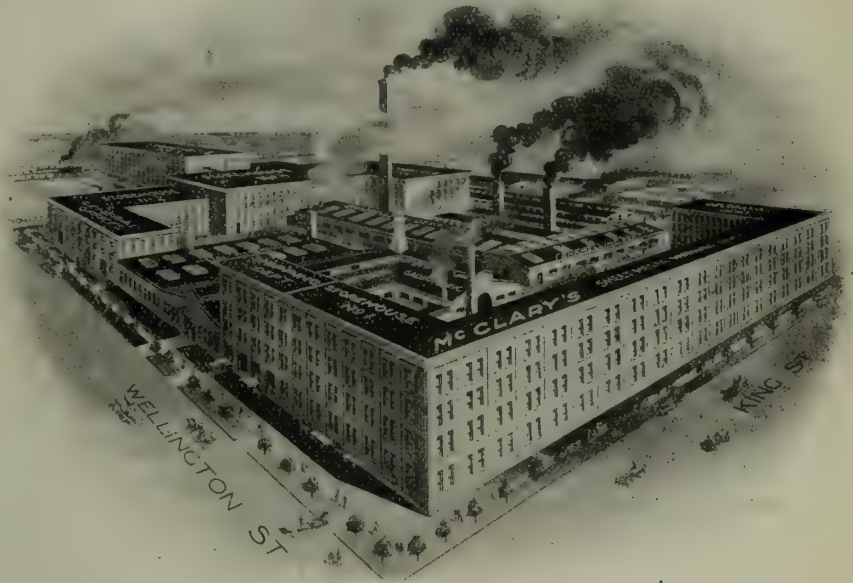
"Dear Sir,—We, the undersigned managers of the various branches of the McClary Manufacturing Company, beg to tender you our heartiest congratulations on your having completed your sixtieth year in the business which, now known as the McClary Manufacturing Company, owes its growth to its present mammoth proportions to your ability, energy and foresight.

"That in its earlier years the business was conducted under many difficulties and discouragements is well known to us, but your persistent, hard work and determination to win supremacy in your line has resulted most successfully, and now the operations of your company give employment to upwards of thirteen hundred persons, all the year round.

"To the ability and perseverance necessary to develop and conduct such an enterprise is added in your case marked kindness and justice, and with this combination of qualities we can

long be spared to remain the head and guiding spirit of the McClary Manufacturing Company in its years of prosperity, the foundation of which you so well laid in early days of stress and

"Mrs. John McClary, London, Ont.,
"Dear Mrs. McClary,—We, the managers of the McClary Manufacturing Company, have much pleasure in asking you to accept this small token of our



Head Offices and Present Sheet Metal and Enameling Factories in the Central Part of London.

difficulty. We are, dear sir, yours faithfully,

A. D. KENNELLY, Toronto.
J. W. DRISCOLL, Winnipeg.
A. A. BROWN, Montreal.
W. E. DRAKE, Vancouver.
M. F. IRWIN, St. John.
D. GEO. CLARK, Hamilton.

"London, July 10, 1907."

Mr. McClary made a very appropriate reply, expressing his great pleasure at

esteem and regard on this the sixtieth year of Mr. McClary's business career.

"We have at all times found you a most hospitable hostess and feel sure that much of Mr. McClary's success in business is due to your amiable and kindly character.

"Hoping that you may be long spared to each other in health and strength, we remain, yours sincerely."

Another interesting event of the celebration was the presentation to Joseph



LT. COL. W. M. GARTSHORE
Vice President and General Manager McClary
Mfg. Co., London.

easily comprehend why you have attained to the position of eminence you now occupy as the head or one of the most important manufacturing concerns in Canada, as president of the London Life Insurance Company, and of the Ontario Loan and Debenture Company, and as a director of the London and Western Trusts Company.

"The example of your life has had a much greater share in the encouragement of those who have been in a position to benefit by it than your modesty will ever allow you to realize, but we managers who have been in your service for periods averaging twenty-five years know and fully appreciate the good effects of such example and the direct influence exercised upon those who come closely in contact with you.

"We take advantage of this occasion to assure you of our heartfelt wishes for continued welfare and happiness for yourself and Mrs. McClary, and to express our earnest desire that you may



New Stove Factories in the Suburbs of London.

receiving such tokens of the esteem of his managers.

The following address, signed by Messrs. Kennelly, Driscoll, Brown, Drake, Irwin and Clark was then read to Mrs. McClary when she was present with the tray:

Nicholson, superintendent of the tinware department, of a handsome gold headed umbrella by the employees under him. To the accompanying address, Mr. Nicholson replied in felicitous terms.

The celebration throughout was in every respect successful and enjoyable.

Window and Interior Display

SEASONABLE WINDOW DISPLAYS.

The hardware and housefurnishing trade should give special attention to windows of necessities, such as various kinds of brushes and brooms, which are required in setting up a new household.

Then, wood tubs, wash boards, ladders, clothes pins, churns, pastry boards, baskets all help to make a very attractive background.

This class of window reminds the prospective buyers some weeks in advance, and gives clerks a chance on ranges, kitchen ware, etc. Dealers can land one or two good bills every month by a little forethought in window trimming.

Every storekeeper desires to push some line when the season is quiet, and, while he can make a good display of luxuries, everyone is not in a position to go beyond a certain figure in housefurnishings. Try and get the cream of the trade—not the skimmed milk or rag ends.

UNIQUE WINDOW DISPLAY.

McGowan Bros., hardware dealers, Spokane, Wash., had a unique window display the third week in June. A bevy of girls from 8 to 12 years of age, industriously sewing to make a dress for her doll in one day was the scene presented to the passerby. The firm offered three prizes, ranging from a \$37.50 sewing machine to a \$10 hand sewer for the best doll dress. Prominent society women were the judges of the contest.

ATTRACTIVE WINDOWS BRING TRADE.

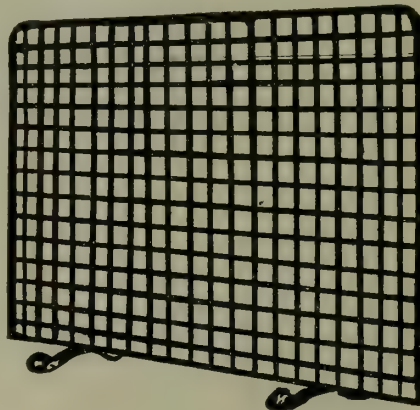
The modern way to sell merchandise is to appeal to the purchasing public not only through your advertisement in the local papers and by personal words in your store, but also by allowing your goods to make their own appeal through the medium of an attractive window display. H. Gingerich, hardware merchant, Woodstock, recently had some very attractive and original features in his two show windows. One window was devoted to advertising the sale of tents. In the background of the window was a curtain, after the style used by photographers. In front stood a miniature tent, fastened down in regulation manner, and calculated to give spectators a good idea of the looks of a real tent and the way it should be set up. In the other window a very tasteful display of fishing tackle was made. It attracted considerable attention and a good deal of ingenuity was displayed in its construction.

Hardware merchants throughout Canada are realizing more than ever that time spent in thinking out and placing before the public tasteful and original window displays is time profitably spent. The merchant who succeeds by a judi-

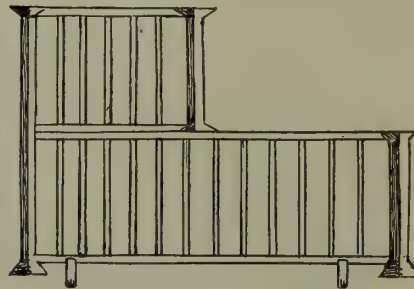
cial use of floor and window space, in distancing his competitors in the matter of keeping his goods prominently before the buying public, will not be long in obtaining the lion's share of the trade.

WINDOW PARTITIONS.

Movable window partitions are a device for improved window-dressing which hardware merchants should adopt. The movable partition has many advantages. It enables the hardwareman to make very effective displays of various lines of goods in the same window. That is its principal purpose. The or-



Metal Window Partition.



Window Partition of Wood.

dinary hardware window is fair sized, and it is often inconvenient or inadvisable to make a display of a single line, but by using the partition two or three sufficiently large displays can be made. Very often a clerk would have time to change one section, when he would not have time to change his whole window. Changing one section at a time would keep the window looking fresh.

Two illustrations of partitions are here shown. These are sketched from partitions actually in use, but are intended as merely suggestive. One is of wood, and looks very handsome in the window. The other is of iron. Sometimes the latter has brass trimmings and is of different shape, but these are matters of choice. For some purposes an even more effective partition than

either of these is made of two sheets of plate mirror, back to back. Sometimes the bar iron is used for the near wall of the window also.

CATCHY PAINT DISPLAY.

It should not be difficult for any clerk of average intelligence to make an attractive display of paints and brushes. Most of the Canadian manufacturers are only too glad to help their agents in the matter of paint displays by supplying them with attractive posters and loaning them pretty and realistic models of miniature frame houses with which to adorn their windows when showing paints. When supplied with one of these appropriately painted little houses, by employing stained sawdust, pieces of mirror, and a varied assortment of brushes and paint cans, all the surroundings of a charming country villa can easily be represented. Driveways, hedges, pools, lawns, together with winding paths leading to the house in the background, can be set forth in such a way as to effectively draw the attention of the passing public to the brand of paint you are selling. Even when no assistance is coming from the manufacturer, a plan like the following, suggested by the Paint, Oil and Drug Review, could be effectively adopted:

"Cover the window floor with a green cloth or green-dyed sawdust. Lay out several winding "paths" with wide flat brushes of the kalsomine and varnish sorts. Scattered about the window, plan formal groups—round, crescent-shaped, square, etc.—of the different sizes of smaller brushes, each stuck up on the end of the handle in a perforated board. Display cards with catchy phrases, comparing the "flowers that bloom in the spring" and the beautifying qualities of the goods displayed. One or two small pyramids of paints in cans may be added, or a garden seat constructed out of the same material. Across the back of the window build a wall with cans of paint, having a gate near the centre made from strips of light wood painted black, with gilt or tin-foil trimmings.

"A placard, telling of a special make of whitewash for which the merchant can furnish the special ingredients, might be used with effect, and other placards should show hints about enamels for beds, chairs, washtubs, floor stains, painting rustic seats, etc."

Do you know all about the construction of the stoves and ranges you handle, and why they are constructed as they are? If you don't you can put in your spare time profitably in learning. You should know every stove and range in the store from the ground up, because if you do you can sell them more intelligently than if you are not well posted.

HARDWARE TRADE GOSSIP

Quebec.

Provost & Baigne, Montreal, hardware merchants, have dissolved.

J. A. Rochette, of the sales department of Lewis Bros., Montreal, is away on his vacation.

Geo. McGowan, of the purchasing department of Caverhill, Learmont & Co., Montreal, is away on his holidays.

Wolf Richler and William Ziff have been registered to carry on a junk business in Montreal under the firm name of the Montreal Metal Co.

C. L. Devitt, who used to travel for Lewis Bros., Montreal, is again traveling for them, taking Mr. Leak's place. Mr. Devitt was married recently and will reside at Pembroke.

E. B. Ryan, of the invoice department of Lewis Bros., Montreal, was married in Toronto, Saturday July 6, and passed through Montreal this week on a trip to the Saguenay.

Francois Bergeron and Telesphore Sanscartier, Montreal, have been registered to manufacture knives, tools, etc., under the firm name of Bergeron & Sanscartier.

Osiias Leduc and Eugene L. Desautels, St. Hyacinthe, Que., have been registered to carry on business as painters under the firm name of Leduc & Desautels.

J. H. Gibsone, manufacturers' agent, Montreal, went to Newfoundland last week to recuperate. Mr. Gibsone represents in Canada A. Rudd & Co., St. Helen's, England, manufacturers of glazier's diamonds.

The petition of the hardware firm of Dubois, Lapiere & Bourbonnais, Montreal, (St. Louis), asking that a liquidator be named has been granted, and J. M. Marcotte has been appointed liquidator.

Amongst those who called in Montreal last week were: J. H. Morin, Henryville; J. A. Moquin, Eastman; Mr. Piper, of J. & T. M. Piper, Fort William; Mr. MacRae, of MacRae Bros., Richmond.

Max. Hudon, successor to the late P. F. Rheume, hardware merchant, Quebec City, has transferred his establishment from the corner of Bridge and St. Joseph Streets, to Nos. 101-103 Bridge Street, corner of St. Francis.

Ontario.

John Irwin, pump maker, Port Perry, is advertising his business for sale.

The assets of R. C. Benjamin, painter, Ottawa, will be offered for sale.

The Bradley Torpedo & Oil Co., Petrolia, recently suffered a considerable loss by explosion.

The N. T. Lyon Co., stained glass dealers, Toronto, suffered about \$500 loss by fire last week.

A dissolution is being advertised by the hardware firm of Neveux, Clinton & Baxter, Windsor, Ont.

W. D. Morrison, harness maker, North Bay, Ont., has assigned to J. A. McNamara, and a meeting of the creditors is being held to-day.

The death of Jacob Hose occurred recently at Kenora. Mr. Hose was a

member of the hardware firm of Hose & Canniff, of that city.

Russell M. Clements, of Clements & Co., Milton, is to be married next month to Miss Burling of that town.

R. C. Blayney, of the Oshawa Steam & Gasfitting Company, Oshawa, was a visitor at the Toronto office of Hardware and Metal on Monday.

Gus A. Schmidt, of Schmidt Bros., hardware merchants, Sebringville, Ont., was married on July 10 to Miss Pearl L. Nicholson, of Blake, Ont.

Palmer & Ireland, plumbers, Brantford, have dissolved partnership. The business will be carried on under the firm name of J. D. Palmer & Co.

Wm. Tait, manager of Lewis Bros.' wholesale hardware office, Toronto, has left for the Bay of Quinte district to spend a couple of weeks holidaying.

George Sears, wholesale and retail hardware merchant, Kingston, has assigned to J. B. Walkem, and a meeting of the creditors is being held to-day.

James F. Bowden, representative of the Imperial Varnish & Color Co., Toronto, left last Friday on a holiday trip to his native city of Belfast, Ireland. He will also visit some of the other points of interest in the old land.

Walter Warren, Toronto, is under arrest at Port Hope for passing worthless cheques. Amongst other deals he purchased a quantity of binder twine at J. B. White's hardware store, giving a cheque for \$25 and receiving \$9 in change.

T. B. Williamson, of H. S. Howland & Sons, Toronto, has returned from a trip to the Dublin Exhibition. He also visited other leading points of interest in the Old Country, and brought back some good stories to tell to his customers.

On Monday afternoon of last week, Geo. H. Aude, the Drayton hardware merchant, who for some time has been undergoing operations on his right leg, had the injured limb amputated just below the knee. Mr. Aude is now resting easy at the Guelph General Hospital and is making rapid progress toward recovery.

Western Canada.

Mr. Massey, of Massey & Morrison, Saskatoon, was in Winnipeg this week.

V. Smith, Star City, Alta., has sold his hardware establishment to R. D. Chisholm.

A. R. Auger, hardware merchant, Okotoks, Alta., has been succeeded by G. Thompson.

Mr. Prest, of Virden, was in Winnipeg this week attending the exhibition and calling on the wholesale houses.

J. S. Oliphant, of Swan River, Man., has moved to Brandon, where he is now connected with the Brandon Hardware Company.

A. E. Karges, western manager of Jas. Stewart & Co., returned to Winnipeg last week from an extended business trip through Alberta and Saskatchewan.

J. C. Stewart, president and manager of Jas. Stewart & Co., of Woodstock,

was in Winnipeg this week in connection with business with the western branch of this firm.

H. C. Wylie, hardware merchant, of Oxbow, Sask., was in Winnipeg this week attending the exhibition and was seen by Hardware and Metal in one of the wholesale houses.

F. F. Moore, formerly editor and proprietor of the Dauphin Herald, has sold out his paper and is opening out a hardware store in Buchanan, Sask. He is building new premises and intends carrying a complete and up-to-date stock of hardware and sundries. He will be ready for business about August 1st. Mr. Moore conducted a bright paper and should make a success in business.

J. W. Dietrich, of Shurly & Dietrich, Galt, Ont., was in Winnipeg last week on business and went west to the coast after a few days' stay. Because of his many good qualities, Mr. Dietrich is familiarly known among the boys on the road as the "Prince." He visited the MacLean Publishing Company's booth at the Pure Food Show during his stay in Winnipeg, and there held a pleasant reception for his friends in the trade.

Maritime Provinces.

In a disastrous fire at Hartland, N.B., on July 15, Orsen's hardware store was one of about a dozen buildings destroyed.

Charles Nurse and Chesley Austin, plumbers, St. John's, Nfld., have dissolved partnership, Chesley Austin retiring from the firm.

In a fire last week considerable water leaked into Philip Granan's hardware store, St. John, N.B., and in moving some of his hardware stock some water pipes were disconnected, causing some slight damage.

BLAST FURNACES BLOWN IN.

The blast furnaces of the Atikokan Iron Company at Port Arthur were blown in on Wednesday afternoon, the event ushering in a new epoch in the history of Port Arthur. The people residing at the head of Lake Superior had looked forward to the time when the immense iron ore deposits which circle the northwest sweep of the lake and stretch back from the lake running for a hundred miles or more, would be required to supply the demands of the Canadian market, as represented by the great Northwest. July 16 saw the first commercial utilization of these, when the smelting furnace went into operation. An idea of the magnitude of the Atikokan Iron Company's plant, which has steadily been under construction during the past two years, may be gleaned from the fact that it involved a capital expenditure of \$1,300,000. It entailed some 15,000 feet of filling from the shore line, in which operation a gravel train was employed during the two seasons in carrying the material from Slate River.

A Chicago furniture store has in its window the following sign: "With every brass bed sold, we give a marriage license free." A hardware dealer could make the same offer with a kitchen range.

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN President

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FREIGHT RATES COME DOWN.

After some months of careful consideration, the members of the Dominion Board of Railway Commissioners have issued an order which will have a far-reaching effect on the commerce of the Dominion east of the great lakes.

The order remedies the long standing complaint of Ontario and eastern Canada shippers that the railways discriminate in favor of through traffic from the United States to eastern Canada points as compared with traffic originating on this side of the border, and puts into effect the principle of uniform rates for equal distances. As a result, there will be a marked reduction of freight rates to the east from practically all points in western Ontario, the existing unfair discrimination will be done away with, and shippers and the public generally will greatly benefit.

The change will make a difference of several cents in connection with all points. Another feature is that the "owner's risk" condition has been dropped, according to the order, against some 250 items.

LOOKING PROSPEROUS.

A short time ago a leading Canadian banker deprecated the growing tendency among bankers of spending a lot of time and tying up a lot of money in elaborate buildings. No doubt all good things are capable of being overdone. Nevertheless, it is extremely hard to tell whether or not the banks are putting too much money in buildings. The finer and more substantial the building, the

greater the confidence of the public in the bank's stability. In these days of tight money conditions, when all banks are eagerly reaching out after the depositor, elaborate buildings assume the form of an advertisement, as well as an ornament to the community. The bankers realize that an appearance of prosperity tends to beget the real thing.

As with banks, so with hardwaremen, appearances count for a whole lot. If your store has an untidy, out-of-repair appearance, it is liable to be shunned by the best class of trade. It is certainly the best policy to spend considerable thought and some money upon the appearance of the store and to look fully—perhaps a little more—as prosperous as circumstances permit.

PROFITS IN PORK.

In a recent suit heard in Toronto courts the interesting information was elicited that during the past fourteen years the William Davies Company, Toronto, has paid dividends averaging over 50 per cent. annually, the various percentages being as follows: 1893, 65; 1894, 34; 1895, 44; 1896, 45; 1897, 100; 1898, 120; 1899, 82; 1900, 60; 1901, 27½; 1902, 27½; 1903, 15; 1904, 30; 1905, 41; 1906, 25.

The Davies Company has 32 retail meat and provision stores in Toronto, and 16 more in other parts of Ontario. They have applied themselves to the bacon curing business, and made a success of the meat packing business generally, selling both on the home and export markets, they being the largest exporters of Canadian bacon to Great Britain.

The enormous dividends paid to the company's shareholders are due largely to the centralization of the industry, the company being at once manufacturer, jobber and retailer. Their advertising and bookkeeping expenses are, therefore, comparatively small, with numerous savings resulting from the "chain of stores" organization.

LAW AGAINST PRICE-CUTTING.

Missouri has put into force legislation which should meet with the approval of retailers everywhere, the purpose of the law being to check the indiscriminate price-cutting indulged in by unwise or jealous-minded retailers. The first section of the new law reads as follows:

"Any person, or firm, company, association or corporation, foreign or domestic, doing business in the State of Missouri, and engaged in the production, manufacture or distribution of any commodity in general use, that shall in-

tentionally, for the purpose of destroying the business of a competitor in any locality, discriminate between different sections, communities or cities of this State, by selling such commodity at a lower rate in one section, community or city, than is charged for said commodity by said party in another section, community or city, after making due allowance for the difference, if any, in the grade or quality, and in the actual cost of transportation from the point of production, if a raw product, or from the point of manufacture, if a manufactured product, shall be deemed guilty of unfair discrimination, which is hereby prohibited and declared unlawful."

The remainder of the law is devoted to an enumeration of penalties, which include the revocation of permission to do business within the State, fines from \$500 to \$5,000, and imprisonment in the county jail. While the dealer might say when he cuts the price on a certain article that his motive was not to drive a competitor out of business it can hardly be anything other than he might have wished to clear certain goods out of stock, but that, too, like the many other reasons he might give, is demoralizing to his business, as it is to any other, and it is to be regretted that it prevails to such a considerable extent. The sooner that this evil is abolished, which can only be done by co-operation, which to be successful requires immediate and concentrated action, the better for the trade as a whole.

TORONTO'S HARDWARE STREET.

W. Field has opened a hardware and plumbing business at 702 College street, Toronto.

A year ago there were no hardware stores on College street west of Markham, where H. & J. Jamieson have a store at 474. Now Garrett & Wainwright are located at 582; W. Field at 702; Christie Bros., at 802; T. Whetstone at 840; R. T. Walker at 847; Johnston & Co. at 1088; Rodman Hardware Co. at 1215, and Hallett & Noden in Toronto Junction, the last three being on Dundas street, a continuation of College.

This makes eight new stores within less than two miles on one street—a truly remarkable growth. In other portions of the city new stores have been opened, but nowhere has the growth been as great, as in the northwest section, where several new stores have been opened in addition to those on "Hardware" street.

BUSINESS INTEGRITY.

Elbert Hubbard, the sage of East Aurora, speaking of the business capacities of Richard Cobden, says, "Honesty as a business asset is fully recognized. If you would succeed in business you cannot afford to sell a man something he does not want; neither can you afford to disappoint him in quality any more than in count. Other things being equal, the merchant who has the most friends will make the most money. Our enemies will not deal with us. To make a sale and acquire an enemy is poor policy. . . . Once a business man was a person who not only thrived by taking advantage of the necessities of people, but who banked on their ignorance of values. But all wise men now know that the way to help yourself is to help humanity."

What Elbert Hubbard says about anything is worthy of serious attention, and generally his precepts can be very safely and profitably adopted and put into practice. There is no uncertain sound in what he says about the value of integrity in business. It is absolutely essential to the upbuilding and maintenance of any business institution. This is not the unreliable utterance of an enthusiastic dreamer, but one the truth of which every thinking man now recognizes.

Never sell things for illegitimately high prices, nor for unremuneratively low prices. Search for the happy medium, the price which will suit the buyer and bring a legitimate profit to the seller. The merchant who always looks upon his customers as easy subjects for imposition will very soon find himself mercilessly let alone so far as patronage is concerned, and he will very likely be the subject of righteous censure from the mouths of men really more reasonable than himself.

Corresponding with graft in the political world is the despicable evil of short measure in the commercial world. The merchant who thinks he is making handsome and easy gains by giving short measure is not cheating the buying public as much as he is cheating himself.

The fact that he has oversold some customer will have a disastrous after-effect on a traveler's or dealer's reputation. It pays to be honest.

PLAIN TALK TO CUSTOMERS.

A general merchant in western Canada recently sent the following circular letter to his customers announcing his change from the credit to the cash system of doing business:

"After twelve years of successful merchandizing, I have sold my interest in the old store and stock, thereby putting myself in a better position to serve you.

I now have a clean new stock of general merchandise, bought for cash at close competition between the largest wholesale houses. In opening my new stock for your inspection, it is my purpose to so shape my business policy that all will receive like treatment, and there is but one way in which that end can be reached—by selling strictly for cash.

"You can readily understand how it is impossible not to discriminate when a credit business is being done, when its workings are explained to you. 'A,' a cash customer, buys \$200 worth of goods in a year. 'B' buys \$200 worth on a year's credit. Money being worth 6 per cent., 'B' pays only \$188 for the same amount of goods that 'A' pays \$200 for. In other words, the merchant pays 'B' a premium of \$12 for not paying cash (out of money that ought to go to 'A')—besides the expense caused by 'B' in bookkeeping and the loss in bad debts. These premiums, amounting to \$1,200 on \$20,000 credit business, together with extra expenses and losses, as above, I propose to pay in dividends to all my customers, by pricing my goods so much below what I would have to get for them were I doing a credit business.

"A few years ago a strictly cash system would hardly have been the thing, while to-day modern merchandising conditions, as well as the financial conditions of our people demand it. I need make no exceptions to my rule, as my price concessions will confirm you in the belief that I am right. The price of every article in my stock is marked in plain figures, and that is the price to all. I take this opportunity to thank all old patrons for the confidence they have heretofore placed in me, and trust they will be able to take advantage of my price concessions."

CARTAGE DELAYS.

A special meeting of the council of the Montreal Board of Trade was held this week, George Caverhill, the president, presiding. One of the principal questions considered was the letter received on the 16th inst., from the freight agents of the Canadian Pacific Railway and the Grand Trunk, stating that the serious delays to teams which have occurred lately clearly showed that facilities at the warehouses of many of the consignees are altogether inadequate to permit of the prompt unloading of freight. Similar delays have occurred in loading teams with outward freight. The council ordered that a copy of the letter be communicated to the branch associations of the board, with an expression of opinion that merchants with premises unsuited for present requirements should make provision for the prompt unloading of teams.

This is a very wise and needed step taken by the local trade authorities to facilitate the handling of freight. By the complete execution of this mandate the commercial circle here will have washed its hands of all guilt in regard to delay of shipments.

WAITING-ROOM WITHOUT LOAFERS.

A writer in one of the exchanges explains how in a western hardware store a waiting-room was established, from which, by a very simple device, loafers were driven away. The device is interesting in that no resort was taken to force or verbal warning. This is the way the hardware dealer accomplished it:

He cleared away some of the plows and cultivators stacked along the floor from a space around his book-keeper's desk and proceeded to decorate with articles that would particularly appeal to women. A semicircular background was built up of washing machines, churns, kitchen cabinets, etc., over which were draped hammocks and articles of a more restful nature. Inside this circle were arranged ornamental plant stands, fancy brackets, articles that appealed more to the ornamental than the work-a-day side of life. In the midst of this were seats for a reasonable number of waiting people, with a few magazines, plants and a globe of gold-fish to make the place as attractive as possible. In summer a water-cooler and filter added to the convenience of the guests and at the same time advertised an article that was on sale. The plants were arranged upon the stands in artistic display. Taken all in all the waiting-room was really a very cosy and home-like affair, and one where out-of-town people, particularly women, liked to go to wait.

No loafers of the objectionable sort ever went there. The professional knew he would not be welcome in such a place and he did not feel at home there. He preferred the bare floor and cluttered up, barn-like appearance of some other hardware stores. Neither did customers of leisure use the privilege unwarrantably. By placing it so near the book-keeper's desk the class of semi-loafers who like to swap stories or talk politics for an hour before starting home were eliminated, so many of their "very best" stories were not quite appropriate for feminine ears, and such a parlor-like waiting-room as that was hardly the place for political discussions. About the only class of people who felt at home there were the very ones for which the place was intended, the women and such men as were gentlemen and accustomed to genteel surroundings.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 62.)

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Decline of 3 cents.
Ingot Tin—Scarce.
Tacks—Ten per cent. advance.

Toronto.

Screws—New discounts show advances.
Tacks—From 10 to 12 per cent. higher.
Revolvers—Cheaper lines cost more.
Horse Nails—Prices of "C" brand revised.
Copper—Half a cent lower.
Old Material—Heavy copper lower.

MONTREAL HARDWARE MARKETS

Montreal, July 19.—The continuance of extreme hot weather has done something towards diminishing the strong demand which has prevailed for every seasonable line of hardware. The jobbers are very busy, not so much owing to the heavy demand, but to the diminution in the staffs, a number of the members of various firms being away on their vacation.

Shortage in some lines is still common, and in many cases orders are very sparsely filled. This state of affairs cannot continue long, for the slackening in demand will enable the manufacturers to replenish their stocks and thus relieve the scarcity.

Tacks—Owing to the increased cost of manufacture, both as regards wages and raw material, an advance of 10 per cent. has been made in the prices. This will especially affect the trade in blued, cut and Swedes tacks. The discount on blued carpet tacks is now 75 per cent.

Screws—Supplies are still short, but manufacturers are confident that if they are given a chance they will relieve the situation. Prices are firm and unchanged, but an advance is imminent.

Building Paper—The situation is unchanged. A moderate demand exists. Prices are unchanged. An immense amount of building is being done in Montreal this summer.

Green Wire Cloth—A steady demand prevails. Supplies are very limited and the manufacturers are doing their best to partially fill orders. The factories are ordering supplies of raw material now for next year's production to insure procuring it. Prices are unchanged.

Mechanics' Tools—Sorting-up orders continue to arrive. The large volume of building being done is keeping the trade in these brisk.

Cement—A moderate demand prevails.

Sporting Goods—The season has not yet ended, judging from the orders which arrive. Fishing tackle is still in good demand.

The number of orders for fall goods is steadily increasing and in a month or so the trade in blankets, lumbermen's outfits and diggers' tools will be in full swing. Retailers will do well to order early and secure a good portion of their locality's trade.

Almost all of the Montreal wholesale houses are very busy filling orders which

were partially filled a month or so ago, and in endeavoring to keep pace with the current. Some find it imperative to work both before regular hours and after them. The transportation companies are blaming the shippers for delaying their teams too long at loading and unloading points.

TORONTO HARDWARE MARKETS.

Toronto, July 19.—General activity continues around the jobbing houses, orders for summer goods continuing to be received in large quantities. The shipping, and in fact the complete staffs of the wholesales, are unusually busy for this season. The harvest being a fortnight behind has been the cause of much of the present demand for harvesting supplies, while the hot weather is responsible for keeping up an active demand for summer lines, such as lawn and garden goods. Camping supplies are seasonably active, with a lively call for gasoline and coal oil cooking stoves. Kitchen enamelware is also selling very well.

Screws — The long expected advance on screws has now been made, and while the change is not a great one, buyers who accepted our advice to buy some time ago were on the right side. The new discount on bright steel flathead is 85 and 10 off, and on bright round-head it is 80 and 10. The former figures were 87½ and 85½.

Tacks — From 10 to 12 per cent. has been added to the cost of some of the most commonly sold lines, such as blued carpet tacks, etc. This line has been advanced from 80 and 5 to 75 per cent. Cut and Swedes (blued) are also included in the rise, which has been caused by the increasing cost of manufacture.

Horse Nails — A revision of prices has been made on "C" horse nails, the change tending to make prices more uniform. The new list reads: No. 1 and 2, 50c. per lb.; 3, 30c.; 4, 20c.; 5, \$3.75 per 25 lbs; 6, \$3.25; 7, 8 and 9, \$3; 10, 11, 12 and 14, \$2.75 per 25 lbs.

Shovels — During the past fortnight something has been looked for on shovels, but it is announced that no advance will be made at present. Besides the more general production of shovels on account of new manufacturers during the past year, large stocks of English shovels are being imported.

Green Wire Cloth — The demand keeps up, with stocks at a low ebb, all the larger sizes being cleaned out entirely. Window screens are also reported very scarce. This season's experience will force all branches of trade to place orders early for another year.

Builders' Hardware — The general activity in building in all parts of Canada is encouraging a lively call for mechanics' tools as well as for builders'

supplies, such as locks, building paper, nails, etc. Sorting orders in these lines are very plentiful. Cement is also selling in large quantities.

Sporting Goods — Baseball and lacrosse goods, as well as campers' supplies are all in active demand. Fishing tackle is also selling well and shooting materials are beginning to move. There has been a slight advance on the cheaper lines of revolvers.

Cutlery — Sales in this and other autumn lines are commencing, but as yet the trade is too busy to pay much attention to fall buying. Horse goods, lumbermen's outfits, etc., should be looked after during the coming month.

The general outlook for fall is good, as, while money is tight and wholesalers are watching their credits closely, business conditions look favorable and the coming winter should see a large volume of trade done. The present month is, undoubtedly, one of the best in the history of the hardware trade.

MONTREAL METAL MARKETS.

Montreal, July 19.—For this time of the year, trade is very good, and, compared with the same period last year, is fair. During the last half of July and the first half of August, the demand is bound to be diminished as many of the foundries are closed down for repairs and those which keep open are somewhat crippled in their output by the absence of men on their holidays.

Although little selling is done on the local market, there is a good deal of buying, as 7,000 or 8,000 tons of iron arrived last week and is being rapidly distributed.

Pig Iron.—Scotch iron is higher; English remains unchanged. A large amount of iron has arrived here and consequently considerable activity prevails. Prices are firm and unchanged and the prospects are for a period of dullness. A large volume of business was transacted, but that was an exceptional week. We continue to quote: Middlesboro, No. 1 at \$21.50; No. 2 at \$20.50; Summerlee at \$25.50. In many of the American centres business has dwindled almost to the point of stagnation.

Ingot Tin.—The London corner has been broken and instead of a ruling price of £18 as recorded on July 8, there now rules £8. Premiums for spot have been greatly reduced and conditions in the local market are more healthy. Lamb and Flag, and Straits, \$44.

Lead.—Very firm. The local demand is strong and supplies are adequate. Supplies of English lead are limited. Pig lead is still \$5.45.

Antimony.—Buyers seem to have no confidence in imports and are holding back. Cookson's still is 18c.

Ingot Copper.—Much uncertainty exists in the local market, and people are buying only what they are forced to. Larger quantities of copper are now

available. We continue to quote at \$23.50.

Sheet Zinc.—The demand is moderate, with adequate supplies.

Zinc Spelter.—The demand in the local market is steady with fairly good supplies. Domestic is still \$6.50.

Old Materials.—The local market is very dull. No demand to speak of exists and supplies in some cases are short. Prices are weak, although no change is made this week. Machinery cast scrap, \$17; heavy red brass, \$15½; heavy copper, \$17.

TORONTO METAL MARKETS.

Toronto, July 19.—Trade throughout the metal markets continues to be satisfactory in every respect for July. In all the metals the demand is considerably heavier than is usual at this stage of the summer, and local stocks are quite adequate for filling orders as they arrive. Compared with last year, the metal market is exceptionally brisk and present indications are that the aggregate July business will surpass that of any previous year for the same month.

Antimony.—Since the two-cent drop of last week there has been no further decline, Cookson's being still quoted at 18c. There is talk of bottom having been touched on antimony abroad, and that the foreign producers are stronger in their price. If this were corrected to "some foreign producers" it would be correct, for some are weaker and more solicitous to sell than at any time.

Pig Iron.—The iron and steel market is rather quiet at present. Both American and English quotations are easier but this has not affected the local market.

Tin.—Spot tin is considerably easier on the London market, but the price on tin ingots locally is firm and unchanged. Stocks of tin plate and galvanized sheets are well up and not much buying is being done at present.

Lead.—There is a fair local demand, with supplies quite adequate to meet it. Lead continues easy on the London market and prices are very weak in the United States; although the trust there recently made a 10 per cent. reduction in their prices, still lead seems to-day weaker than before the cut in price, and the demand is no better.

Copper.—Casting ingot copper has declined ¼c., and is now quoted locally at 23c. The recent break in the American market has been reflected here and we should not be surprised if the market should decline still further, bringing about a consequent decline in brass goods.

Old Materials.—The price on heavy copper and copper wire has declined one-half cent per pound since last week and these are now quoted at 18c. Prices on machinery scrap and stove plate are unchanged since the decline of last week and both remain steady at the reduced figures. Generally speaking, the market for old materials is dull, the recent reductions in price causing vendors to show a disposition to hold their materials in the hope that prices may regain their former level.

Dealers are getting gasoline stoves at wonderfully low cost this season, when the many advances in the cost of materials entering into their construction are taken into consideration.

THE IRON AND METAL TRADES.

New York, July 18.—The Iron Age says: Rarely have reports from all parts of the country agree so thoroughly concerning the condition of the pig iron markets. They are lifeless. Practically all pressure for immediate delivery has disappeared, and the complaint is even cropping up among melters that some furnaces are crowding shipments on them. Some foreign pig iron is still straggling in, but prices must be made pretty low to move it.

With many branches of the finished iron and steel trades practically pegged, the manufacturers who purchase their supplies of pig iron in the open market aver their inability to pay present asking prices, and they insist that pig iron must come down.

The steel works and mills are still very well provided with work, but new tonnage is not and could not be well expected to come in freely at this season of the year. The result is that in some lines in which there has been bitter complaint over deliveries for many months the mills are beginning to catch up. This is true of black sheets, although delays are still occurring in galvanized sheets.

At some of the independent tin plate mills some of the tin house labor has gone out, but the matter is of little consequence. A more troublesome matter may be the action of the dockmen at the Lake Superior ore shipping ports, some of whom have already gone out in defiance of contracts, and most of the rest of whom threaten to follow before the end of the week.

The copper market has weakened again. Electrolytic copper has sold in moderate quantities on the basis of 21 cents in New York, and it has since been offered at lower figures. So far as can be learned consumers have not taken hold at the prices established last week, and now 20 cents for electrolytic is freely talked about.

U. S. METAL MARKETS.

Cleveland, O., July 18.—The Iron Trade Review to-day says: The most important transaction in shapes and plates was the sale of about 30,000 tons to Chicago and 7,000 tons of fabricated steel to the Northern Pacific Railroad, making 20,000 tons taken by Hill roads this summer. Inquiries for a considerable tonnage of structural steel for barges and packet steamers are pending at Chicago, and many small orders of structural steel have been placed throughout the country. Deliveries are not being so promptly made.

Sales of bar iron are limited, and some western mills are showing indications of anxiety concerning orders. Specifications against steel bar contracts are heavy and new business is satisfactory. An order for 2,300 steel cars has been practically closed by the C. B. & Q. Railroad, and other railroad inquiries are pending. Delivery of plates is more prompt, and independent interests, which a few weeks ago were getting premiums of \$6 per ton, are now receiving only \$2. Orders for rails and track material are limited, and some cutting of prices on nuts and bolts is reported.

Owing to the extremely hot weather the supply of labor in the coke region has been inadequate, and production has been reduced. The demand for coke is very slack and prices are firm. Old material is dull and prices are receding in nearly all markets.

LONDON METAL MARKETS.

London, July 17.—Cleveland warrants are quoted at 56s. 3d., and Glasgow standards at 56s., making prices as compared with last week on Cleveland warrants, 3d. lower, and on Glasgow standards 3d. lower.

Tin.—Spot tin opened easy at £183, futures at £180, and after sales of 350 tons spot and 400 tons futures, closed easy at £183 for spot and £179 15s. for futures, making price as compared with last week £5 10s. lower on spot and 15s. lower on futures.

Copper.—Spot copper opened steady at £91, futures at £86 10s., and after sales of 1,000 tons spot and 1,400 tons futures, closed strong at £94 for spot and £88 10s. for futures, making price as compared with last week £4 lower on spot and £1 10s. lower on futures.

Spelter.—The market closed at £24, making price as compared with last week 7s. 6d. lower.

Lead.—The market closed at £20, making price as compared with last week £1 lower.

SOUTH AFRICAN DEMAND FOR TINWARE.

One of the recent features of South African trade which appears to have escaped general attention is the remarkable growth of this market for tinware, the demand last year more than doubling the volume, rising from \$161,587 in 1905 to \$340,772 in 1906. As in all other branches of the hardware trade, the demand is for medium and high quality only.

NOVEL ANIMAL TRAP.

An ingenious device for catching small animals, such as mice, rats, rabbits, etc. in large numbers, has been invented by J. M. Kellogg, Bozeman, Mont. The trap works in such a way that each victim resets the trap for the next. This invention relates to traps similar to those shown and described in letters patent granted to Mr. Kellogg at a former date.

TO GLUE ASBESTOS TO IRON.

Silicate of soda glue is probably the best substance to use for the purpose named. Brush the glue on the back of the fireplace and then stick on the asbestos fibre, using the asbestos freely. This glue will withstand the heat and hold the asbestos firmly in place.

COMPOSITION OF SOLDERS.

Fine solder is an alloy of two parts of block tin and one part of lead. Glazing solder is equal parts of block tin and lead. Plumbing solder, one part block tin and two parts lead.



Travelers, hardware merchants and clerks are requested to forward correspondence regarding the doings of the trade and the industrial gossip of their town and district. Addressed envelopes, stationery, etc., will be supplied to regular correspondents on request. Write the Editor for information.

HALIFAX HAPPENINGS.

Halifax, N.S., July 15.—The Maritime Wholesale Hardware Association convened at the Grand Hotel, Yarmouth, N.S., on the evening of July 9, at which general routine work was disposed of. Nothing of importance was dealt with at the meeting, and no changes of any consequence were made in the price lists.

Ex-president E. K. Spinney, of Yarmouth, courteously extended an invitation to the members of the association to attend a deep-sea fishing excursion on Wednesday, which was warmly accepted. The day was fine, with a strong northwest wind blowing, which kicked up quite a swell on the ocean, and several of the party were sufferers from mal-de-mer.

The party consisted of J. Keefe, representing Jas. Robertson & Co., St. John; Mr. Coates, of S. Hayward & Co., St. John; Mr. Lee, of W. H. Thorne & Co., St. John; Mr. Sterns, of H. H. Fuller & Co., Halifax; Mr. Crowell, of Wm. Robertson & Son, Halifax; Mr. Whiston, of Crowell Brothers, Halifax; Capt. Douglas, of Wm. Stairs, Son & Morrow, Halifax; Mr. Simonds, of Simonds & Son, Dartmouth; Mr. Lockhart, of James Robertson & Co., St. John, secretary of the association; A. E. Ellis, manager Bank of British North America, Montreal, and his son, Robert E. Ellis, agent of that bank at Toronto; F. S. Osgood, Newburyport, Mass., and E. H. Lovitt, Capt. Obed Murphy, E. J. Vickery, G. Prescott Baker, J. Harold Lovitt, John H. Killam, R. Caie, E. K. Spinney, W. L. Harding and E. F. Parker.

The steamer Marina started out at nine o'clock, and the first cast was made at the bell buoy off Green Islands. The fish did not bite very rapidly at first, but soon sufficient for the chowder were secured and the total catch was in the neighborhood of 150.

Capt. Douglas was high line, with a catch of 17, and also secured the prize for the smallest fish. E. K. Spinney captured the first fish and prize, and E. J. Vickery the largest fish and prize.

The party landed at the fishermen's favorite resort, Harry's Island, where an excellent chowder and other refreshments were served. The cooking was under the direction of Frank Deveau, of the staff of the Grand Hotel, and an appetizing chowder it was, too.

On the return home, and as the steamer neared the wharf, the party gave three hearty cheers and a tiger

for ex-President Spinney, which was strenuously replied to. All enjoyed the delightful outing. The visitors were quite enthusiastic over the beauties of the Tusket Islands and the scenery along the coast, and expressed the hope that on some future occasion they would have the pleasure of visiting Yarmouth.

Matheson & Company, of New Glasgow, are laying the keel for a steel 500-ton, three-masted schooner. The keel came from Scotland, and the rest of the ship will be constructed in Nova Scotia. The firm have already built large steel barges and smaller craft. Work is rushing at the Halifax dry dock. The steamer Universe and Oscar II., both of which were ashore, are here for repairs. Both steamers are very badly damaged. At least 125 plates will have to be put on the Universe.

Negotiations are in progress for the transfer of the Gowrie and Blockhouse and other areas at Port Morien, C.B., and vicinity to the Atlantic Coal Co., Ltd. Nicholas Richardson, of Newcastle-on-Tyne, who represents the interests of the British investors, is now in Nova Scotia, and it is likely that he will undertake the management of the collieries. If the merger goes through, a new mining town will be added to Cape Breton.

SCENIC ST. JOHN.

St. John, N.B., July 16.—The St. John delegates to the annual meeting of the Maritime Wholesale Hardware Association, held at Yarmouth, N.S., on Tuesday and Wednesday, July 9 and 10, arrived home Thursday. The delegates in attendance at the meeting from this city were, John Keefe, T. C. Lee, H. N. Coates, F. R. Murray and George A. Lockhart.

The meeting was well attended and very successful. The report of the executive, dealing with the work of the year, was received and adopted. Very encouraging reports as to trade conditions in various parts of the provinces were received.

The following officers were elected for the ensuing year: John Keefe, St. John, president; W. G. Robertson, Halifax, vice-president; executive committee, T. Douglas, M. O. Crowell, Halifax; Percy Simmons, Dartmouth; T. C. Lee, F. R. Murray, George C. Weldon, St. John.

The retiring president, E. K. Spinney, of Yarmouth, entertained the members of the association, lavishly. Among other delights they enjoyed a day's deep sea fishing with Mr. Spinney and some of his Yarmouth friends.

The old "Chipman House," where King Edward stayed during his visit to St. John as Prince of Wales in 1864, was sold last week to H. J. Garson, a junk dealer, for \$28. It is now being torn down to make room for the big new Y.M.C.A. building which is under construction.

By purchasing the output of tar of the St. John Railway Company's gas works here, the Carritte-Patterson Company practically control the tar production of the Maritime Provinces.

George Hannah, a prominent citizen and builder, of St. Stephen, died on the 9th inst., aged 80 years. He had been an active business man, carrying on building operations until last fall, when he retired. Last spring he suffered from an attack of pneumonia, from which he never fully recovered. He leaves one son, George, Jr., a grocer, and two daughters.

A portion of the stock of Phillip Gronnan, hardware dealer, on Main St., was damaged by water on Thursday evening last, when fire visited the grocery store of Robertson & Co., next door.

Henry Hilyard, of Hilyard Bros., mill owners, arrived home last week from a trip to England. He was absent about two months. On his way home he stopped for a few days at Dalhousie, N.B., having been called there in consequence of the loss of one of the mills of the Restigouche Lumber Company, in which he is interested. The question of rebuilding the mill will be decided at a meeting of the directors to be held this week. Mr. Hilyard said that the company now has five mills in operation. Regarding the English lumber market, Mr. Hilyard said it was not considered as bright when he left, as it had been in the early spring. The general impression was, however, that it would revive before long.

Allen Appleby, of the Spoon Island granite quarries, has received an order from T. C. Brewer for 1,200 yards of granite for the Fredericton bridge pillars and has moved one block of stone measuring 100x14x7½ feet, which will cut from 900 to 1,000 tons. This, he says, is the largest ever moved at the quarries.

The corner stone of the new Salvation Army citadel, on Charlotte street, was laid on Friday by Mayor Sears. The building will be of brick and stone and will cost about \$8,000.

LEAFY LONDON.

London, July 17.—Tuesday's disaster, by which the Crystal Hall and adjoining building on Dundas street, collapsed, resulted in putting Mr. Brewster, whose new five, ten and fifteen cent store was referred to in last week's issue, out of business in London for a time at least. The stock of tinware, hardware, etc., which it was intended to open out in a day or two, is ruined. It was in this store that fully one-half the fatalities occurred.

It is understood that Hon. Adam Beck contemplates erecting a large new box factory in the east end. This busi-

ness has doubled during the past year or two, and more room is urgently needed.

* *

A strike of a score or so of workmen interfered with the operations of the Labatt Mfg. Co. for a couple of days last week. The cause was trivial and the trouble was soon over.

* *

Negotiations for the establishing of a large malleable iron foundry, which will probably be located somewhere in the southeast end of the city, are now going on.

There is also some talk of a big plow works being erected on Chelsea Green, but no definite information in this regard could be secured.

* *

The Wilcox Hardware Manufacturing Company, of Chelsea Green, is contemplating the installing of a large molding plant, which will give employment to a large number of hands.

CHAT FROM CHATHAM.

Chatham, July 16.—Business still continues brisk, particularly in tinsmithing, plumbing and seasonable lines. July this year is well in advance of the same month in previous years. One merchant states that his volume of business this month is 50 per cent. over the average July.

* *

H. Macauley, of the Ark, who some weeks ago underwent a dangerous operation, is reported to be progressing nicely.

* *

The Sydenham Glass Works at Wallaceburg have closed down for the summer.

* *

The new Wolverine brass factory will locate in North Chatham, Messrs. Cornelius Bros., having last week secured a site on the McKeough property on St. Clair street. It is anticipated that the location of the factory in that vicinity will result in a big boom for merchants there.

The contract for the erection of the factory has been signed, John Piggott & Sons being the contractors. Building operations are to be commenced this week, the contracts calling for the completion of the factory by November 20 next. The main building will be three storeys in height, and 50x100 feet in ground dimensions, while the boiler room will be 20x20 feet, and the foundry 38x72 feet. The factory will stand some 25 feet back from the street, and Mr. L. A. Cornelius states that it will be constructed according to the most artistic plans. The front will be of pressed brick, and the grounds adorned with trees and flowers. The site is one that gives the company admirable shipping facilities, the C.W. & L.E. being right at its doors.

* *

There are rumors that efforts are in progress to induce the gas magnates of the Tilbury field to pipe their product

to Detroit. D. A. Coste, of the Volcanic Oil & Gas Company, who are supplying Chatham, declare that there is nothing in the rumors. It is pretty generally conceded that there is a good gas supply in Tilbury for Chatham and adjacent towns, but the general opinion is that the piping of the gas to Detroit would, as in the case of the Leamington field some years ago, speedily deplete Tilbury of the product.

* *

It is possible that Kent may shortly inaugurate a movement for permanent pavements on country roads. Following on the C.W. & L.E. extension southward has come a movement to lay a bitulithic pavement upon the gravel road between Harwich and Raleigh, from Chatham to Charing Cross. Whether the movement will bear definite results in the near future is decidedly uncertain, but that the subject has been broached is quite encouraging.

* *

An important discovery was made last week by a party from Chatham, in the shape of an ample supply of sand for glass making. The party, comprising Chairman W. H. Westman, of the industrial committee, Mayor Stone, City Engineer Jones and Messrs. L. A. and H. C. Cornelius, went down the river on Wednesday last in a gasoline launch, for the purpose of investigating the sand supply. Their search is reported successful, a large supply being located within easy reach of the city. The find, it is universally felt, means a lot for Chatham in an industrial way.

It is now pretty nearly an assured fact that the American glass concern, reference to which was made some time ago, will locate a factory in Chatham. Representatives of the concern were in the city last week, and during their visit made investigations with a view to ascertaining whether the sand at the lake was suitable for their purposes.

* *

At noon on Saturday Robt. Riddell & Sons were visited by a pretty bold thief, who entered the office and, with the aid of a sledge hammer and cold chisel, broke into the safe. He secured upwards of \$20 in bills and silver. The office of the Volcanic Oil & Gas Co. on Wellington street, was also visited on Friday night, \$14 and upwards being taken. The two jobs are believed to be the work of the same practitioner.

* *

J. C. Wanless, who is the sole agent in Chatham for the Cody gas lamp, reports that orders are coming in fast. The lamp certainly seems to have made a hit. It is manufactured by the Cody Manufacturing Co., of Sarnia, a recently established Canadian branch of an American concern. The lamp retails at \$1.75, and one local merchant ran 14 lamps in his place of business for four hours at a cost of nine cents for fuel. Mr. Wanless also handles the 4-mantle arc lamp, retailing at \$10.

* *

Chatham is at last to have a thoroughly new and up-to-date electric lighting plant. Last week the civic property committee received word that the debenture by-law for \$15,000 had received the approval of the Ontario Muni-

cipal and Railway Board. On Monday evening the by-law received its third reading, after which the contract for the new gas engine plant was let to the Colonial Engineering Co., of Montreal, who handle the Hornsby-Stockport gas engine. The contract price is \$13,000, and includes a complete lighting plant, in perfect running order and guaranteed to effect big reduction in the cost of lighting. The plant is to be shipped from England within three months of the signing of the contracts.

* *

Sep. Poole, J. C. Wanless' junior, seems to have a peculiar knack for putting on a show window what is "just a little better" than anything else of its kind. The window, in its natural state, is merely a fair average window, being scarcely deep enough for the purposes of a big display, yet Mr. Poole is rarely at a loss for something artistic. It is possible for a merchant to make an effective display of lawn mowers and kindred appliances by merely grouping them in the window; Mr. Poole the other week did a little better, heightening the effect by grouping them on a groundwork of sod. This week he has a pitchfork display—and, for the sake of effectiveness, he has converted the window for the time being into a hayfield. This "added touch" involves much thought, and a deal of extra work—but it counts.

VIGOROUS VANCOUVER.

Vancouver, July 11.—Vancouver Island's iron ore deposits are receiving marked attention. The Dominion Government has an expert now on the ground looking into the possibilities of the development of industry in this metal. W. Lindman, a Swedish authority, is the gentleman, and his report will be awaited with interest. The existence of coal measures of great extent and value on the island is an important feature. Limestone deposits of large area are also situated suitably near at hand.

Independent investigations into the iron ore of the island are being pursued at the same moment by J. F. Shadforth, a British iron master of prominence and large experience. He has reached this province, and is at present in Victoria looking into details of the situation. In an interview Mr. Shadforth outlined the sort of plant he felt could be profitably established. It would cost nearly \$2,000,000, and would include 300-ton blast furnace for smelting the ore, foundry machine shops, iron pipe foundry, tinplate works, rolling mills, etc. The saving in freight alone, he figures, would be a handsome profit. It is Mr. Shadforth's intention to go into the whole matter fully while here, and it is almost certain that his plans will be matured. If such a plant as he describes is established it will give employment to 2,000 hands.

* *

Wireless telegraph stations, of the Shoemaker type, are to be installed on this coast by the Dominion Government. C. Doutre, commissioner for the Gov-

ernment in this service, is now on the coast making all necessary arrangements. A station is to be placed on Point Grey just outside of Vancouver harbor. Several are to be located on the west coast of Vancouver Island. A system of five stations will be located on Vancouver Island. Work on the proposed installation is to go ahead at once.

That business in Vancouver, and indeed in all of the province, is on an excellent basis and fairly active is evidenced by the surprising increase in weekly bank clearings for the week ending to-day. The total of \$4,354,898 breaks all previous records, the nearest being the week of June 6, which was more than \$300,000 less than to-day's total. The increase over the corresponding week of last year is 70 per cent.—in itself a record.

To provide increased wharfage accommodation for the growing trade of this port, the C.P.R. has begun improvements looking to building a series of piers out into the harbor from the present wharf, which is merely built along the waterfront. The piers may be run out to any distance into the inlet, as there is plenty of room. Dredging and rock work contracts have just been let, amounting to over \$50,000, for the first of these piers. After these portions are completed the work of driving piles and building the superstructure and sheds will be let. This new pier is to be at the extreme western end of the present wharf and will be for the trans-Pacific steamers exclusively. Turpentine wood piles, from Australia, have been brought in use for piling this wharf. It is said this wood resists the attacks of the teredos. A large quantity of teredo-proof piling, manufactured here, is also to be used. The entire work of this one pier will take a year to complete, and will cost in the vicinity of \$300,000.

The industries of the coast are to be increased by the addition of a structural steel works on lines similar to the Dominion Bridge Co. and other concerns of Montreal and eastern Canada. The Vancouver Structural Steel Works, J. Coughlan & Sons, proprietors, is the name of the new concern, which has secured a site for a factory on Bridge street, next the new location of the Vancouver Engineering Works. A building is to be erected at once and plant installed. Everything required for the erection of steel frame structures will be turned out here. The raw material will have to be imported at present, but it is the hope of those interested that in the near future there will be a B. C. steel production plant, when the iron deposits of the island are opened up.

New Westminster is steadily forging ahead as a centre of industries. This week the fires are to be started in the

new works of the Crystal Glass Co., which has installed a complete modern plant in the premises at Sapperton, formerly owned by the Automatic Can Co. All sorts of glass bottles, fruit and pickle jars, will be turned out. The drug trade will also be catered to. The new concern has expended nearly \$100,000 in installing its plant, and expects to have a pay roll of 100 employees. By the end of this month the product will be turned out, and work is to be carried on continuously from that time forward.

Another industry to be established at New Westminster is a car shops. The site for this plant is now being cleared, alongside the Fraser River Mills, at Millside. Seattle parties are interested in the move, and assure the erection of a plant at once.

Interesting details are gleaned from the report of the provincial Department of Mines, just issued. The total value of minerals produced in the year 1906 was \$24,980,546, an increase of 11.2 per cent. over 1905 and 31.6 per cent. over 1904. The Boundary and Coast districts showed the chief increase, Cassiar (including Atlin) a slight increase, East Kootenay and Cariboo were about stationary, Lillooet and West Kootenay showed a decrease, the Ainsworth section, however, more than doubling, with Rossland and Nelson stationary and Slo-can marked decrease. The tonnage of ores mined in the province, exclusive of coal, is returned at 1,963,872 tons, 15 per cent. of an increase over 1905.

The number of shipping mines in 1906 was 154, though of these only 77 shipped over 100 tons. Some 41 mines shipped in excess of 1,000 tons, 14 of these being in the Boundary district, 8 in Nelson mining division, 6 in Trail mining division (Rossland camp), and 5 on the coast.

Totals worked out for all production in the history of mining in the province up to the end of 1906, show that coal as a distinct class has produced more than any other class, the total being placed at \$79,334,798. Gold, the metal, has a grand total of \$109,736,800 produced in the history of the province. But of this \$68,721,103 is placer gold and \$41,015,697 is lode gold. The gross value of copper produced in the whole history of mining in the province is \$35,546,578; silver, \$25,586,008; lead, \$17,625,739.

The total amount of silver produced last year was 2,990,262 ounces; copper, 42,990,488 pounds; lead, 52,408,217 lbs. The gross output of the coal mines of the province for the year was 1,899,076 tons (2,240 lbs.). Some 200,000 tons of coke were produced from a portion of this coal output.

SASKATOON SAYINGS.

Saskatoon, July 12.—There is a good demand for paints, oils and varnishes. Some delay was caused in outside painting by a few days of rough, dusty wea-

ther, but again painters are at it with renewed vigor.

Plans are being prepared for a Masonic temple. The site, which was purchased some time ago, is on the corner of Fourth avenue and Twenty-first street. It is proposed to make the building one of architectural beauty at a cost of \$20,000.

J. F. Cairns will build an addition to his already extensive store. It will be two storeys, of stone, with concrete basement, and extend 42 feet on Twenty-first street. The new warehouse is also under way to replace the one which was burned down a few months ago.

The agricultural society of Hanley are now completing their new buildings on the fair grounds, and indications point to a successful fair on July 30th.

The prospective merchants of Elstow have such faith in the growth of their new town and its future that they are not depending on the railroad to bring in their supplies, but are hauling them from Saskatoon and French. Young Bros. have bought out the general store of J. N. Harvey, and Stewart Bros. have started a general store business.

THE SISAL PLANT.

The cultivation of the sisal plant in the Bahamas has increased so much in the four years since it was introduced by Governor Shea that it is pushing the sponge industry very hard.

A writer in the Rosary Magazine predicts that the full development of the fibre plant will make a wonderful position for the little island in the commercial world.

The sisal plant has always grown wild on the islands, and has been looked upon as one of the greatest pests, as it was almost impossible for the native farmer to eradicate it from the soil, its hardy bayonets appearing in the midst of every crop and refusing to be destroyed.

Governor Ambrose Shea discovered that the fibre of the leaves when stripped of the outer covering of green was the firmest and whitest of rope fibres, and, soliciting the aid of English capitalists, he at once set to work to make the sisal an important item of commerce, and now the income is nearly \$1,000,000 a year to the Island of Nassau.

An acre of land will produce annually half a ton of fibre, and the plants last from twelve to fifteen years. Only the poorest and scantiest soil is necessary, and no climatic effects influence the growth of the plant in the least.

All the available land in the island has been bought up by capitalists since the sisal boom, and the Government has already received a fund of \$250,000 from bounties and grants, which will be used in public works on the island. The sisal industry has spread to neighboring islands, and plenty of employment is given the natives at from 50 cents to a dollar a day.

Heating and Housefurnishings

LOCATING AND PIPING A FURNACE.

The proper location of a furnace, as well as the size and arrangement of the warm air conductor pipes, is one of the most important requisites for its successful operation.

The position of the furnace should be as central as the arrangement of the basement will permit, with the warm air pipes as near of a length as possible. If one side of the building is more exposed to the weather than the others—generally the north or west—that side should be favored by placing the furnace nearer to it or by increasing the size of the warm air pipes.

The furnace, whether portable or brick-set, should rest on a substantial foundation of brick or stone, the plan of which will vary according to the furnace used and the means adopted for supplying the furnace with air.

In mounting the furnace, care must be taken to have the castings perfectly level and all joints properly cemented. The chimney should be carefully examined before connecting the smoke pipe to see that there is no obstruction and that there is a full, free draft, as this is a frequent source of complaint.

The Cold Air Duct.

When the fresh air supply is taken from the outside, the cold air duct should have a capacity equal to three-fourths the capacity of all warm air pipes, as the cold air will expand about one-fourth in becoming warmed by passing the furnace. If the air is taken from inside, the capacity of the duct should equal the full capacity of all warm air pipes. Even where thorough ventilation is desired, detached houses, occupied by only a few people, require but little air from the outside in extreme cold weather, for, by reason of the great difference in temperature, every little crack becomes a rapid source of fresh air supply.

In house heating, the size of warm air pipe to use for any room depends much upon conditions; that is, the construction of the building, exposure, wall and glass surface, length of warm air pipe and elevation of same, etc.; under ordinary conditions, however, one square inch of pipe area will heat .25 cubic feet in a first-floor living room, 30 cubic feet in a second-floor sleeping room and 15 cubic feet in a bath room, if but one side of the room is exposed. Roughly speaking this means:

8-inch pipe for room containing 1,000 cubic feet.

9-inch pipe for room containing 1,500 cubic feet.

10-inch pipe for room containing 2,000 cubic feet.

12-inch pipe for room containing 3,000 cubic feet.

14-inch pipe for room containing 4,000 cubic feet.

16-inch pipe for room containing 5,000 cubic feet.

For Second Floor Rooms.

For second-floor rooms use one size smaller pipe than for first-floor rooms. For rooms with two sides exposed use

one size larger pipe, also where pipe is unusually long or has several crooks. The size of register to use is one having a little greater capacity than the pipe.

In churches, stores and like buildings, where only one room is to be heated, we recommend, where practicable, the use of one large register top frame placed directly over the furnace.

All warm air pipes should be conducted from the highest point of the inner wall or casing, keeping the top edge of all pipes, whatever their size, on the same level where they enter the furnace. Place dampers in all pipes near furnace for shutting off the heat when not in use and for regulating the flow to different registers as weather conditions may demand.

In running the pipes from the furnace, aim to obtain as much of an angle of elevation as possible, as the only power that moves the warm air through the pipes is the tendency of warm air to rise, hence the greater elevation the quicker the flow; also avoid crooks and turns wherever possible. Wall pipes should not be placed in outer walls, but can be run in any ordinary wooden partition, or closets can be utilized. We recommend the double safety or asbestos covered single tin pipe.

As a faulty chimney flue is very often a cause of much trouble and annoyance, we recommend a flue of not less than 8x12 inches for furnace use, and larger for a large-sized heater, or one to burn soft coal or wood. The flue should also be carried at least two or three feet below the smoke pipe entrance and the soot drawer placed at the bottom, or falling soot is likely to clog the entrance.

Another important feature is the height of chimney. This should not be less than four feet above the highest part of roof and, if surrounded by high buildings or trees, it may be necessary to extend the chimney considerably higher.

Combination Heating.

In combination heating, to determine the amount of radiation required for any room, due allowance must be made for exposure, locality, glass surface, etc. In a general way it may be taken that one square foot of direct radiation will heat:

20 to 25 cubic feet in living rooms exposed on one side.

18 to 22 cubic feet in living rooms exposed on two sides.

25 to 30 cubic feet in sleeping rooms exposed on one side.

20 to 25 cubic feet in sleeping rooms exposed on two sides.

15 to 20 cubic feet in bath rooms.

Locate radiators in coldest part of room wherever possible and supply each radiator with a quick opening hot water radiator valve and union elbow on opposite end, also with air valve. The system of piping employed may be either what is known as the single or double system, but in either case the size of pipes used must be properly proportioned to secure a uniform flow through all mains and branches. All lines of pipes to be as free from crooks

and bends as possible, the rise from heater to be not less than one inch in ten feet.

An expansion tank of ample size must be used and this must be open to the atmosphere through a vent pipe extending from the top of the tank. Connect the tank with one of the return mains near heater and run overflow pipe from top of tank. This can usually be carried down into the basement and connected with the drain. See that the tank is always about half full. The filling can be done by hand or by connection with water system. A gauge glass can be placed on the tank to indicate the height of water or an altitude gauge can be connected with the system in the basement.

The usual tappings for hot water radiator are as follows:

1 in- pipe for 40 ft. and under.

1½ in. pipe for 40 to 80 ft.

1½ in. pipe for 80 to 150 ft.

2 in. pipe for 150 ft. and over.

Rules for Piping.

1 inch pipe will supply 2 ¾-inch branches.

1½ inch pipe will supply 2 1-inch branches.

1½ inch pipe will supply 2 1½-inch branches.

2 inch pipe will supply 2 1½-inch branches.

2½ inch pipe will supply 2 1½-inch and 1 1½-inch or 1 2-inch and 1 1½-inch branches.

3 inch pipe will supply 1 2½-inch and 1 2-inch, or 2 2-inch and 1 1½-inch branches.

—From the catalogue of the Roberts Heating and Ventilating Company, Minneapolis, Minn.

PROCESS OF DETINNING.

Franz Von Kugelgen and George O. Seward, Holcombs, Rock, Va., have invented a method of recovering the tin from tin plate scrap. The feature of the invention consists in the use of dry chlorine gas, which attacks the tin and not the iron. If, however, the temperature is allowed to rise on account of the action of the chlorine on the tin, the iron is also attacked. To prevent this, a small quantity of tin scrap is treated at a time so that the receptacle absorbs the heat.

UNIVERSAL SOLDERING FLUID.

A soldering fluid which will not rust or corrode the soldered parts is made by dissolving as much zinc in muriatic acid as the acid will take up and then adding water, glycerine and alcohol. To one part glycerine add one part alcohol and one part water; then add two parts of acid with the zinc dissolved. This fluid has been used for all kinds of soldering, says the Street Railway Journal, and has been found especially desirable with greasy or dirty connections as well as for soldering to iron. It is claimed that the glycerine prevents all rust, which plays havoc with many soldering fluids which contain muriatic acid.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 a.m. Friday, July 19. Room 511, Union Bank Bldg, Winnipeg, Man.

Exhibition week finds nearly all the travelers in the city warehouses ready to entertain their customers from country points. As a consequence, orders are light this week, and the warehouse staffs have a chance to catch up with back orders.

Several price changes will be noted this week. The discounts on harvest tools have been changed. Loaded shells are cheaper, Iver Johnson revolvers have been advanced, and so have Marlin shotguns. Coil chain has been advanced. New discounts are announced on "C" brand horse nails.

ROPE—Sisal, 11c. per lb., and pure manila, 15½c.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.90; 11, \$2.96; 12, \$3.04; 13, \$3.14; 14, \$3.24; 15, \$3.39; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

POULTRY NETTING—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSENAILES—No. 10 and larger, 22c; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c. per box. Capewell brand, quotations on application.

WIRE NAILS—\$3 f.o.b. Winnipeg, and \$2.55 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES — ¼ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS — Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS — Bolts, carriage, ¾ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS — Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN — ½-in., \$7.25; 5-16, \$5.75; ¾, \$5.25; 7-16, \$5; 1, \$4.75; 9-16, \$4.70; 1½, \$4.65; 2, \$4.65.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS — Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS — Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enameled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE — Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE — Rope sisal, 7-16 and larger, basis, \$11.25; Manilla, 7-16 and larger, basis, \$16.25; Lath yarn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC. — Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordin-

The Exceptionally High Quality of

Stephens'

House Paint

makes it the most acceptable of all paints to the user.

Stephens' Paint represents all that is best in Paint making—a paint with a reputation. For many years in high favor with representative painters because found dependable under all conditions.

We use only the best oil and pigments, scientifically prepared, and all our work is guaranteed.

Our facilities for making Paint are second to none.

We carry a large stock and can give you the quickest service. Send along an order and see.

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PAINT MAKERS

WINNIPEG and CALGARY



- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

SAMPLE SHINGLES SENT ON APPLICATION

Winnipeg Paint and Glass Co. Limited

CALGARY WINNIPEG

ary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

REVOLVERS — The Iver Johnson revolvers have been advanced in price. the basis for revolver with hammer being \$5.30 and for the hammerless \$5.95.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

CORRUGATED IRON AND ROOFING, ETC.—Corrugate iron 28 gauge painted \$3, galvanized \$4.10; 26 gauge \$3.35 and \$4.35. Pressed standing seamed roofing 28 gauge painted \$3.10. galvanized \$4.20; 26 gauge \$3.45 and \$4.45. Crimped roofing 28 gauge painted \$3.20, galvanized, \$4.30; 26 gauge \$3.55 and \$4.55.

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, 1-in., \$2.65; 1 1/2, \$2.80; 2, \$3.50; 2 1/2, \$4.40; 3, \$6.35; 4, \$8.65; 5, \$10.40; 6, \$13.85; 8, \$19; 10, \$25. Galvanized iron pipe, 1-in., \$3.75; 1 1/2, \$4.35; 2, \$5.65; 2 1/2, \$8.10; 3, \$11; 4, \$13.25; 5, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON — Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10 1/2-oz., \$5.20; Queen's Head, 20 \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES — 18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE — Silver Star, in bbls., per gal., 20c.; Sun-

light, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases, \$2.75.

PAINTS AND OILS — White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2 1/2c.; in kegs, 3 1/2c.; turpentine, barrel lots, Winnipeg, 90c.; Calgary, 97c.; Lethbridge, 97c.; Edmonton, 98c. Less than barrel lots, 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gallon advance on these prices.

WINDOW GLASS — 16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.30.

DISPLAY TO DEMONSTRATE QUALITY.

Usually the most effective window displays are so simple that the first impulse of wonder is that they have not been in general use long ago. Such a one attracted attention a few days ago; not a conspicuous one perhaps, but one that certainly appeals with a good deal of force to the thoughtful customer who wants to get good quality for his money.

Arranged around the windows in a semi-circle is a block of each metal used in the various articles in that particular store, iron in all its grades and classes, not only the more general terms of cast and wrought iron, but the sub-divisions and special process irons in general use, black iron, white iron, Russia iron, gray iron, silicon iron; also the various grades of steel, nickel, copper, aluminum and the various alloys also have their proper places, the idea being to create as strong an impression as possible respecting the wide range of metallic resources at the command of the manufacturer.

Over the display were the words in conspicuous letters, "Each has its special place and properties. In the goods we handle all are given the places where they wear the best. Come in and let us show you."

While this display was up the newspaper was briefly educating the public each day on some of the properties of some one metal that rendered it essentially adapted to certain uses and totally unsuitable for other uses. It worked almost a revolution in the hardware trade in a community where cheap department store goods were cutting in and where unthinking people just considered that "iron is iron and steel is steel," and so continued to invest in the low-priced goods and to wonder why things manufactured now "don't wear like they used to." It shook up their understanding when they fully realized the many forms of iron now on the market and set them to asking questions. Needless to say this means that the dealer adopting it must himself be posted on the properties of all the metals he shows; must have some idea of their relative cost; must be able to tell why one is better than another for one purpose and not so good for another; in short must be prepared to back up the inquiries he instigates with intelligent answers.

Perhaps it is also needless to suggest that this is not a good display for the man who deals exclusively in cheap, shoddy goods and gives no thought to quality. It is to his interest to remind his customers of it as little as possible.

To heighten the first effect of the display and render it more attractive there is ample scope in the background; mining scenes, manufacturing plants or specimens of the finished articles in which the metal in question is given its proper use. In this, however, as in all window displays, care must be taken not to fill the background up with so much detail that the effect of the real object will be buried.

An attractive package is a good advertisement for any store. No matter whether it is to be carried or delivered, a neat package pleases the customer and makes a good impression for the store.

A Chicago hat store has in its window a big straw hat that has been made into a clock. The works are in the crown and the hands stand out in front. Around the rim are the numerals and above it is a card with the words, "It's time you bought a new hat." The idea could be used by a hardwareman by using some enamelware or galvanized ware.

Modern Conveniences for Farm Homes

The Second of a Series of Articles Intended to Help Canadian Plumbers in Educating Residents in Country Districts to the Necessity of Better Sanitary Arrangements.

By Elmina T. Wilson, C.E.

Selecting Location of House.

In selecting a location for a house there are certain points that should be held in mind. A slight elevation, having proper surface drainage, with protecting hills or woods on the north, is greatly preferable to a narrow valley, a low meadow, or the north side of a hill. The house should face so as to get sunlight into all the rooms, if possible, for "where sunlight does not enter the doctor must." This may be accomplished by facing the house southeast, for example, instead of directly east or south.

After the selection of the site some study should be given to the character of the subsoil, the principal factors to be considered in this connection being the water and the air. There is a certain amount of moisture in the upper layer of the soil which is the cause of damp and unhealthy foundations. This dampness is derived mostly from the surface water, and is directly proportioned to the absorptive power of the soil and can be diminished by tiling and trenching. The ground air is rendered impure by the gases arising from the decomposition and putrefaction that are constantly going on in the soil, especially in that which is contaminated by household wastes.

In the construction of the cellar the first thing is to provide such drainage as will draw off the water at least one foot lower than the surface of the cellar floor and prevent the ground air from passing through the walls and floors. In building the cellar walls every joint should be entirely filled with mortar. A good coat of asphalt over the outside of the wall turned in at the grade line with a course of slate or blue-stone above ground level will prevent all soaking up of moisture. If a drain tile is laid just outside the footing course and the space on the outside of the wall is filled with sand and gravel all the way up to grade, the surface water will be carried away through the drain.

The floor of the cellar is best made by a layer of brick or of cinder concrete, covered by a layer of asphalt and finished by a 4-inch layer of stone concrete. A layer of well-beaten clay makes a good cellar floor, but it cannot be so easily kept clean. The height of the cellar walls above the ground is important. They should extend a sufficient distance above the ground to admit of windows in the cellar at least two feet high. This will insure plenty of light and thorough ventilation. There should be cellar windows on all sides of the house.

Laying Out Plumbing System.

There is a great difference of opinion among those who have made special study of sanitary plumbing concerning many of the details of construction and design, but the vital things to be kept in mind when laying out the system are

to use the best material, isolate all plumbing, and concentrate as much as possible. By "best material" is not meant the most expensive, but the most durable. Secure simplicity in all needed fixtures. Avoid complications in waste pipes. Select sinks without grease traps, bath tubs without inaccessible overflows, wash basins free as possible from fouling places, and water-closets without valves, connecting rods, or machinery.

The drainage system must be so constructed as to carry away completely, automatically, and immediately everything that may be delivered into it. It should be constantly and generally vented, frequently and thoroughly flushed,

it, and then through the roof for free ventilation. If possible, have the fixtures which are located on different floors in a direct line one above the other to avoid any considerable horizontal run. If bathrooms or water-closets are required in different parts of the house let each have its own vertical line of soil pipe. All plumbing fixtures on bedroom floors should be confined to bathrooms, and under no conditions should there be a wash basin or any other opening into any channel which is connected with the drainage system in a sleeping room or in a closet opening into a sleeping room. Each bathroom should have exterior location and at least one window for light and ventilation, but pipes should not be placed against outer walls unless adequately protected against frost. Never have plumbing out of sight; let each pipe be in full view, and each closet, bath, or basin be unhidden by any sort of inclosing woodwork. There is quite as much danger from the dirt which is apt to gather around concealed pipes and beneath inclosed sinks, bowls, or closets as there is from the admission of sewer gas. The simplest way to prevent the accumulation of dirt is to make it easier to be clean than to be dirty. Therefore keep the plumbing fixtures where there is plenty of light.

Improvements for the Kitchen.

The kitchen is a most important part of the house. On it depends the physical life, and to a large degree the spiritual life, of the family. Realizing its importance, sufficient time and thought should be given to it to secure the best results possible from the material at hand.

Perfect ventilation is the first requirement of a kitchen, light comes next, and in turn the possibilities of perfect cleanliness. The walls should be painted so that they may be wiped off with a damp cloth, making cleanliness possible without great demand on strength, and without the disarrangement caused by white-washing and kalsomining. In these days of enameled paint the walls and shelves of all kitchen closets should be painted. Painted shelves can be wiped off with a damp cloth every day if need be. Paper in kitchen closets is always a bid for dust and vermin.

Hard wood makes the best kitchen floors, Linoleum or oilcloth are labor-saving and, if cut to exactly fit the floor and all joints cemented, are perfectly sanitary. Intelligence does not countenance a carpet on the kitchen floor.

Whatever fuel is used, let the range be one of the best in the market. This is true economy. Near the range and under the same ventilating hood should stand the oil or gasoline stove. There is an infinite variety of these stoves, all economical, cleanly, and safe if managed with care.

A hood suspended over the kitchen range and connected to a flue in the

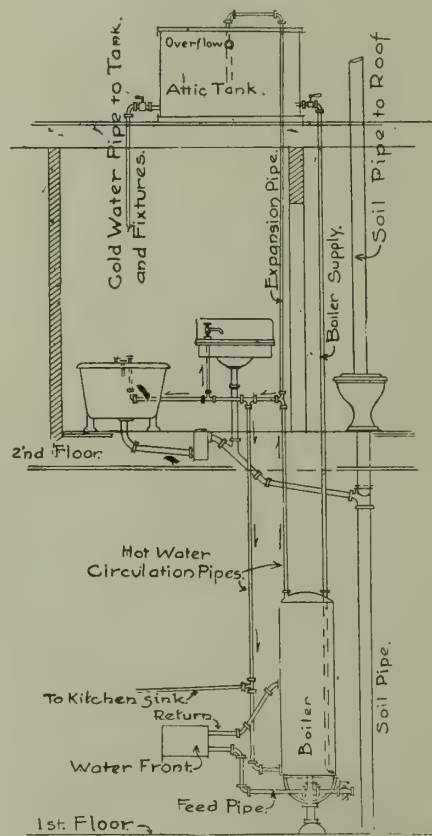


Fig. 2—Hot-Water Circulation.

and have each of its openings into the house securely guarded from the entrance of air from the interior of the drain or pipe into the room. All drains, soil pipe, and waste pipe should be absolutely tight against the leakage of water or air.

The main line of the house drainage system begins at the sewer, flush tank, or septic tank, as the case may be, passes through the house by such a course as may be indicated by a judicious compromise between directness and convenience, past the location of the highest fixture that is to discharge into

chimney will gather all the steam and odors and carry them away.

Laundry Arrangements.

When the kitchen is also used as the family laundry, stationary tubs of enameled iron or of soapstone should adjoin the sink. They should be covered to form a table when not in use, but as confined air near plumbing becomes dangerous, the covers should close upon rubber knobs or wooden blocks, so as to leave an air space for ventilation. Nickel-plated union strips and hardwood wringer holders should be added between the tubs and at the right-hand end so that a wringer may be used. One of the needs of an ordinary farmhouse is a suitable place for the workmen to wash as they come from the fields. When a separate room is fitted up as a laundry, provision should be made here for the men by adding a large sink and bench.

The kitchen sink should be of cast iron, plain, galvanized or enameled, broad, and of a generous size, preferably with a high back to protect the wall from the water which is certain to splash when drawn rapidly from the pipes. The faucets should be set well up and back to avoid the breakage of dishes by striking them against the faucets. The waste pipe should be covered with a fairly fine brass strainer, which should be held securely in place by screws. At one end should be placed a long draining shelf, the shelf should be well grooved and inclined slightly toward the sink. Both tubs and sink should be well trapped, but as grease traps when neglected are filthy things, and as proper care of the pipes renders them unnecessary in an ordinary kitchen, they should be avoided. Kitchen and pantry sink drains should be treated frequently to a wash of hot water and ammonia or soda to keep them clear from deposits of grease. Kitchen sinks are used for the discharge of liquids which in their original condition are not offensive, but which after a little retention begin to putrefy, and it is very important to secure the complete removal of all such matter well beyond the limits of the house before putrefaction begins.

Refrigerator drains should never connect directly with the drainage system.

Hot Water Apparatus.

A hot-water supply may be furnished by a special heating apparatus in the cellar, a furnace connection, or, as is usual in small houses, by a boiler and water-front, attachment for the range. In figure 2 is shown the boiler, water-front, and pipes for a successful water heating and circulating system. The cold water should always enter the boiler at some distance below the point of entrance of the hot water from the water-front of the range; the greater this distance the better will be the circulation, and the less time it will take to heat a certain amount of water. The kitchen boiler is simply a storage tank to keep a supply of hot water on hand so that it can be drawn when required. The chemical properties of the water often determine whether a copper or galvanized-iron boiler may be used. Certain waters will rust out a galvanized iron boiler in a few years, while a copper boiler, used in its place, would last a lifetime. The hot water stores itself in the upper part of the boiler and is forced out by the cold water entering

at the bottom. The upper pipe, or hot-water pipe, from the water-front to the boiler must not be allowed to sag but must have as much elevation as possible, and also large-sized elbows should be used, in order that the flow of water will have the least possible friction to contend with. The more elevation we get from the water-front to the boiler the better the water will circulate, but the slightest rise in the pipe will make a satisfactory job. It should be a continuous rise from the range to the boiler. To prevent the pounding of steam in the boiler an expansion pipe should be provided to allow the escape of steam and air bubbles if the water comes from a tank in the attic. This expansion pipe should open over the overflow from the attic tank. When pressure tanks are used the expansion pipe must be omitted. The sediment which is constantly accumulating in the boiler should be blown off through the stopcock for that purpose, found under every boiler.

The range and boiler are set as close together as they can be for the purpose of getting the best results in regard to the heating of the water. The best kind of pipe for connecting them is either copper or brass, $\frac{3}{4}$ or 1 inch in diameter, with fittings of the same material having threaded joints. Lead pipe is too soft for the purpose and will not stand the high temperatures which the water in these connections often reaches. If it is desired to draw hot water from the different faucets throughout the house at the moment the faucet is opened instead of having to wait until all the water in the pipe has been drawn out, it is necessary to have a circulation of the hot water at all times from the boiler to the different fixtures. The hot-water pipe is started from the boiler and carried up, as shown in figure 2, to the highest fixture and then connected. The return pipe connects with each of the lower fixtures, finally ending at the bottom connection of the boiler. Be sure to have some upward slope at all points to the pipe which leads from the boiler to the highest fixture; but it is not necessary that the return have a continuous fall.

AN INQUISITIVE CUSTOMER.

The Ironmonger relates the following incident which should interest stove salesmen and clerks in general:

"You never know who you are talking to in our trade," said an assistant the other day. "Why, only this morning a gentleman came up to me and asked if the 'governor' was in. When I said no, the 'governor' was out, and would not be back before lunch, the gentleman said he would like to see one or two cooking ranges. I took him round and showed him what we had, and he seemed to be greatly interested in all that he saw. He asked no end of questions relating to details of construction, mode of working, relative efficiencies, and so forth, and at last he fastened on one particular make of range, and asked so many questions about it that I quite thought it had taken his fancy. I began to wonder whether he would eventually order one gross or two of them. I took out my book and pencil, and asked him for his card, preparatory to taking down his order, when he said, 'Oh! I don't want to buy any; I am the maker of that particular range, and I wanted to learn what you had to say about it!'"

TIN PROCESSES.

A short glossary of terms relating to processes, and often heard in the tin-shop:

Beading—A process usually performed in a hand machine whereby a corrugation is formed in a sheet with a view of stiffening it, or of relieving what might otherwise be considered a too plain surface.

Flattening—A hammering process intended to relieve any part of a sheet which, because it is in tension, causes more or less buckling of the whole.

Flux—A preparation which may be in powder, paste, or liquid form for keeping clean the surfaces of metals during soldering.

Grooving—The closing tight or flattening of folded seams in such articles as the bodies of cans, boxes, etc., made from metal. Done in a machine.

Killed Spirit—The common soldering flux, made by dissolving zinc clippings in hydrochloric acid, i.e., chloride of zinc.

Planishing—Closing the surface grain of metal by hammering, and so hardening it. Chiefly applied to copper. The supporting surface is usually highly polished, as also is the hammer face.

Raising—The process whereby a flat sheet is made to assume cuplike or other hollow shapes by hammering with the pane of a suitable hammer on a hardwood block or metal anvil in which sumps have been formed.

Retinning—Usually applied to all the processes of cleaning and recoating copper vessels from which the tin is worn off by use.

Seaming—The joining before soldering of two or more edges by folding, lapping or grooving.

Soldering—The process of uniting the surfaces of two metals by means of a film of molten metal or alloy.

Spinning—Circular raising is called spinning when done in a lathe, the metal-plate being held in a chuck with a hollowed back into which the metal is compelled to bed itself as it is revolved, pressure being brought on the face by means of simple hand-tools known as burnishers, which are held against a rest. This operation involves the stretching of the metal. Used chiefly with copper and brass which have to be annealed, Britannia metal and German silver, but some tin goods are spun.

Stamping—A machine process whereby articles are pressed by a single sharp blow, or pressure exerted continuously and slowly, from the sheet metal or blanks previously cut from the sheet.

Wiring—The stiffening of edges and rims by the insertion of a wire over which the sheet metal is closed. The machine, by means of which the work is done, is known as a burring machine or jenny.

Tinning—The coating of a metal surface with pure tin in a molten state. The object desired is to obviate oxidation, and, in the case of copper culinary vessels, to render the interior suitable for the reception of food which has to be cooked.

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LETTER BOX.

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Common Wood Pumps.

The Miller-Morse Hardware Co., Winnipeg, write: "We would be pleased if you could give us the names of some Canadian manufacturers of common wood pumps."

Answer.—The following are the leading manufacturers of common wood pumps: Ontario Wind Engine & Pump Co., Toronto; the R. McDougall Co., Galt, Ont.; the Metal Shingle & Siding Co., Preston, Ont. Besides the above firms there are a host of smaller makers throughout Ontario, such as G. Payne & Son, Orillia, Ontario.—Editor.

Roller Skates.

A. W. Gingerich, Woodstock, Ont., writes: "Kindly inform us where we can purchase roller skates."

Answer.—The following are some of the leading manufacturers: M. C. Henley, Richmond, Ind.; Chicago Roller Skate Co., 65 South Canal St., Chicago, Ill.; the Samuel Winslow Skate Mfg. Co., Worcester, Mass.; Richard Ball Bearing Skate Co., 501 Wells St., Chicago, Ill.—Editor.

U. S. RETAIL HARDWARE CONVENTION.

S. R. Miles, of Mason City, Iowa, was elected president of the National Retail Hardware Association at the joint convention of the National Association and the New England Hardware Dealers' Association, held at Boston, Mass., June 18-22.

The convention was in every way very successful and was well attended, in spite of the extremely hot weather which prevailed throughout the week. Every State was represented, with the exception of the Inland Empire and the Oklahoma delegation. It was the first national convention in which ladies have been in attendance and the social pleasures of the meeting were no small part of its enjoyable features.

Important Subjects.

President E. M. Bush in his annual address touched upon such important subjects as catalogue house competition, parcels post, a restricted minimum selling price and others, and the papers and discussions were full of practical interest.

Secretary Corey reported that this had been the most prosperous as well as trying year in the association's experience. The average valuation of the stocks carried by members as reported by twenty-one State secretaries was \$9,500, and this amount multiplied by the total membership was \$97,758,000. The average yearly sales was two and one-half times, or \$244,395,000, which amount represented the amount of hardware sold by the membership in one year. About 2,225 members had been

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It is a pleasure to give information and prices on any of these goods

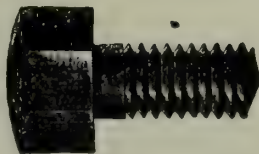
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Set and Cap Screws, Special Milled Work, Engine Studs
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INGERSOLL, ONTARIO

added during the year, bringing the total up to more than 9,700. The report of Treasurer Stebbins showed a substantial balance in the treasury.

The hardware exhibition was large and representative, many manufacturers being present with elaborate displays of their products.

Much interest was displayed as to the place of the next annual convention. Denver, St. Louis and Milwaukee were prominent in the contest, and Chicago was advocated by an influential following. St. Louis was finally selected and the next convention will be held in that city in March, 1908.

ECONOMICAL GAS-BURNER.

An improved form of gas-burner has been patented by B. F. Jackson, Jersey City N.J. The invention provides means for thoroughly mixing gas and atmospheric air in the correct proportion to produce quick and complete combustion of the gas.

Many hardware dealers in towns where there is gas do a good business in gas water heaters. People take to them on sight, for they are inexpensive and a great convenience.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Development.

A steel keg company may locate in Welland, Ont.

A malleable iron works will be established at London, Ont.

The Albion Stove Works, Victoria, B. C., are extending their foundry.

The plant of the Standard Chain Co., at Sarnia, Ont., will cost \$40,000.

A large car shops will be built in New Westminster, B.C., costing \$200,000.

The Vancouver Structural Steel Works will erect a large plant at Vancouver.

Adam Beck will build a large extension to his box factory at London, Ont.

Joseph Gray, Peterboro, Ont., will move and considerably enlarge his lath mill.

Michigan interests are contemplating the erection of a pulp mill at Sarnia, Ont.

The Hartley Foundry Company is asking the city of Brantford for a fixed assessment.

The Canadian Cutlery Co. wants to build a plant in Grimsby, Ont. A loan of \$25,000 is wanted.

Fire in the foundry of William Coulter & Sons, Toronto, damaged the premises to the extent of \$400.

Plans are being prepared for a \$75,000 structure for the Canada Steel Goods Co., in Hamilton.

The shingle mill of G. Le Clair at Hastings, B.C., was damaged by fire to the extent of \$25,000.

Operations have commenced in the new glass factory of the Crystal Glass Co., at Sapperton, B.C.

The Goold, Shapley & Muir Co., of Brantford, will erect an addition to their plant, costing \$27,000.

Despite the late opening of navigation on the Great Lakes this is the heaviest season ever known to the shippers.

The large shipbuilding firms of Harland & Wolff, of Belfast, and J. Brown & Co., Sheffield, will form a combine.

The Wilcox Hardware Manufacturing Company, of London, is contemplating the installing of a large molding plant.

Bemiss Bros. Bag Co., Boston, will erect an enormous plant at Welland, Ont., the plant alone costing \$1,500,000.

Work has been commenced on the new wagon works of T. Brayshaw, Victoria, to cost \$5,000. Electricity will be used throughout.

The Brockville Malleable Iron Company is being organized in Brockville with local capital. The directors purpose to establish a plant capable of reducing either five tons or ten tons of castings daily. The five-ton plant complete, including \$104,000 for working capital, is estimated to require \$35,000, while a ten-ton plant is estimated at \$50,000.

Building Notes.

The Real Estate & Security Co., Ottawa, will build an apartment house to cost \$75,000.

A hotel is to be erected at Kenora, Ont. to cost \$225,000.

The Blowey-Henry Block at Edmonton will cost \$60,000.

H. Clemes will build a residence in Toronto to cost \$10,000.

A schoolhouse will be erected at Vermilion, Sask., to cost \$20,000.

A fourteen-story building will be erected at Vancouver to cost \$450,000.

A. B. Coleman will erect an apartment house in Toronto costing \$10,000.

Building permits issued at Winnipeg during June totalled 335 to cost \$1,065,665.

The Bank of Montreal will erect a branch at Portage la Prairie to cost \$55,000.

There were 149 building permits issued in Toronto Junction in June aggregating \$440,000.

Work has been started by the Mortimer Company, Ottawa, on a \$25,000 addition to its premises. The addition is to be used for the printing rooms.

Companies Incorporated.

L. A. Delaplane, East Toronto, capital \$300,000; to deal in lumber and pulp. Provisional directors: J. Baird, K. F. MacKenzie, H. Peters, J. Moffat, all of Toronto.

The Chestnut Canoe Co., Fredericton, N.B., capital \$48,000; to build canvas covered canoes. Incorporators: T. Chestnut, H. G. Chestnut, W. Kilchen, all of Fredericton.

The Strong Lumber Co., Toronto, capital \$200,000; to carry on a lumber and oil business. Incorporators: J. F. Strong, Ogdensburg, N.Y.; G. Gordon, Sturgeon Falls, Ont.; W. Foster, H. Vigeon, both of Toronto.

King Telephone Co., Temperanceville, Ont., capital \$10,000; to operate a telephone system in the county of York. Provisional directors: T. H. Legge, A. Wills, W. H. Legge, W. H. Glass, all of the county of York, Ont.

J. K. McLauchlan Supply Co., Owen Sound, Ont., capital \$40,000; to deal in oil and miners' supplies. Provisional directors: J. K. McLauchlan, J. McLauchlan, both of Owen Sound, and J. M. Drake, of Cleveland, Ohio.

Railroad Construction.

The C.P.R. will build a round-house in Saskatoon.

The new station at Charlottetown, P.E.I., was opened recently.

The new Intercolonial station at Moncton, N.B., will cost \$45,000.

Work is progressing rapidly on the G.T.P. from Saskatoon to Edmonton.

The Halifax & South Western Railway have let the contract for a steel bridge near Halifax.

The Government has approved of contracts for Intercolonial locomotives and rolling stock to the amount of about \$1,000,000. The locomotives are chiefly heavy freighters. A large order for cars was divided between the Crossen Car

Co., of Cobourg, Ont., and Rhodes, Curry & Co., of Amherst.

Thomas Merrill, Duluth, will build a logging railway 16 miles long, through his lumber claims in B.C.

Plans are out for a new \$40,000 station and a twenty-one stall round-house for Estevan, Sask., for the C.P.R.

One of the largest trestles in the west will be built in British Columbia near the Victoria, Vancouver and Eastern's bridge.

The contract for the construction of a three hundred thousand dollar pier at Vancouver has been awarded by the C.P.R.

Mining News.

Gold, silver, iron and copper have been found on the G.T.P. at the north of Lake Superior.

The Maritime Coal & Power Co. have started operations in their new power plant at Amherst, N.S.

A mining company will be formed at Sturgeon Lake, Ont., to operate the Wyndego mine, near Kenora, Ont.

An enormous concentrator is being erected at the Blue Bell mine, near Ainsworth, B.C. Other reducing machinery is also being installed.

The plant for obtaining iron ore in the Nepigon district, Ont., from sand will be opened again by the North Shore Reduction Co. S. N. Smith, Minneapolis, is the promoter.

The Dominion Coal Company's shipments of June 30th broke all records, 20,000 tons being shipped to the St. Lawrence alone. The total shipments for the week amounted to 64,024 tons.

The mining in British Columbia has increased at a tremendous rate. The copper mines have the greatest revenue, but until recently gold had the lead. The following table shows the relation between the mining resources of British Columbia and the remaining provinces:

	British Columbia.	All other Provinces.
Gold	\$5,579,039	\$ 306,032
Silver	1,897,320	3,539,497
Copper	8,288,565	2,318,095
Lead	2,667,578	111,980
Nickel	None	8,948,934
Coal and coke	5,458,044	14,245,032

This gives a total of \$23,980,546 for British Columbia, against \$31,193,876 of the other provinces. The figures are the total for 1906.

Municipal Undertakings.

Niagara Falls, Ont., will spend \$35,000 on waterworks extension.

Five Government telephone lines are being erected in Alberta.

The town of Oakland, Man., is inviting tenders for a steel bridge.

The Ingersoll Board of Trade is trying to secure a large steel plant for that town.

Raymond, Alta., will improve its water system and instal a municipal electric light system.

The city council of St. John, N.B., will call tenders for waterworks extension to cost \$30,000.

The corporation of Ottawa may take over the Ottawa Electric Company's plant and lines and amalgamate them with the municipal lighting enterprise.



There is a splendid demand for a good paint and varnish remover. *Sherwin-Williams Taxite* is the best product of this nature that you can sell.

A good paint and varnish remover is a profitable specialty for a dealer. It sells not only itself but other products as well, by creating a need for them. When the old finish is removed a new one must be put on—hence the purchaser buys a paint, varnish, stain or enamel for the work. Of the many preparations on the market for removing old paint or varnish none are as satisfactory as

SHERWIN-WILLIAMS TAXITE.

With it any number of coats of paint or varnish can be removed without injuring the wood in any way. Taxite is easy to use and does not injure the hands or render the cleaned surface unsuitable for refinishing. The illustration above shows a board from which half the paint has been removed with

Taxite and a portion of the cleaned surface then refinished with S-W. Floorlac, a stain and varnish combined. Note the grain of the wood through the finish. Taxite has not injured it in any way.

Put in a small stock of Taxite now. We have a number of attractive advertising features that will help you make sales. Taxite is a specialty that will give satisfaction every time and bring you more trade.



THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.



A bylaw will be submitted to the ratepayers of Niagara Falls, Ont., to raise \$3,000 for a public library.

The ratepayers of St. Thomas carried a bylaw to grant \$50,000 bonus to the St. Thomas Car Company.

Lachine, Que., will borrow \$50,000 for the purpose of improving the waterworks and sewerage services.

The following bylaws were carried at Medicine Hat: \$25,000 for waterworks extension, \$20,000 for improvements to the natural gas scheme and \$50,000 for fire alarms.

The Peterboro, Ont., council have decided to apply to the Hydro-Electric Power Commission to acquire water power privileges and construct the necessary works to supply cheap power.

The following bylaws were passed by the ratepayers of Fort William: To raise \$68,000 for the purchase of land to be used for industrial sites: \$94,000 to extend the water, light and telephone systems, distributed as follows: \$36,000 for telephone, \$32,000 for water, \$26,000 for light; \$18,000 for a fire hall

and police station at Westfort; \$3,750 to enlarge the central fire hall; \$20,000 to purchase a site for the plant of the Imperial Steel and Wire Company.

TWO WELLS IN ONE.

A well giving fresh water and salt water has been found by the United States Geological Survey, near New Burlington, Ohio. There are two water-bearing beds confined between layers of limestone. The upper carries fresh water and the lower one has a large amount of mineral salts. The well is fitted with two pumps. The pipe of the fresh water pump is 16 ft. long, while that of the salt water is 35 ft. It is stated that the brine, being heavier than the fresh water, does not mix with it, but remains at the bottom of the well, so that the longer pipe draws only the salty water.

Folks who take life as a dose always want to prescribe for the rest of the world.

CONDENSED OR "WANT" ADVERTISEMENTS.

AGENT WANTED.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

BUSINESS CHANCES.

HARDWARE BUSINESS—Established 25 years; Western Ontario town, population about 2,000; good surrounding country; tinsmithing and plumbing in connection; stock about \$8,000.00, turnover about \$25,000, business increasing; opposition light and fair; best business stand in town; brick block, 40 years a hardware store; 5 year lease, rent reasonable; proprietor going into manufacturing business. Do not answer this ad. unless you have the money and want a business. Address Box 638, HARDWARE AND METAL, Toronto. [29]

WANTED—Partner to take half interest in one of the best hardware propositions in Algoma; plumber preferred. Box 636, HARDWARE AND METAL, Toronto. [32]

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and watermarks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [tf]

HARDWARE, Stove and Tinware Business for sale in live Western Ontario village; first class chance; good reasons for selling. Address Box 640, HARDWARE AND METAL.

FOR SALE—A good hardware business in Western Ontario; stock about \$6,000. For further reference apply The Hobbs Hardware Co., Limited, London, Ont. [30]

FOR SALE.

FOR SALE—First-class set of tinsmith's tools second-hand but almost as good as new; includes an 8-foot iron brick almost new. Apply Pease Waldon Co., Winnipeg. [tf]

SITUATIONS VACANT.

TINSMITHS WANTED—First-class tinsmiths wanted for points west of Winnipeg; must be good mechanics capable of taking charge of a metal department; thorough knowledge of furnace work necessary. Pease Waldon Co., Winnipeg, Man. [tf]

WANTED—A salesman familiar with plumbing supplies and gas ranges, to represent a Canadian manufacturer direct to the wholesale and retail trade; must have acquaintance with the trade; best of references will be expected; give full information concerning experience, acquaintance with the trade, salary expected; good position for the right person. Only those who can fill the above qualifications need apply Box 639, HARDWARE AND METAL, Toronto.

WANTED—6 sheet metal workers; only first class men need apply. Ralph Morris & Ella, Ltd., Vancouver, B.C. [30]

WANTED—Hardware clerk, experienced, who can keep stock, and is willing to do so; sober and active; state age, experience and salary expected at start. Hose & Canniff, Kenora, Ont. [32]

SITUATIONS WANTED.

SITUATION WANTED as manager of stove and furnace business; eight years' experience; expert salesman; thoroughly capable of taking charge; highest references. Apply to Box No. 633, HARDWARE AND METAL. [29]

HARDWARE salesman with 6 years' experience desires situation; abstainer; best of references; position in west preferred. Box 637, HARDWARE AND METAL, Toronto. [29]

YOUNG man with trade connection of seven years—Montreal to Vancouver—in hardware specialties is open for a good line; Ontario preferred; have introduced goods for a number of well-known Ontario firms. Box 641, HARDWARE AND METAL, Toronto. [30]

SITUATION wanted as master mechanic or chief engineer by man of 22 years' experience as a mechanic; can give A1 reference as to ability; strictly temperate. Box A, HARDWARE AND METAL, Toronto. [32]

INTERESTING CATALOGUE HOUSE HISTORY.

The big catalogue house of Sears, Roebuck & Co., Chicago, had its beginning in an experiment made by Richard W. Sears, then a telegraph operator in a small Minnesota town. Young Sears was the operator at Redwood Falls, Minn., at a salary of \$50 per month. As a side issue, he conducted a small coal and lumber yard. One day he received from an eastern concern a \$9 watch sent c.o.d. Accompanying the watch was a plausible letter suggesting that Sears might make a good profit by selling similar watches to his friends. The watch struck Sears as being a good value. It had a silver case, and the works were well made. It was the sort of watch that was sold by local dealers for \$18 or \$20. Sears thought he could sell them, and wrote to an eastern manufacturer to get prices on a similar watch. He was quoted a price of \$9.40 for a better watch.

He then wrote to about fifty men in different towns, describing the watch, and asking if they would like to have one of the watches sent them for examination at the c.o.d. price of \$11.90. So encouraging were the replies to these letters that Sears concluded to order the watches. That was the beginning, and Sears soon gave up his position, sold his fuel yard and moved to Minneapolis. From there he went to Chicago, where in two years he made more than \$200,000 selling \$9.40 watches at \$11.90. Later, other lines were added, and he is at the head of a concern that is accredited with doing a business of \$55,000,000 last year.

ESTABLISHING BRANCH AT TORONTO.

Their increasing business in Canada and a desire to handle their business to better advantage has justified the Ruud Manufacturing Company, Pittsburgh, manufacturers of automatic hot water heaters, to make arrangements to manufacture them here. Premises have been secured at 155 King street west, Toronto, admirably suited for manufacturing purposes. They are to be equipped with the necessary machinery, and to be in operation at an early date. The plant will supply all of the Canadian trade, and will be in charge of Geo. Hobbs, general manager, Orlando Vickery, 178 Victoria street, retaining the sales agency for Ontario. This company is now operating a factory at Hamburg, Germany, which supplies England, Germany and Russia, but their Edwin Ruud, vice-president, is now in Europe, and while at Paris will arrange for the establishing of a plant there to supply all of southern Europe.

Prices should be right, but it is not always the cheapest price that sells the goods. In every big city there are stores that have no trouble in getting from five to ten per cent. more than other stores do for the same goods, yet they retain their reputation for selling cheaply.

**Consolidated
Plate
Glass
Company
of Canada
Limited**

**Glazing
Glass**

of all kinds

**LOWEST PRICES
ASK FOR THEM**

— Write Nearest Office —

**TORONTO
MONTREAL
WINNIPEG**

BEST ELBOWS

— FOR —

**CONDUCTOR
PURPOSES**

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.



**For Sale by the TRADE
in Canada. Write for
catalogue and
samples to**

JOBBER AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

Pease "Economy" Combination Heaters

FOR HOT WATER AND WARM AIR

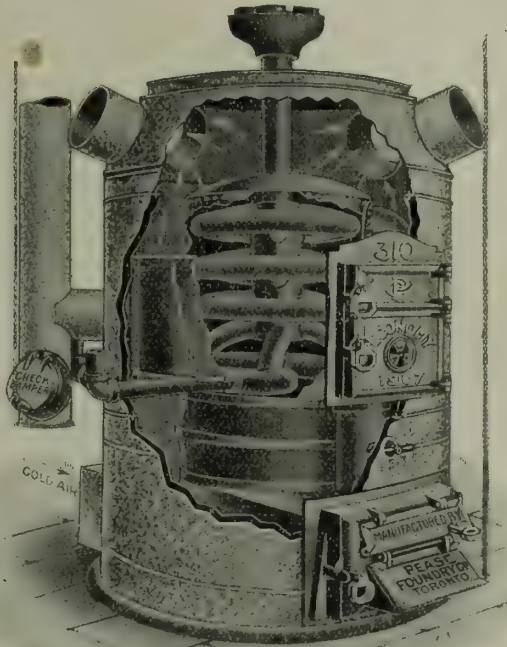
No other Heating System can show as many good qualities as this.

DO YOU PREFER WARM AIR? THIS SUPPLIES IT.
DO YOU FAVOR HOT WATER? THIS WILL GIVE IT.
DO YOU VALUE PURE AIR? THIS WILL INSURE IT.

By this System the Home can be Warmed and Ventilated in all Weathers.

ESPECIALLY SUITED FOR

buildings that are exposed to the weather or are very long for their width; as those portions which are too far from the furnace to be economically heated with warm air, can be very easily heated in the coldest weather, through the hot water pipes, without any danger of forcing the furnace or loss of temperature.



BUILT ON PURPOSE FOR

residences, hotels, stores, office and public buildings, etc. The warm air will take care of the centrally located rooms and passages, while those at a distance will be well heated by making use of the boiler service. By this means all the advantages of both direct and indirect heating can be obtained without their limitations.

WILL LAST A LIFETIME

With "Economy" Combination Heaters both Registers and Radiators are used, and they provide, in addition to a most Economical Warmth, a system of Internal Circulation for Air in the building, which insures a thorough Ventilation, and makes unnecessary any opening of windows to "get some fresh air".

Pease Foundry Co., Ltd.,
TORONTO.

Pease-Waldon Co., Ltd.,
WINNIPEG.

OUR NEW CATALOGUE SENT ON REQUEST.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

RAILWAY COMMISSION EQUALIZES FREIGHT RATES

The Board of Railway Commissioners has issued a memorandum summarizing probably the most important order dealing with rates ever issued by the board. The object of the order is to meet the complaints of business men that freight rates from Western Ontario to eastern points have been higher than the rates from Michigan and other American towns to the same point. The net effect of the order is to equalize, and in many instances considerably reduce the existing rates. The memorandum is as follows:

"It is well known that for many years it has been a cause of complaint against the railway companies that their freight rates from Windsor and other Western Ontario frontier points to the Eastern Canadian markets have been higher—considerably higher in many cases—than the rates charged to the same markets from Detroit and other cities on the opposite side of the boundary line. The order of the commissioners abolishes this discrimination and makes the Detroit and Port Huron rates the maximum to be charged from Windsor, Amherstburg, Courtright and Sarnia to practically all points east, from Chatham and London down to Halifax and Sydney. The same readjustment is to be made at the Niagara frontier, except that in consequence of the position of Buffalo relatively to Detroit, the rates from the Niagara Peninsula, while considerably reduced, will still be slightly higher, in some cases, than from Buffalo, but this could not be avoided without a disarrangement of the whole plan of adjustment.

Apply to U. S. Traffic.

"In order to produce uniformity of rates at the frontier a uniform classification becomes imperative; the Canadian freight classification will therefore apply from Detroit, Buffalo, etc., and on all American traffic into Canada through those gateways, instead of the United States official classification, as heretofore.

"The adoption of the Canadian scale will have the effect of advancing the lower classes on this traffic from American to Canadian points, but the new international rates will be sealed on the first-class rates now in force. This was unavoidable under the interstate commerce law of the United States, for the American companies could not be expected, nor could they be compelled, to reduce their rates into Canada. It is understood, however, that the rate on American raw material into Canada will not be advanced by reason of the basic changes ordered by the commission.

"The new rates will apply the year round, except that between water competitive points the railway companies will have the power to meet the competition of the water carriers by special commodity rates under the authority of the Dominion Railway Act, and the summer class tariffs from Toronto and Hamilton will be so continued.

Distributing Tariffs Revised.

"The so-called 'town' or distributing tariffs at such points as Toronto, Hamilton, Guelph, St. Catharines,

Brantford, London, etc., are to be revised on a uniform reduced scale, with the object that each of these points shall have the same rates for the same distances.

Some of the Reductions.

The following is a comparison of a few of the first-class rates to Montreal, other points being correspondingly reduced, the other classes correspondingly scaled, namely: From Windsor, present winter 70, present summer 60; new rate, 58 cents.

"From London and St. Thomas, present winter 66, present summer 56; new rate, 54.

"From Woodstock and Stratford, present winter 64, present summer 56; new rate 52.

"From Guelph, present winter 54, present summer 50; new rate 48.

"From Hamilton, present winter 54, present summer 42; new winter 46, new summer 42.

"From Toronto, present winter 50, present summer 40; new winter 44, new summer 40.

companies doing business in Canada.

It is as follows:

"Under section 352, of the Railway Act, the Board of Railway Commissioners is empowered to prescribe what is carriage or transportation of goods by express within the meaning of the Railway Act.

"I am directed to state that the board thinks it would be advisable that 'express traffic' should be defined before the express companies tariffs are approved by the board and that the board desires to receive the views of the various companies interested as to the division which should be made between the kinds of traffic to which express tariffs are to apply and those to which railway tariffs are to apply. The board desires that the companies give to the board the benefit of their views on these matters on or before the 1st of September next, and suggests that, for the purpose, a conference might be had between the various interests and some attempt made to arrive at a harmonious settlement of these questions for submission to the board."

An ounce of confidence in yourself is better than a pound of confidence in others.



Sheet Metal Covered Buildings, Showing Variety in Architectural Design.

"From Kincardine and Southampton, present winter 70, present summer 60; new rate 58 cents.

"From Owen Sound, present winter 70, present summer 60; new rate 56 cents.

"From Windsor as the basis the first-class rate to Halifax will be 78½ cents, as against the present rate of 92.

Quebec Rates Reduced.

"The differences over Montreal to Quebec points are also considerably reduced; thus St. Hyacinthe, instead of being 6 cents first-class over Montreal, will be 4 cents; Sherbrooke will be 8 cents, instead of 12; Three Rivers 8 cents instead of 12; and Quebec 10 cents instead of 14 cents.

"Some time must necessarily elapse before the railway companies can revise and re-print their numerous tariffs, but no time is to be lost in getting through with this work."

Another interesting circular is now being sent out from the Railway Commission by A. D. Cartwright, the secretary, and addressed to all express

ARTISTIC SHEET METAL WORK.

Last week Hardware and Metal referred to the fact that at "Scarboro the finest cornice work yet erected in Toronto, all the buildings are finished with metal fronts, including some of the finest cornice work yet erected in Canada.

Our illustration shows three of the buildings which are thus treated—the "Third Degree," "San Francisco Earthquake" and "Roller Rink." A feature of the architectural designs, is that, although the buildings preserve the necessary uniformity, each one has a distinctive character and is well marked off from its fellows.

All the building fronts at "Scarboro Beach" were designed by the Metal Shingle and Siding Co., of Preston, Montreal, and Toronto, who manufactured the sheet metal finish and superintended erection of the material.

Many a man walks around on his uppers because he is unable to run into debt.

News of the Paint Trade

VARNISH MANUFACTURER DEAD.

D. A. McCaskill, founder of McCaskill, Dougall & Co., varnish manufacturers, Montreal, died at Lausanne, in Switzerland, last week. He had been staying there since February, and some time ago fell seriously ill, and on the morning of July 12, passed away. Since his retirement from the company which he founded, Mr. McCaskill has spent most of his time traveling in Europe and the United States.

He was born in Victoria county, Cape Breton, in 1845, came to Montreal in 1875, and connected himself with one of the large business houses of that city. After five years, he determined to carve out an independent position and commercial business of his own, and by ability and persevering energy built up the concern which afterwards became known under the name of McCaskill, Dougall & Co. He took a great interest in political matters, and was for several years president of the Sir John A. Macdonald Club, Montreal.

A GIANT OIL CONDUIT PLANNED.

The Southern Pacific is soon to spend \$2,000,000 on an immense oil pipeline from the Kern County oil fields to a point on San Francisco Bay, opposite the city. It will be 265 miles long, and will consist of an 8-inch pipe for the entire distance. This will be the first railroad company in the world to own and operate its own pipe-line. It is intended to supply the Southern Pacific's hundreds of locomotives in California at a minimum cost. The company find it impossible to buy or build enough tank cars to distribute oil at two hundred or three hundred points in the state to daily supply all its engines.

On the 265-mile route there will be 23 pumping plants, each with two single or triple compound duplex oil pumps of special design; also two water pumps for injecting water to facilitate the flow of the oil through the pipe-line from the wells to San Francisco Bay. At each pumping plant there will be a 750-horse-power battery of water-tube boilers in three units; also two large steel tank reservoirs for storage purposes. Work is expected soon to be commenced on this immense project.

THICK WALL PAPER.

Two inches of wall paper are said to have been discovered in a shop in Wolverhampton, England. A paper-hanger on preparing the walls for a new covering found that they had been covered many times. So many, in fact, that when the plaster was striped the room looked much bigger than before. It is said that the old paper had a thickness of two inches all around. It is said that the rent, on account of the room being larger, will not be increased, as the occupant of the house is also the owner.

Adam Aitkens, aged 24, a paint and color mixer for Andrew Muirhead, varnish manufacturer, Toronto, caught his finger in the cog-wheels of a machine on Tuesday, badly lacerating it.

HAVEN'T

you felt instinctively that sometimes you did not have the proper varnish to sell a customer for a certain purpose.

Yet you took a chance, and made the sale with what you had, and now you wonder why that customer trades with your opposition across the street.

Varnish may be a small part of your aggregate business, but as a rule most people want it good, and if you will have the best for particular people, **STOCK ELASTILITE.**

It is always safe to recommend for either outside or inside. Great Body, Brilliant Gloss and very Durable.

See Catalogue No. 10, page 3.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE GUARANTEED WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

GILBERTSON'S

COMET

Gilbertson's Sheets and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales
ALEX. GIBB, 13 St. John St., Montreal, Agent

PAINT ENDURANCE

There is a lot of paint on the market which looks all right when it's first put on. But the beauty of

NEW ERA PAINT

is that IT LASTS. It looks fine when it's first put on, and it **KEEPS ON LOOKING FINE**. That's why hardwaremen find it profitable. It pleases customers—same thing with all the paints and varnishes made by

STANDARD PAINT AND VARNISH WORKS CO., LIMITED
WINDSOR - ONTARIO

Most Floor Paints

are very unsatisfactory. By the time they are thoroughly dry, they have begun to wear out.

They always make a sticky floor, and are more or less affected by washing.

These are the paints you have always needed to apologize for.

Want Something New?

Our Floor Enamel

is just what you are looking for.

It gives a mirror-gloss finish to the floor. It dries hard over night, and is never sticky. Moreover, it will outwear any floor **paint** on the market.

WRITE US FOR COLOR CARD AND PRICES.

R. C. Jamieson & Co.
LIMITED

Sole Manufacturers

MONTREAL

The Declaration

of men in the paint business is worth considering. They declare that

Pearcy's Pure Prepared Paints

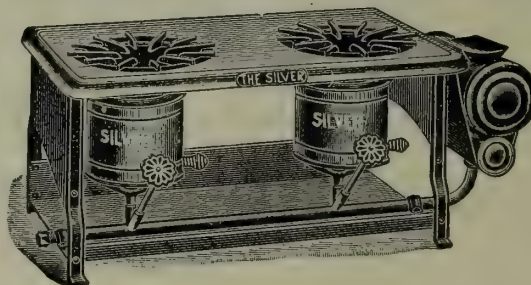
are **REALLY WORTH THEIR PRICE**. If that's not real praise, what is?

PROMPT DELIVERIES ARE OUR SPECIALTY

SANDERSON PEARCY & CO., Ltd.
Toronto, Canada



SILVER OR NEW OIL STOVES



We handle a full line of Gasoline and Oil Stoves. Hot plates for natural and artificial gas, also a complete line of ovens. Prices on application.

SOLD BY

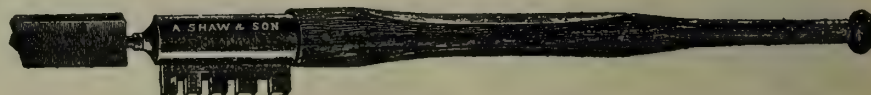
E. T. WRIGHT & CO.
HAMILTON, ONT.

McCaskill, Dougall & Co.

Manufacturers
VV

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH,

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 19.—The extreme temperature being experienced at present has done something towards diminishing the strong demand for all lines of paints and oils. Last week's business was a record-breaker as far as volume of transactions is concerned, and was probably an exceptional week. Sorting-up orders, however, are still arriving in such large quantities as to show that the demand is still very active.

Transportation facilities are rapidly improving, owing, probably, to the fact that the amount of business being done has slightly diminished.

Linseed Oil.—The local market at present is dull. A reduction of 3 cents has been made this week in the prices: Raw, 1 to 4 bbls., 64c; 5 to 9 bbls., 63c; boiled, 1 to 4 bbls., 67c, 5 to 9 bbls., 66c.

Turpentine.—Prices remain unchanged. A steady demand prevails. Prices in the American market declined approximately $\frac{1}{2}$ c last week. Single barrels, 83 cents.

Red Lead.—The situation continues unchanged, prices firm, with steady demand. Genuine red lead, in casks, \$6.25; in 100-lb. kegs, \$6.50; in less quantities, at \$7.25 per 100 lbs., No. 1 red lead, casks, \$6; kegs, \$6.25, and smaller quantities, \$7.

Ground White Lead.—Prices continue strong, with moderate demand. Government standard, \$7.50; No. 1, \$7; No. 2, \$6.75; No. 3, \$6.35.

Dry White Zinc.—No changes in the situation have occurred. V. M. Red Seal, 7 $\frac{1}{2}$ c; Red Seal, 7c; French V. M., 6c; Lehigh, 5c.

White Zinc Ground in Oil.—Orders for finishing coats are arriving in increased numbers. Pure, 8 $\frac{1}{2}$ c; No. 1, 7c; No. 2, 5 $\frac{1}{2}$ c.

Putty.—Prices remain strong, with no further advances. Large orders are coming in and manufacturers find it becoming an increasingly large factor in their business. Pure linseed oil, \$1.85 bulk, in bbls., \$1.60; in 25-lb. irons, \$1.90; in tins, \$2; bladder putty, in bbls., \$1.85.

Gum Shellac.—A steady demand prevails with unchanged prices: Fine orange, 60c per lb.; medium orange, 55c per lb.; white (bleached), 65c.

Shellac Varnish.—Prices are unchanged: Pure white bleached shellac, \$2.80; pure orange, \$2.60; No. 1 orange, \$2.40.

Paris Green.—Stocks are still very limited, and with the steadily increasing demand they should become more so. Prices are firm and unchanged.

TORONTO.

Toronto, July 17, 1907.—Activity is general throughout this market and the large supply houses are much busier than is usual at this time in July. Though the atmospheric conditions were very unfavorable all through the early part of the season and sales of paint and oils were held back as a consequence, yet the trade was only temporarily retarded—not lost—and the aggregate of business, when summed up

for the entire season, will be found to far exceed the total business of any previous year.

White Lead.—The demand is good and prices remain firm as quoted below: Genuine pure white lead, \$7.65 and No. 1, \$7.25.

Red Lead.—A good average business is being transacted for this time of the year. Present prices are as follows: Genuine, in casks of 500 lbs., \$6.25; ditto, in kegs of 100 lbs., \$6.75; No. 1, in casks of 500 lbs., \$5; ditto, in kegs of 100 lbs., \$5.50.

Paris Green.—The continued hot weather has caused a rapid growth of potato plants and has correspondingly multiplied the bugs that feed upon them. It is, therefore, no wonder that the demand for Paris Green has increased to such an extent that already many of the jobbers are short of one-pound packages. As repeat orders are now coming in fast, it looks as if supplies will become even scarcer, for paris green is a commodity that cannot be manufactured during the hot weather on account of the sweating tendencies of some of the ingredients. Canadian paris green is still held at 29 $\frac{1}{2}$ c base, but English is being quoted by some firms as high as 30 $\frac{1}{2}$ c.

Petroleum.—Business is steady, with no change in prices: Prime white, 13c; water white, 14 $\frac{1}{2}$ c; Pratt's astral, 18c.

Shellac.—A fair amount of enquiries are coming in. Present prices are: Pure orange, in barrels, \$2.70; white, \$2.82 $\frac{1}{2}$ per barrel; No. 1 (orange), \$2.50.

Turpentine.—The market is again a trifle weaker, the demand having slightly fallen off. Prices remain unchanged as under: Single barrels, 83c; two barrels and upwards, 82c f.o.b. point of shipment, net 30 days; less than barrels, 5c advance. Terms: 2 per cent., 30 days.

Linseed Oil.—The demand has fallen off to a considerable extent, though with one exception, Toronto jobbers are quoting the same price as last week. For some reason, perhaps local, prices have taken a sharp decline in Montreal, but Toronto jobbers refuse to reduce the price, pointing to the fact that oil has advanced slightly in England within the last few days. The following prices hold good with one firm, quoting one cent lower all round: Raw, 1 to 3 barrels, 68c; 4 to 7 barrels, 67c; 8 barrels and over, 66c. Add 3 cents to this price for boiled oil f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

For additional figures see current quotations at back of paper.

THE DRYING OF VARNISH.

The drying of oil varnishes, both by evaporation and also by oxidation, was touched upon by a speaker before the London Polytechnic Society, and it was pointed out that a sample of varnish spread upon, say, a piece of thin metal or non-absorbent paper and put upon the pan of a sensitive balance would, on weighing, show steady diminution in weight—up to a point—whilst evaporation was going on. Then, when oxidation had commenced and became apparent, a gain in weight would occur, the figures ranging from 40 per cent.

"Japanese" Enamel White

is a hard-drying, high lustre Enamel of superior quality.

It has been sold and used with great success for the past twenty-five years.

The extensive demand this season for a

High Grade Interior Gloss White

for walls, woodwork, furniture, etc., has increased the sale of "Japanese" Enamel White all over Canada.

It is put up in attractive form, in convenient sizes, and is a good seller, proving eminently satisfactory wherever sold.

Try your trade with a few cases of "Japanese" Enamel White.

We manufacture "Japanese" Enamels in over thirty shades besides black and white.

BRANDRAM-HENDERSON,
LIMITED
MANUFACTURERS

Montreal, Halifax,
St. John, Winnipeg.

loss and 15 per cent. gain, to 15 per cent. loss and 5 per cent. gain.

The subject of the blooming of varnishes took up a portion of the discussion, this part of the debate being entered from both sides of the arena, Mr. Harrison, of the Borough Polytechnic, being of the opinion that in the majority of cases it is due to moisture in the atmosphere condensing upon a highly polished surface. Instances were given in which the addition of a rosin varnish or a cheap varnish containing rosin had cured a tendency to blooming in varnishes much higher in price, and Mr. Oliver gave it as his experience that cheap varnishes containing rosin are less liable to bloom than some of the best known standard English-made gum varnishes. The addition of wood oil in a varnish was demonstrated as unsatisfactory, the finished coat being of ridgy and somewhat leathery marked character, one sample being particularly noticeable in this connection. The use of turpentine substitutes was considered at some length, and whilst Russian turpentine was in some quarters much deprecated, it was held as desirable that a light turps substitute could be used, as its quick evaporation helps to carry off any moisture, which otherwise would do harm to the resulting coat or film.

Mr. Rowley mentioned the fact that blooming was unknown in connection with tinplate printing, owing, no doubt, to the great heat to which the oil varnish is subjected, resulting in the rapid evaporation of any watery vapor and the quick driving off of any impure gases. The elasticity of various well-known varnish gums was touched upon in an interesting speech by Mr. Rowley.

NORTH DAKOTA PAINT TESTS.

In a recent address before the Society for Testing Materials at Atlantic City, Commissioner E. F. Ladd, of North Dakota, gave interesting information regarding the paint tests now being made at the North Dakota Agricultural College at Fargo. Mr. Ladd furnished photographs illustrating the progress of the test and the following extracts from his address will be read with interest by Canadian paint manufacturers and retailers alike:

How Paints Behave.

"Before we can get on a solid and correct basis for classifying paints we must have become familiar with all the conditions under which paint is used in house painting. Having carefully studied the paint question during the past few years, North Dakota has led in this important work of paint testing.

"How do paints behave on the walls of buildings, or under like conditions?" To answer this question there has been planned, and in part executed, probably in North Dakota the most extensive and comprehensive series of experiments of this nature ever undertaken in this country. Our experimental testing plant is:

The Testing Plant.

First, experimental fences, aggregating 275 feet in length, 18 inches above the ground, 5 feet in height, and the whole divided into five-foot sections.

"One side of the fence is clap-boarded, using two types of lumber on each section, a soft pine and Washington cedar. The opposite side of the fence is plain boarded, using soft and hard pine; therefore, there is afforded a variety of material on which to test each paint.

"The fence is most substantially constructed, the cedar posts well set in cement, the top and ends well capped, and the base protected from moisture below. To each of these sections three coats of paint are applied, and three types of each paint are under experiment. These are: White, colonial yellow, and lead grey. Each section of the fence will be re-painted, as there is need for the same as it is proposed to continue the experiment for eight or ten years.

Two Classes of Tests.

"Two classes of experiments are now under way. We are testing first the different types of paint as found upon the market, but the more important test is with paints representing types specially prepared for this work, and presented to the college by the Paint Manufacturers' Association of the United States. For this work they have prepared and furnished sixteen types, each in three shades, and we are indebted to the same association for financial aid for conducting the experiments.

"The National Lead Company have also taken a deep interest, furnishing the necessary white lead, and contributing freely to further this work.

"The North Dakota Agricultural College is, therefore, now in a position to conduct a most comprehensive experimental test of paints.

Residences to be Painted.

"I have thus briefly outlined the character of these experiments now in progress at the experiment station. In addition, however, to the foregoing test, at least six residences are to be painted; a large mill laboratory newly constructed, and the college armory, in part to be re-painted and in part newly painted.

"On each residence eight paints are used, thus making a comparative test under identically the same conditions for the different types of paint. At the same time that these tests are being made the chemical and physical properties are fully determined and recorded; also all of the season's climatic conditions and observed facts regarding the working qualities of the paints.

Experimental Paint Mill.

"I might say that it is further proposed to have an experimental paint mill installed at the college for the manufacture of paint, and, where possible, we shall try to have our experimental tests confirmed in a manufacturing way, by some of the large paint manufacturers.

"At the college there has also been established a Division of Industrial Chemistry with special reference to the study of paints, and the training of young men in all branches of paint manufacture, analysis and testing. We thus hope to be able to train a class of men especially fitted for paint work, whether it be in the manufacturing departments or in research and experimental work."

**THE
VIBRANT
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OF A
SUCCESSFUL
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GOOD GOODS,
GOOD
PACKAGES
AND
GOOD USAGE.
NO REALLY
GREAT
BUSINESS
WAS EVER
BUILT UP
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NOT GIVING
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MONEY,
IF YOU
DESIRE TO
STOCK UP
WITH ALL
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OF SUCCESS.
ADDRESS
THE
CANADA
PAINT
COMPANY
LIMITED
MONTREAL
TORONTO
WINNIPEG.**

Window Glass

Come to us for all kinds of glass. Let us quote you on every specification. We have immense stocks in our large new warehouses.

Star Window Glass

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**Heavy 26 oz. 32 oz. Glass
and Glass of all kinds.**

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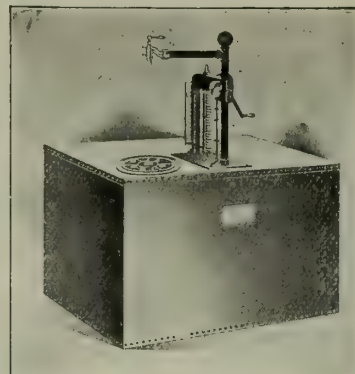
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10 to 22
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20 Styles of Bowser Outfits



Cut 9—Floor Tank for Heavy Oils.

Our Catalog V shows twenty styles of Bowser Tanks for heavy oils, varnishes, drugs, etc., ranging in price from \$18.00 up.

There is something to suit every man's requirements.

Send for it and learn how to handle your oils with a good profit.

S. F. BOWSER & CO., Limited

66-68 Fraser Ave.

Toronto, Can.

BERRY BROTHERS' VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

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Something Interesting



We can make it exceedingly interesting for any paint dealer who is anxious to increase his trade, widen his reputation and put his paint business on a more substantial basis.

Martin-Senour Paint 100 PER CENT PURE

helps the dealer in more ways than one, It not only multiplies sales and increases profits, but it secures for the dealer the co-operation of the manufacturers in advertising his business and establishing his reputation as a live up-to-date dealer. We have a complete plan which we would like to explain. Write and ask us about it.

The MARTIN-SENOUR CO. Ltd.,

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.

2514-2522 Quarry St. and Archer Ave., Chicago. (Est. 1878.)

The Winnipeg Paint & Glass Co. Ltd.,
Winnipeg.

The Maritime Paint & Varnish Co. Ltd.,
Halifax, N. S.



The Necessity of Featuring the Best Paint



100% Durability

You would not try to cross the Atlantic in an open boat. Might as well as try to corner a good paying trade in your line without considering paint and its results. Paint makes or mars a business. Every customer your paint defects cost you, means the loss of ten probable customers.

ARK BRAND PAINT

differs from all other paints on the market. The paint difference—a difference which hundreds of dealers appreciate—is that it is made from pure linseed oil and the most durable pigments known.

MURESCO WALL FINISH

has restored and improved more retail businesses than any other article that could be mentioned. Quality tells and always will. Muresco is easily applied, durable and strongly endorsed by the best decorators in Canada.

BENJAMIN MOORE & CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

NEW OFFICE AND WORKS:

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DON'T SELL PAINT THAT IS CHEAP AND INFERIOR. The **Falcon Brand** for paints and varnishes, etc., means that they are not only good, but that they are the very **highest grade** that up-to-date paint making can produce.

There's good money in it for you.

Send us a sample order and we will prove our statement.

PHASANTITE

an ideal water paint.

FALCONITE

White Enamel of high-grade.

LACKERITE

Our new Varnish Stains in 12 colors.

Wilkinson, Heywood & Clark, Limited

EST. 1796

300 Notre Dame St., MONTREAL

Branches and agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

L U C A S

PHILADELPHIA
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NEW YORK CHICAGO
SAN FRANCISCO

A Square Deal

We have made certain claims for our **Varnish Turpentine** which have all been proved. We claimed that every barrel of our **Varnish Turpentine** would not only do the work of spirits of turpentine, but would do it a heap better. We claimed, and still do claim, that our **Varnish Turpentine** is **free from benzine** and has a **fire test 40 degrees higher than benzine**. That is why our

VARNISH TURPENTINE

is so much safer than spirits of turpentine. It does not leave a sticky varnish. **Scores of hardwaremen** are willing witnesses to the truth of our statements. We **want you** to be **convinced** of the **all-goodness of our Varnish Turpentine**. We ask you to send for a barrel and **TEST IT**. If it doesn't come up to our claims—ship it back **AT OUR EXPENSE**.

The Defiance Mfg. & Supply Co.

TORONTO ONTARIO

CLAUSS BRAND DOUBLE SWEDGED BLADE POCKET SCISSORS

Fully Warranted

Hand forged from finest steel. Welded on our Composition Metal. Hardened in water. Tempered by Natural Gas. Full Crocus Finish and nicely nickel plated.



The Clauss Shear Co., :: :: Toronto, Ont.

GLUE.			96 to 100	20 50	"Lehigh" cement, cotton sacks.	2 39	WROUGHT STAPLES.	
Domestic sheet	0 10	0 10½	101 to 105	24 00	"Lehigh" cement, paper sacks	2 31	Galvanized	2 75
French medal	0 12	0 12½	100 to 110	27 50	Fire brick, Scotch, per 1,000	27 00	Plain	2 50
PARIS GREEN.			Discount—16-oz., 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.		English	17 00	Coopers, discount 45 per cent.	
Berger's Canadian			WHITING.		American, low	23 0 35 00	Poultry netting staples, discount 40 per cent.	
600-lb. cask	0 27½	0 27½	Plain, in bbls.	0 70	" " high	27 50 35 00	Bright spear point, 75 per cent. discount.	
250-lb. drums	0 28	0 27½	Gilders bolted in bands	0 90	Fire clay (Scotch), net ton	4 95		
100-lb. "	0 29½	0 28½	WHITE DRY ZINC.		Paving Blocks per 1,000			
50-lb. "	0 29½	0 28½	WHITE ZINC IN OIL.		Blue metallic, 9"x4"x3", ex wharf ..	35 00		
1-lb. pkgs., 100 in box	0 30½	0 29½	Extra Red Seal, V.M.	0 07½	Stable pavers, 12"x6"x2", ex wharf ..	50 00		
½-lb. "	0 32½	0 31½	WHITE ZINC IN OIL.		Stable pavers, 9"x4"x3", ex wharf ..	36 00		
1-lb. tins, 100 in box	0 31½	0 30½	Pure, in 25-lb. irons	0 08½	DOOR SETS.			
½-lb. tins	0 33½	0 32	No. 1, "	0 07	Peterboro, 37½ and 10 per cent.			
F.o.b. Toronto.			No. 2, "	0 05½	DOOR SPRINGS.			
PARIS WHITE.			VARNISHES.		Torrey's Rod	1 75		
In bbls	0 90		Carriage, No. 1	1 50	Coil, 9 to 11 in	0 95		
PIGMENTS.			Pale durable body	3 50	English	2 00		
Orange mineral, casks	0 18		" hard rubbing	3 00	Chicago and Reliance Coil 25 per cent.	4 00		
100-lb. kegs	0 08½		Finest elastic gearing	3 00	STORE DOOR HANDLES.			
PREPARED PAINTS.			Elastic oak	1 50	Per Dozen	1 00		
Pure, per gallon, in tins	1 30		Furniture, polishing	2 00	ESCUTCHEONS.			
Second qualities, per gallon	1 15		Furniture, extra	1 15	Discount 50 and 10 per cent., new list			
Barn (in bbls.)	0 65		" No. 1	0 90	Peterboro, 37½ and 10 per cent.			
Sherwin-Williams paint	1 55		" union	0 80	ESCUTCHEON PINS.			
Canada Paint Co.'s pure	1 40		Light oil finish	1 40	Iron, discount 40 per cent.			
Standard P. & V. Co.'s "New Era" ..	1 30		Gold size japan	1 80	Brass, 45 per cent.			
Benj. Moore Co.'s "Ark" B'd	1 25		Brown japan	0 95	HINGES.			
" British Navy deck	1 50		No. 1 brown japan	0 95	Blind, discount 60 per cent.			
Brandram-Henderson's "English" ..	1 45		Baking black japan	1 35	Heavy T and strap, 4-in., per lb. net ..	0 06		
Ramsay's paint, Pure, per gal.	1 30		No. 1 black japan	0 90	" " 5-in., "	0 05½		
" " "	1 10		Benzine black japan	0 70	" " 6-in., "	0 05½		
Martin-Senour's 100 p.c. pure	1 55		Crystal Damar	2 80	" " 8-in., "	0 05½		
Senour's Floor Paints	1 35		No. 1	2 50	" " 10-in. and larger	0 05		
Jamieson's "Crown and Anchor" ..	1 20		Pure asphaltum	1 40	Light T and strap, discount 65 p.c.			
Jamieson's floor enamel	1 50		Oilcloth	1 50	Screw hook and hinge—			
Sanderson Percy's, pure	1 20		Ligning dryer	0 70	under 12 in. per 100 lb.	4 65		
Robertson's pure paints	1 20		Elastiline varnish, 1 gal. can, each ..	2 00	over 12 in.	3 65		
PURTY.			Granite floor varnish, per gal.	2 10	Spring, No. 20, per gro. pairs	10 80		
Bulk in bbls.	1 60		Maple Leaf coach enamels, size 1, ..	1 20	Spring, Woodvatt pattern, per gro. No. 5,	\$17.50		
Bladders in bbls.	1 85		Sherwin-Williams' kopal varnish, gal. ..	2 50	No. 10, \$18; No. 20, \$10.80; No.	12 \$20		
25-lb. tins.	1 90		Canada Paint Co.'s sun varnish	2 00	No. 51, \$10; No. 50, \$27.50.			
Bladders in bulk or tins less than 100 lb.	2 00		"Kyanize" Interior Finish	2 40	Crate hinges and back flaps, 65 and 5 p. c.			
Bulk in 100-lb. irons	1 80		"Flint-Lac" coach	1 80	Hinge hasps, 65 per cent.			
SHINGLE STAINS.			B.H. Co's "Gold Medal," in cases ..	2 00	SPRING HINGES.			
In 5 gallon lots	0 85	0 90	Jamieson's Copaline, per gal.	2 00	Chicago Spring Butts and Blanks 12½ per cent.			
SHELLAC.			BUILDERS' HARDWARE.		Triple End Spring Butts, 30 and 10 per cent.			
White, bleached	2 65		BELLS.		Chicago Floor Hinges, 37½ and 5 off.			
Fine orange	2 60		Brass hand bells, 60 per cent.		Garden City Fire House Hinges, 12½ p.c.			
Medium orange	2 55		Nickel, 55 per cent.		CHEST IRON HOOKS.			
TURPENTINE AND OIL.			Gongs, Sergeant's door bells.	5 50	Bird cage	0 50		
Prime white petroleum	0 13		American, house bells, per lb.	0 35	Clothes line, No. 61	0 00		
Water white	0 14½		Peterboro door bells, 37½ and 10 off new list.	0 40	Harness	0 60		
Pratt's astral	0 18		BUILDING PAPER, ETC.		Hat and coat	1 10		
Castor oil	0 08	0 10	Farrad Felt, per 100 lb.	2 25	Chandelier	0 50		
Gasoline	0 22½		Ready roofing, 2-ply, not under 45 lb.		Wrought hooks and staples	2 65		
Benzine, per gal.	0 17	0 20	per roll	1 00	5-16 x 5	3 30		
Turpentine, single barrels	0 82	0 83	Ready roofing, 3-ply, not under 65 lb.,		Bright steel gate hooks and staples, 40 p.c.			
Linseed Oil, raw	0 63	0 68	per roll	1 25	Crescent hat and coat wire, 60 per cent.			
" " boiled	0 68	0 71	per roll	1 25	Screw, bright wire, 65 per cent.			
WHITE LEAD GROUND IN OIL.			Carpet Felt	60 00	KNOBBS.			
Canadian pure	7 15	7 50	Heavy Straw Sheathing	40 00	Door, japanned and N.P., doz	1 50		
No. 1 Canadian	6 80	7 15	Dry Surprise	0 45	Bronze, Berlin	2 75		
Munro's Select Flake White	7 65	7 65	Dry Sheathing	0 40	Bronze, Genuine	6 00		
Elephant and Decorators Pure	7 40	7 40	Tar	0 50	Shutter, porcelain, F. & L.			
Monarch	7 15	7 15	Dry Fibre	0 55	screw	1 30		
Standard Decorators Pure	6 80	6 80	Tarred Fibre	0 65	White door knobs	2 00		
Essex Genuine	8 70	8 70	O. K. & L. X. L.	0 70	Peterboro knobs, 37½ and 10 per cent.			
Brandram's B. B. Genuine	7 40	7 40	Resin-sized	0 45	Porcelain, mineral and jet knobs, net list.			
" Anchor " pure	7 00	7 00	Oiled Sheathing	0 70	LOOKS.			
Ramsay's Pure Lead	6 65	6 65	Root Coating, in barrels	0 17	Peterboro, 37½ and 10 per cent.			
Ramsay's Exterior	6 50	6 50	Roof	0 21	Russell & Erwin, steel rim \$2.50 per doz.			
" Crown and Anchor " pure	7 40	7 40	Refined Tar	5 00	Eagle cabinet locks, discount 30 per cent.			
Sanderson Percy's	7 20	7 20	Coal Tar	4 00	American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.			
Robertson's C.P., lead	6 25	6 25	Coal Tar, less than barrels	0 90	SAND AND EMERY PAPER.			
RED DRY LEAD.			Roofing Pitch	0 80	B. & A. sand, discount, 35 per cent			
Genuine, 560 lb. casks, per cwt	6 50	6 50	Slate's felt	0 70	Emery, discount 35 per cent.			
Genuine, 100 lb. kegs, "	6 00	6 00	Heavy Straw Sheathing 2 o. b. St.		Garnet (Rutten's) 5 to 10 per cent. advance			
No. 1, 560 lb. casks, per cwt	6 25	6 25	John and Halifax	42 50	SASH WEIGHTS.			
No. 1, 100 lb. kegs, per cwt	6 25	6 25	BUTTS.		Sectional	2 00		
WINDOW GLASS.			Wrought Brass, net revised list.		Solid	1 50		
Size United			Wrought Iron, 70 per cent.		SASH CORD.			
Inches.	Star	Double	Cast Iron Loose Pin, 60 per cent.		Per lb.	0 31		
Under 26	\$4 25	\$6 25	Wrought Steel Fast Joint and Loose Pin,		BLIND AND BED STAPLES.			
26 to 40	4 65	6 75	70 per cent.		All sizes per lb.	0 07½		
41 to 50	5 10	7 50	CEMENT AND FIREBRICK.					
51 to 60	5 35	8 50	Canadian Portland	2 00				
61 to 70	5 75	9 75	Belgium	1 60				
71 to 80	6 25	11 00	White Bros. English	1 80				
81 to 90	7 00	12 50	" Lafarge " cement in wood	3 40				
91 to 95	15 00	17 50	" Lehigh " cement, in wood	2 54				

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

Skates, discount 37½ p r cent.
Empire hockey sti ke, per doz . . 3 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in **HARDWARE AND METAL.** Try the "want columns" and see.

CUTLERY AND SILVERWARE

RAZORS.		per doz.
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Cutter"	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00
Clauss Razors and Strops, 50 and 10 per cent		
KNIVES.		
Farriers-Stacey Bros., doz	3 50	
PLATED GOODS		
Hollowware, 40 per cent. discount.		
Flatware, staples, 40 and 10, fancy, 40 and 5.		
Hutton's "Cross Arrow" flatware, 47½;		
"Singalese" and "Alaska" Nevada silver		
flatware, 42 p.c.		
SHEARS.		
Clauss, nickel, discount 60 per cent.		
Clauss, Japan, discount 67½ per cent.		
Clauss, calico, discount 40 per cent.		
Beymour's, discount 50 and 10 per cent.		
Berg's	6 00	12 00

HOUSE FURNISHINGS.

APPLE PARERS.		
Woodyatt Hudson, per doz., net	4 50	
BIRD CAGES.		
Brass and Japanned, 40 and 10 p.c.		
COPPER AND NICKEL WARE.		
Copper boilers, kettles, teapots, etc., 30 p.c.		
Copper pails, 20 per cent.		
KITCHEN ENAMELED WARE.		
White ware, 75 per cent.		
London and Princess, 50 per cent.		
Canada, Diamond, Premier, 50 and 10 p.c.		
Pearl, Imperial, Crescent and granite steel,		
50 and 10 per cent.		
Premier steel ware, 40 per cent.		
Star decorated steel and white, 25 per cent.		
Japanned ware, discount 45 per cent.		
Hollow ware, tinned cast, 35 per cent. off.		

KITCHEN SUNDRIES.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 80
Duplex mouse traps, per doz.	0 65	
Potato mashers, wire, per doz.	0 60	0 70
" " wood " "	0 50	0 60
Vegetable slicers, per doz.	2 25	
Universal meat chopper No. 1.	1 15	
Enterprise chopper, each	1 30	
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	0 60	

LAMP WICKS.		
LEMON SQUEEZERS.		
Porcelain lined, per doz.	2 20	5 60
Galvanized, " "	1 87	3 85
King, wood, " "	2 75	2 90
King, glass, " "	4 00	4 50
All glass, " "	0 50	0 90
METAL POLISH.		
Tandem metal polish paste,	6 00	
PICTURE NAILS.		
Porcelain head, per gross	1 35	1 50
Brass head, " "	0 40	1 00
Tin and gilt, picture wire, 75 per cent.		
BAD IRONS.		
Mrs. Potts, No. 55, polished, per set	0 80	
" " No. 50, nickel-plated, " "	0 92	
Common, plain, " "	4 50	
" " plated, " "	5 50	
Asbestos, per set	1 50	

TINWARE.

CONDUCTOR PIPE.		
2-in. plain or corrugated, per 100 feet,		
\$3.30; 3 in., \$4.40; 4 in., \$5.89; 5 in., \$7.45;		
6 in., \$9.90.		
FACULS.		
Common, cork-lined, discount 35 per cent.		
SAVETROUGHS.		
10-inch	per 100 ft.	3 30
FACTORY MILK CANS.		
Discount off revised list, 35 per cent.		
Milk can trimmings, discount 25 per cent.		
Creamery Cans, 45 per cent		

LANTERNS.

No. 2 or 4 Plain Cold Blast, per doz.	6 50
Lift Tubular and Hinge Plain, " "	4 75
No. 6, safety, " "	4 00
Better quality at higher prices.	
Japanning, 50c. per doz. extra.	
Prism globes, per doz., \$1.20.	

OILERS.

Kemp's Tornado and McClary's Model	
galvanized oil can, with pump, 5 gal-	
lon, per dozen	10 92
Davidson oilers, discount 40 per cent.	
Zinc and tin, discount 50 per cent.	
Coppered oilers, 20 per cent. off.	
Brass oilers, 50 per cent. off.	
Malleable, discount 25 per cent	

PAIS (GALVANIZED).

Dufferin pattern pails, 45 per cent.	
Flaring pattern, discount 45 per cent.	
Galvanized washtubs 40 per cent.	
PIECED WARE.	
Discount 35 per cent off list, June, 1899.	
10-qt. flaring sap buckets, discount 35 per cent.	
6, 10 and 14-qt. flaring pails dis. 35 per cent.	
Copper bottom tea kettles and boilers, 30 p.c.	
Coal hods, 40 per cent.	

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.	
Retained, 72½ per cent. revised list.	

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64	7 91
7 inch, " "	8 18
Nestable, discount 40 per cent.	

STOVEPIPE ELBOWS.

5 and 6-inch, common, per doz.	1 32
7-inch, " "	1 43
Polished, 15c. per dozen extra.	

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.	
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TINNERS' SNIPS.

Per doz.	3 00	15
Clauss, discount 35 per cent.		

TINNERS' TRIMMINGS.

Discount, 45 per cent.		
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WIRE.

ANNEALED HOT HAY BAILING WIRE.

ANNELED OUT HAY BAILING WIRE.

No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.2½; No. 15, \$4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS.

Discount 50 per cent.		
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CLOTHES LINE WIRE.

18, \$3.00; No. 19, \$2.70; 8 wire solid line,
No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.81.
All prices per 1000 ft. measure; 6 strand, No.
18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton,
Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.95; No. 11, \$3.50;	
No. 17, \$3.20.	

COPPER AND BRASS WIRE.

Discount 37½ per cent.		
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FINE STEEL WIRE.

In 100-lb. lots:	No. 17,	\$5	—	No.
	No. 19,	\$6	—	No. 20,
	\$5.50	—	No. 21,	\$6.65
	\$7.10	—	No. 22,	\$7.30
	\$7.30	—	No. 23,	\$7.65
	\$8	—	No. 24,	\$9
	\$9	—	No. 25,	\$9.50
	\$10	—	No. 26,	\$10
	\$11	—	No. 27,	\$12
	\$12	—	No. 28,	\$13
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FENCE STAPLES.

Bright	2 80
Galvanized	3 20

HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95;	
f.o.b., Montreal.	

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5,	\$3.95 —		
Nos. 6, 7, 8,	\$3.35 — No. 9,	\$2.85 —	
No. 10,	\$3.47 — No. 11,	\$3.45 — No. 12,	\$3.00 —
No. 13,	\$3.10 — No. 14,	\$3.95 — No. 15,	\$4.30 —
No. 16,	\$4.30 from stock. Base sizes, Nos.		
6 to 9,	\$2.35 f.o.b. Cleveland. Extras for		
cutting.			

LIGHT STRAIGHTENED WIRE.

Over 20 in.		
Gauge No.	per 100 lbs.	10 to 20 in. 5 to 10 in.
0 to 5	\$0.50	\$1.25
6 to 9	0.75	1.25
10 to 11	1.00	1.75
12 to 14	1.50	2.25
15 to 16	2.00	3.00

SMOOTH STEEL WIRE.

No. 9 gauge, \$2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c.	
spring wire \$1.25, bright soft drawn 15c.	
charcoal (extra quality) \$1.25, packed in casks	
or cases 15c., bagging and papering 10c., 50	
and 100-lb. bundles 10c., in 25-lb. bundles	
15c., in 5 and 10-lb. bundles 25c., in 1-lb	
hanks, 50c., in $\frac{1}{2}$ -lb. hanks 75c., in $\frac{1}{4}$ -lb	
hanks \$1.	

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 p.c. Other sizes, 45 p.c.	
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WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.72½, per	
100 sq. ft.; in 50-ft. rolls, \$1.77½, per 100 sq. ft.	

WIRE FENCING.

Galvanized barb.....	2 95
Galvanized, plain twist.....	3 30
Galvanized barb, f.o.b. Cleveland,	\$2.70 for
small lots and	\$2.60 for carlot's

WOODENWARE.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount, Taylor-Forbes, 30 and 30 per cent.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.	
--	--

FIBRE WARE.

Star pails, per doz.	3 00
0 Tubs, " "	14 00
1 " " " "	12 00
2 " " " "	10 00
3 " " " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.	
Wagonner Extension Ladders, dis. 40 per cent.	

MOPS AND IRONING BOARDS.

"Best" mops.....	1 25
"900" mops	1 25
Folding ironing boards.....	12 00
	16 50

REFRIGERATORS

Discount, 40 per cent.		
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SCREEN DOORS.

Common doors, 2 or 3 panel, walnut	
stained, 4-in. style, per doz.	7 25
Common doors, 2 or 3 panel, grained	
only, 4-in. style, per doz.	7 55
Common doors, 2 or 3 panel, light stair	
pel doz.	9 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz.	54 00
Dowsell " "	39 00
New Century, per doz.	75 00
Daley " "	54 00

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Ese 10 in., per doz.	36 75

MISCELLANEOUS

AXLE GREASE.		
Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel		4 50

CARPET STRETCHERS.

American	1 00	1 50
Bullard's		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.	
Plate, discount 52½ to 57½ per cent.	

FINE TAR.

½ pint in tins	per gross	7 90
" " " "		9 60

PULLEYS.

Hothouse	per doz.	0 55
Axle		0 22
Screw		0 22
Awning		0 35

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 18
Berg's wing pump, 75 per cent.		

ROPE AND TWINE.

Sisal	0 10½
Pure Manila	0 15
"British" Manila	0 12
Cotton, 3-16 inch and larger	0 21
" " 5-32 inch	0

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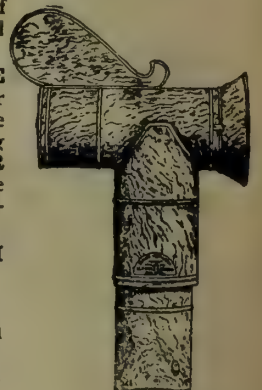
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NO. 30.

"Redcliffe" and "Globe"

The best sheets for corrugating. Uniform in weight.

JOHN LYSAGHT, Limited, Makers,
Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd, MONTREAL
Managers, Canadian Branch.

ANVILS BITS

HENRY BOKER

MANUFACTURER

ARROW BRAND

REGISTERED TRADE MARK

Pliers Vices

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

For Sale by Leading Wholesale Houses.



Stephenson Washing Machines

clinch both reputation and profit,
and Dealers wanting more business
make it their business to stock them.

This machine is easily operated,
washes quickly and thoroughly, and
simply **cannot destroy** the most
delicate fabric. During the last twelve
months sales have increased 200 per
cent. Are you getting your share of
the profits?

If your jobber cannot supply you,
write us direct.

TAYLOR-FORBES COMPANY, Limited
GUELPH, CANADA

HARDWARE AND METAL

The Building Trade

is even more brisk than ever before, our supply of hardware is equal to the demand.

Front Door Sets, Inside Door Sets, Sliding Door Sets



Elaborate designs in
Brass, Bronze and Steel
Escutcheons,
Flush Sash Lifts,
Electric Push Buttons,
Bolts, Door Pulls,
Door Handles,
Store Door Locks,
Latches, Push Plates,
Kick Plates, etc., etc.



Productions of all the leading manufacturers.
Write for our Builders' Hardware Catalogue
Supplement.

RICE LEWIS & SON
LIMITED
TORONTO.

If you have to do a

CREDIT BUSINESS

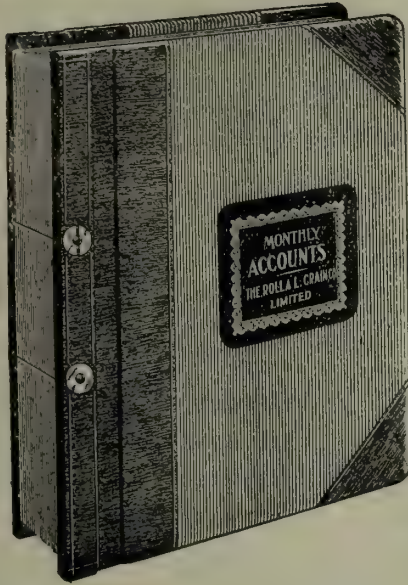
why not make it as easy and convenient as possible?

THE CRAIN MONTHLY ACCOUNT SYSTEM

is designed especially for the retail trade. It will cut your bookkeeping in half; accounts are always ready.

We manufacture and devise systems for any kind of business.

Write us for Catalogue "E," which will give you all information.



THE ROLLA L. CRAIN CO., Limited
OTTAWA, CANADA

Branches—TORONTO, 18 Toronto Street; MONTREAL, 28 Alliance Bldg., WINNIPEG, 11 Nanton Block.

Carpenters' Tools

Builders' Hardware

Stanley's, Union Hardware Co. and Sargent's Iron and Wood Bottom Planes

Disston's, Atkins' and Shurly & Dietrich High-Grade Hand, Rip and Panel Saws

Sargent's Front, Store Door and Inside Locks

Stanley's Butt Hinges — all kinds, all finishes

Also headquarters for Wood Sash Pegs, sizes $\frac{7}{8}$, $1\frac{1}{4}$, $1\frac{5}{8}$ in. in one bush. bags

OUR PRICES ARE INTERESTING

THOS. BIRKETT & SON CO.,
Wholesale Hardware LIMITED
OTTAWA, ONT.



American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW — NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the Automatic Twin Scrapers by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure black tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS



Send for Catalog.

ICE CREAM FREEZERS THAT SELL



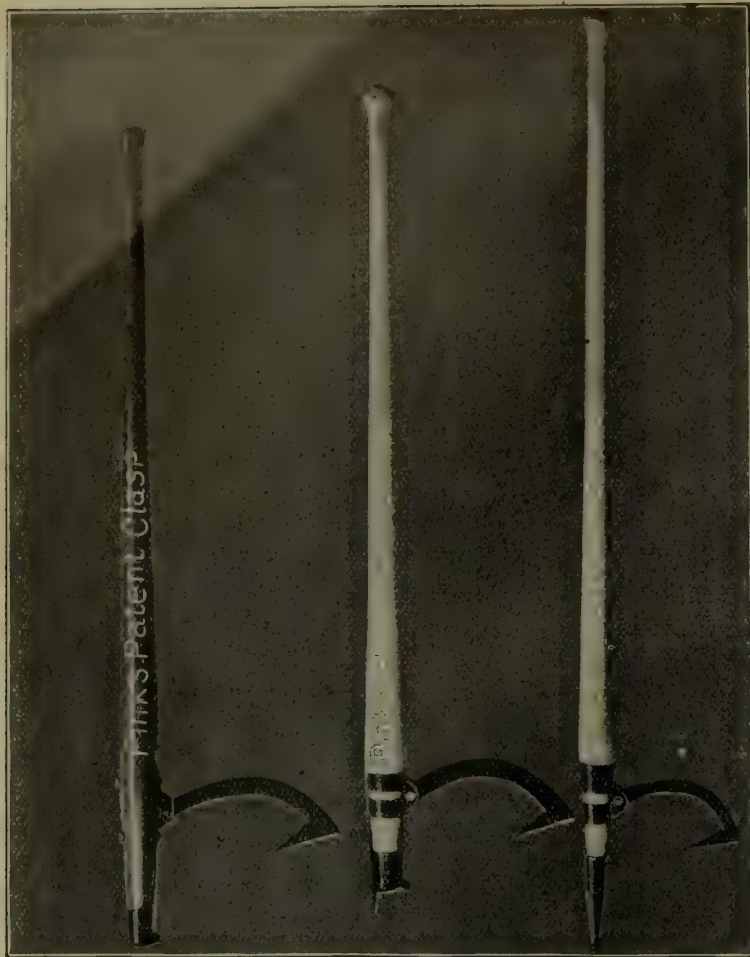
THEY ARE

Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results

North Bros. Mfg. Co.
Philadelphia, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue
and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New
Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.

Pink's Patent Open Socket Cant Dogs.

**Pink's Patent Clasp Cant Dogs, all Handled
with Split Rock Maple.**

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance
Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

PIG IRON

Spot and forward delivery
Write for Prices

M. & L. Samuel, Benjamin & Co.
TORONTO

Our Sporting Goods Catalogue for 1907-08 is now about ready, and we are going to mail it at once. We would like to include your name on our list, a post card will bring you the largest sporting goods book ever issued in Canada covering Firearms and a few other lines. It will pay you to have this if you handle up-to-date lines.

We attribute no small portion of the success of our business to

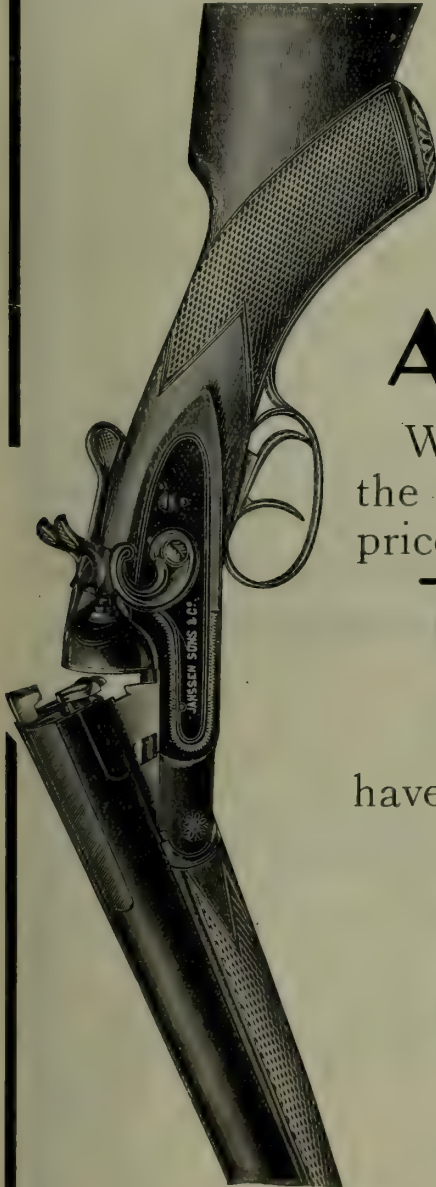
Guns and Ammunition

We carry the biggest range, have the most attractive patterns (and prices) of any house in the trade.

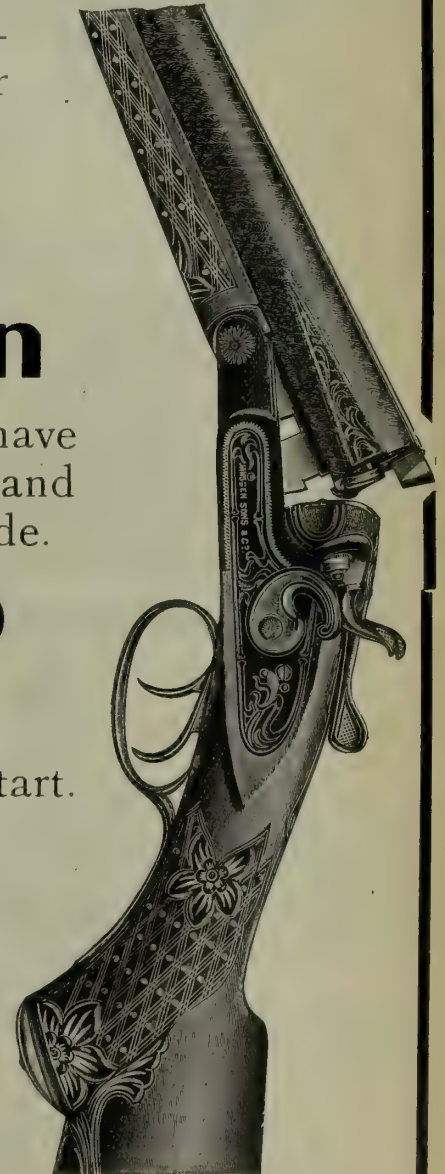
These Two Guns

have been winners from the start.

There is a good demand for them **NOW**, and a good profit in them for you. **Next Year** other jobbers will have them, so will your competitors.



No. 470 x 12 Ga.



No. 469 x 12 Ga.

Goods sold to the trade only—All enquires received from people who are not Store-keepers or Sporting Goods Dealers are referred to our nearest customer.

LEWIS BROS., Limited

MONTREAL

TORONTO OTTAWA WINNIPEG CALGARY VANCOUVER

Consumers Cordage Co.,

LIMITED

Manufacture every variety of

CORDAGE

PACKING

BINDER TWINE

LATHYARN

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec.

CONSUMERS CORDAGE CO., Limited, St. John, N.B.

MacGOWAN & CO., Vancouver

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

GEO. WOOD, London, England.

MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

SOLDERS

**Guaranteed Half and Half. Strictly Half and Half.
Commercial Half and Half.**

Star Wiping. Acme Wiping. Angle or Oval.

Wire, any Size or Gauge.

Segment Ribbon.

CLOSE PRICES. QUICK DELIVERIES.

The CANADA METAL CO., LIMITED

TORONTO

HARDWARE AND METAL

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO.

Only
Wholesale

Wholesale
Only

BUILDING PAPER



Plain		
No.	Width	Square Feet
1 Dry Fibre	32 in.	400
2 " "	32 in.	400
Surprise "	32 in.	400



Tarred		
No.	Width	Square Feet
1 Tarred Fibre	32 in.	400
2 " "	32 in.	400



Asbestos Building Paper

Thin,	About 6 lbs.,	to 100	square feet,	width 36 in.
Medium,	8 " "	100	" "	36 in.
Heavy	10 " "	100	" "	36 in.
	14 " "	100	" "	36 in.



Felt Roofing			
Tarred	Roofing	Felt	Weight
		Ounces	
		7	50 lbs.
		10	50 lbs.
		16	50 lbs.

Ready Roofing

- 2-Ply Wire Edge, without caps, Nails and Cement.
- 3-Ply " " " " " "
- 2-Ply " " complete with Caps, Nails and Cement.
- 3-Ply " " " " " "

Without Wire Edge, 10c. roll list less.

CONGO ROOFING

CONGO

NEVER-LEAK ROOFING

R

It's proof against water, acids, alkali, climate.

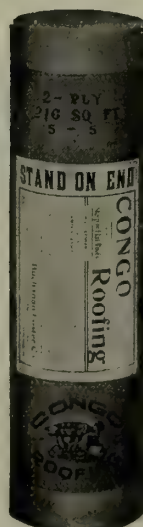
It's a most excellent fire resistant. It is odorless and will not taint water.

Easily and quickly laid by anyone.

Suitable for flat or steep roofs.

Write for Booklet and Sample and learn more about it.

BUCHANAN-FOSTER COMPANY
DREXEL BLDG., PHILADELPHIA, PA.



Thickness	Width	Weight of 108 Square Feet
1-Ply	36-in.	35 lbs.
2-Ply	36-in.	45 lbs.
3-Ply	36-in.	55 lbs.

CONGO

NEVER-LEAK ROOFING

We don't compare Congo Ready Roofing with any other kind—it's too far ahead. We just ask you to let us send you a free sample—that will speak for itself.

Congo Roofing is made of a composition that is absolutely waterproof. It resembles rubber in looks and elasticity. It doesn't crack nor dry out. Needs no repairs, painting nor coating for many years. Acids do not affect it—to heat and cold it is alike impervious.

Write to-day for free Sample.

BUCHANAN-FOSTER COMPANY
DREXEL BUILDING PHILADELPHIA, PA.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM WIRE NAILS ARE THE BEST

Are you receiving our monthly illustrated circular? IF NOT WRITE FOR IT.

Our Prices are Right

We Ship Promptly

SAWS OF ALL KINDS

Hand, Rip, Panel,
Keyhole, Mitre, Band, Etc.



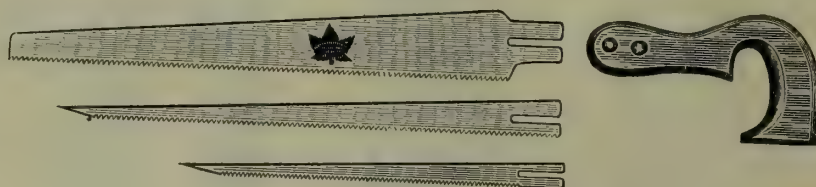
SHURLY & DIETRICH



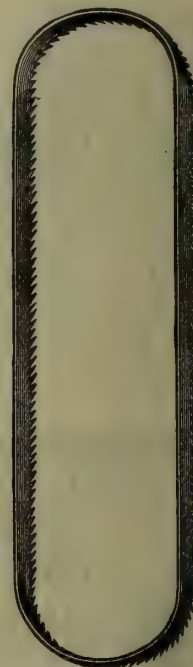
SPEAR & JACKSON



HENRY DISSTON & SONS



S. & D. NEST OF SAWS No. 23



BAND SAW
1/8 to 1 1/2 in. any
length.

These lines as well as many others are fully described and illustrated in our general catalogue.

ASK OUR TRAVELLERS TO QUOTE, OR WRITE DIRECT

FROTHINGHAM & WORKMAN, LIMITED

WHOLESALE HARDWARE

Montreal,

Canada

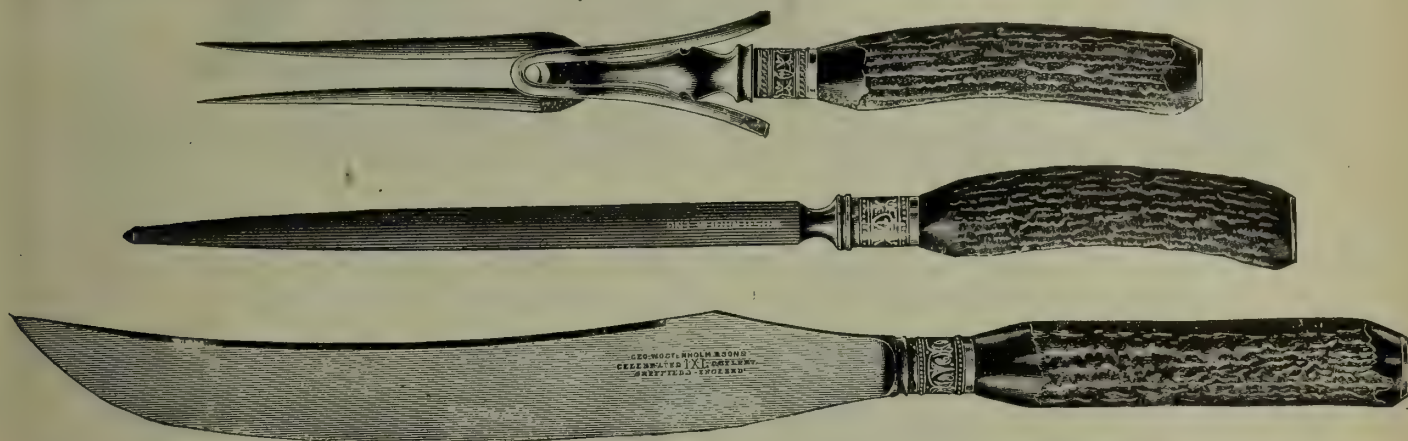


More Carving Knife Sets are sold about Christmas and Thanksgiving time than at any other season of the year.

Order your supply now while you can obtain the choice of a large stock.

Include in it some of the celebrated George Wostenholm & Sons cutlery. The highest class trade demands the best.

George Wostenholm & Sons cutlery has a reputation for excellence of finish and temper of steel that has been maintained for many years.



No. 3936—Stag Handle Carvers and Steel

Wostenholm "Pipe" razors enjoy the same reputation that is held by all other cutlery bearing the Wostenholm name. They are full Hamburg ground and beautifully finished and etched.



No. 01901—"Superb" Pipe Razor



No. 03492—Original Pipe Razor

Our stock includes also a large selection of Wostenholm pocket cutlery.

Our travellers will show you samples.

Caverhill Searmont & Co.

MONTREAL

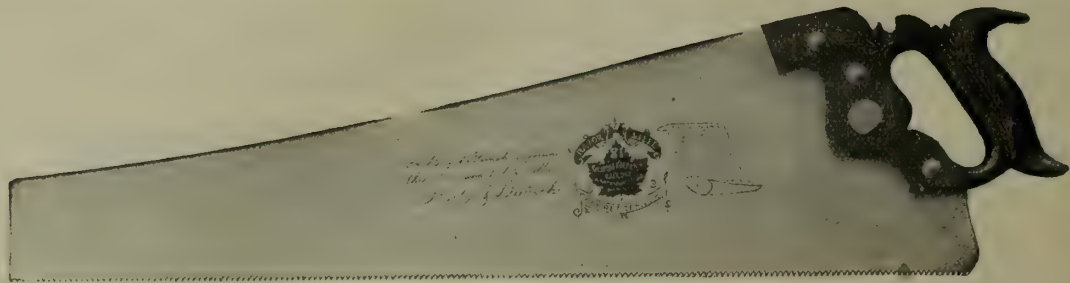
WINNIPEG,

OTTAWA,

QUEBEC,

FRASERVILLE

Canada Leads the World in the Manufacture of
HIGH-CLASS SAWS



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured
by

SHURLY & DIETRICH,

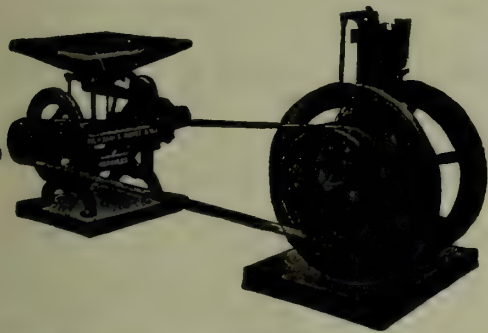
GALT, Ontario



Simonds Crescent-Ground Cross-Cut Saws

For logging camps where work must be fast and economical there is no other saw made that can give results equal to the Crescent-Ground Saw. **Made of Simonds Steel.** It cuts easy, runs fast and gives good results. This cross-cut saw is sold by most of the leading jobbers in Canada.

Simonds Canada Saw Co., Limited
TORONTO, ONT. MONTREAL, QUE. ST. JOHN, N.B.



Hardware Dealers Wanted in Rural Districts

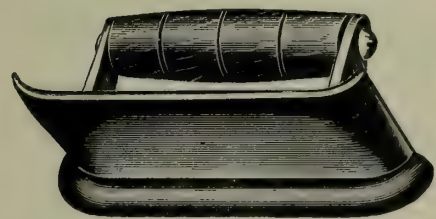
to handle and take the agency for Fairbanks-Morse Gasoline Engines for farm trade. Thousands will be sold next fall. The farmers take the advice of their storekeeper. We sell an engine which you can guarantee without hesitancy.

Write to-day for our agency proposition

THE CANADIAN FAIRBANKS CO., Ltd.
 444 St. James Street, Montreal

The Contractors

are busy. Get your
supplies of



**Edgers, Jointers,
Pounders, Dot Rollers,
Curb and Gutter Tools,
Wheelbarrows, etc.**

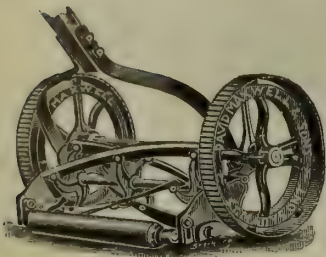
FROM

The London Foundry Co.
 London, - Canada

THREE BUSINESS BOOMERS

Maxwell Lawn Mower

Two Household Favorites



Durable,
Clean-cutting,
and
Beautifully
Finished.



They are
both
"Self-
Sellers."
Keep
them in
stock.



David Maxwell & Sons, St. Mary's, Ont.

SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detachable for cleaning.

DEALERS: When you handle this line you handle QUALITY.

The Dowsell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



FENCE HOOK

WIRE NAILS, COILED SPRING,
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT.

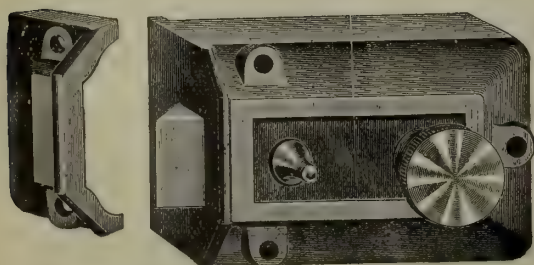
PRIEST'S CLIPPERS

Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Weibusch & Hilger, Limited special New York
representatives, 9-15 Murray Street.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds




Cylinder Night Latch, No. 100.



Rim and Mortise Locks,
Inside, Front Door, and
Store Door Sets, also full
line High-class Builders'
Hardware.

Sold by all Leading Jobbers
in the Dominion.



CAPEWELL

HORSE NAILS

The Best in the World and "Made in Canada"

REGULAR HEAD

2 3 4 4½ 5 6 7 8 9 10 11 12

MADE WELL
HOLD WELL
DRIVE WELL
LOOK WELL
SELL WELL

CAPEWELL

CAPEWELL HORSE NAILS

have the largest sale of any horse nails in Canada. Why? Because they are "THE BEST". We say so most unhesitatingly, and we are prepared to back up all we say. Dealers find that our nails are a steady and profitable line to carry and push. They are being asked for in ever-increasing quantities. Remember, we advertise FOR you, as well as TO you, Horse-shoers realize that it pays to pay for quality, and dealers who push our nails are pushing quality in every pound. Look over your stock now, Mr. Dealer, before the "fly-time" rush overwhelms you, and see that you have all sizes of CAPEWELL HORSE NAILS for prompt supply. If you are short, as you are almost sure to be, let us show you what we can do in the way of a rush shipment.

PROMPT SHIPMENTS.

EVERY NAIL GUARANTEED.

Samples, Prices, Catalogue and 1907 Calendar free on application.

THE CAPEWELL HORSE NAIL CO., TORONTO, ONT.

Western Branches: 212 Nena St., Winnipeg, Man.; 300 Dunsmuir St., Vancouver, B.C.

ATKINS SILVER STEEL SAWS



are profitable Saws. Full of Quality, you can safely recommend them to your trade. Every Atkins Saw you sell, sells others—There's money in them for YOU. Shall we call?

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Branch—No. 77 Adelaide St., E., Toronto

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

**SHIELD BRAND
READY ROOFING**

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

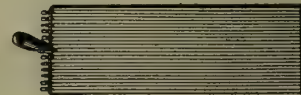
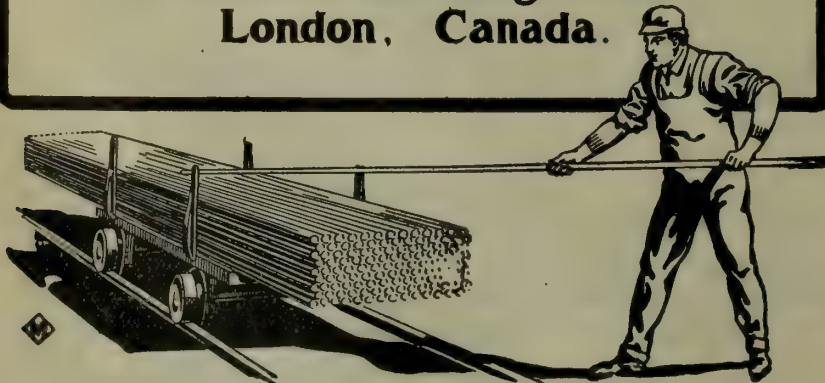
Refined Bar Iron

It is false economy to use poor quality bar iron. London Bars are the products of long experience, and the great demand for them is due to their uniform high quality.

They come in two grades, Common and Refined, and re-work with the greatest facility.

A trial order solicited.

London Rolling Mills
London, Canada.



When in the market for HAND CHEESE PRESSES and up-to-date GUND CUTTERS just sit down and

write to **JAMES & REID, Perth, Ont.** For FARMER'S FEED COOKERS write **JAMES BROS. FOUNDRY CO., Perth, Ont.**

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"
OF PORTLAND CEMENT

Prices on application.

Prompt shipment

**WORK AND
PRICES
RIGHT**
GALVANIZING ONT
WIND
ENGINE & PUMP CO
TORONTO, ONT.

Don't Forget the Name . . .

**NEWMAN'S INVINCIBLE
FLOOR SPRINGS**

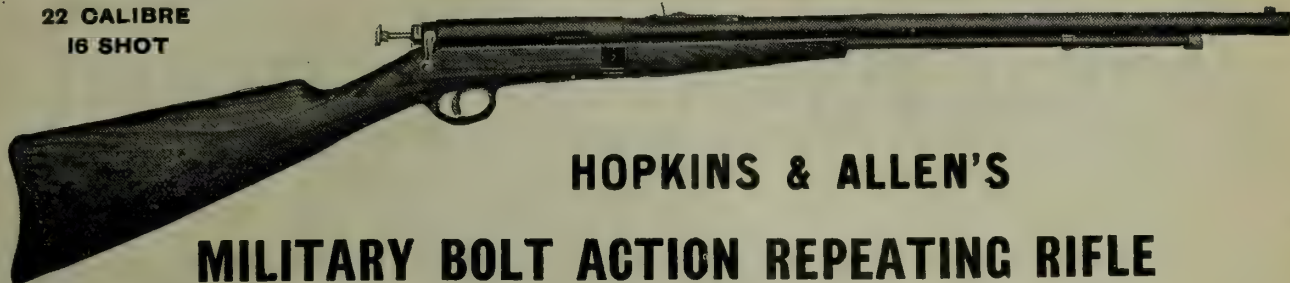
Strong, Quick, Reliable, Effective,
Will close a door against any pressure of wind.
Far ahead of ordinary door springs, pneumatic
or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

\$10⁷⁵
LIST

There has long been a demand for a good rifle at this price—and the HOPKINS & ALLEN Junior Repeater fills the bill. This rifle has been and is being extensively advertised; and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-
ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-
MENTARY ADVERTISING
MATTER—FREE.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.



Shows Bolt Drawn Back—Position for Ejecting Shells.

Pig Iron

Jarrow Brand
Clarence “
Lackenby “
Cleveland “
Gartsherrie “
Carnbroe “
Glengarnock “
ETC.

If you are in the market, send us particulars of your requirements, and we shall be glad to quote you favourable prices.

B. & S. H. THOMPSON & CO.

LIMITED

381 and 383 St. Paul Street
MONTREAL

By Actual Test, the Best !

Proof of superiority is the reason that practical men declare **Empire, Imperial and Champion**

AXE HANDLES

to be the very best. Don't let your stock of these goods run down.

Hammer, Sledge and Pick Handles

We make all kinds of them.

Write for free lists and discounts.

J. H. Still Manufacturing Company,

ST. THOMAS, ONTARIO

Limited

ESTABLISHED
1847

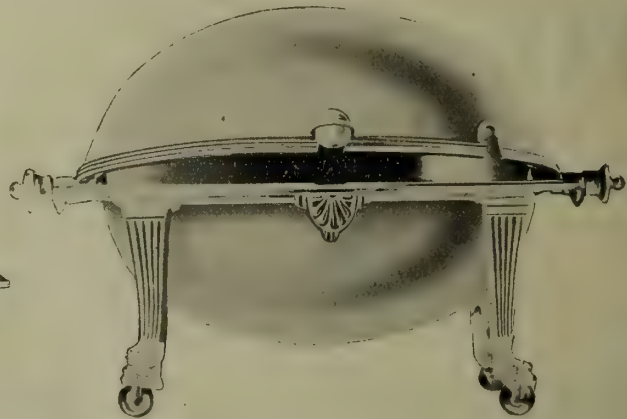
FACTORIES
SHEFFIELD, ENG.

SHEFFIELD CUTLERY AND SILVERWARE

Round's goods have stood the test for over sixty years and for good "All Round" values you will find they can't be beaten. We carry the largest stock of silverware and cutlery to be found in Canada—ready for immediate delivery.



4637—E.P.N.S. Entree, 10-in., 11-in. and 12-in. sizes



9365—E.P.N.S. Revolving Breakfast Dish; 10-in. and 11-in. sizes



29363½—12 pair Desserts. Five ply oak case.
(Guaranteed not to warp)



R 619—Cabinet, 29 pieces. Five ply oak case.
(Guaranteed not to Warp)

JOHN ROUND and SON, Ltd.
MONTREAL

The Dunn Hollow Concrete Block Machine

Many dealers are increasing their trade in Cement by pushing sales of the Dunn Machine.

Some are also making a good profit by renting machines to parties building. Machine is compact, portable, simply operated and moderate in price.



WRITE US FOR CATALOGUE H.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Galt "Sure-grip" Shingles

are simply wonders TO SELL, TO LAY AND TO MAKE FRIENDS. Once used and you would never use any other—your customers wouldn't let you.

"Sure-Grips" make a really handsome roof, as well as the most weatherproof. Try them—that's all we ask.

"GALT" CORRUGATED SHEETS are best English galvanized stock, pressed straight and true. Our prices are right, and we can ship promptly.

Consult us before purchasing CEILINGS, SIDINGS, ROOFINGS, CORNICES, SKYLIGHTS, VENTILATORS, FINIALS, FIRE-PROOF WINDOWS, EXPANDED METAL LATH, ETC.

The "GALT KIND" is the line to push; we protect and assist our customers.

THE GALT ART METAL CO., Limited
GALT, ONT.



CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

MITCHELL'S SELF-TESTING SAFETY CODE REVISED EDITION

A New and Scientific System for the Transmission of Messages by Telegraph or Cable, so arranged that one word may convey several meanings, such as Article, Quality, Price Quantity, Terms, etc.

By other codes three and four words are required to express what this system will convey in one word, thus costing three and four times as much as the same message if sent by this system.

EXAMPLES

Code Words

LUDELPHEL MEBDIKOLAF WOCUMZEXGI—Ship by Cunard Steamer from your port 28th June, 150 pieces Bevelled Plate Glass, 1 1/2" bevel, 18 1/2 x 24".
WULYRSABNI—Steel sheets 27 g, 24 x 16 1/2, 10,000 packages.
WUFUHBABHE—Wire Nails 5d. Buy 500 kegs.
WIWULKAFDE—Rosin, "T" quality quote cost and freight shipment 1st half of next month, 200 barrels
XASYSJABBA—Delivery Waggon Platform Springs 2 to 3,000 lbs, increase our order to ten.

Try these with your codes. An 8-page prospectus with full particulars sent free on request.

The Mitchell Self-Testing Safety Code Co.
8 COLBORNE ST. TORONTO, CANADA

Jardine Hand Drills New Designs

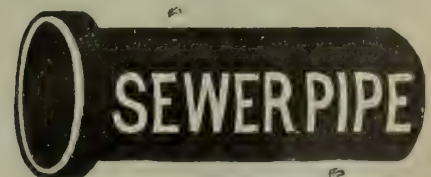
Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER ONTARIO

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe
a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

A GOOD TRADE CAN BE BUILT UP

By Handling

**Davidson's Colonial
and Premier Brands of
Enameled Ware**



The Public appreciate
the **lightness** and
the **good wearing**
qualities of the cooking
utensils made in these
brands---and
invariably ask for them.

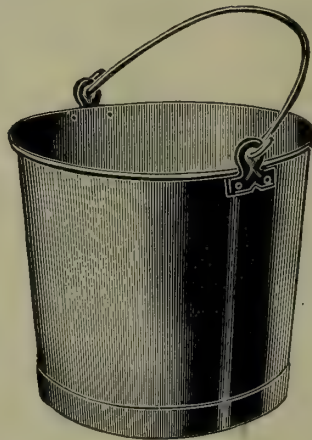
Convince Yourself by sending us a Trial Order.

Hercules Dairy Pails

MADE OF IXX TIN WITH

**Extra Heavy
Retinned Bottoms**

(ONE SIZE ONLY, 14 QUARTS.)



We can supply
every need for the
Dairy,
Tinshop
or **Kitchen**
in Tinware, Sheet Iron
and Steel Ware, Copper
Ware, Etc., Etc.



**The Western
Slop Pail**

With Commode Attachment

**Galvanized and
Striped In Red**

Very Neat in Appearance and
Having a Seamless Body
Cannot Leak.

**Unbreakable Tinned
Steel Hollow Ware**

MADE OF EXTRA HEAVY STEEL
TINNED INSIDE



TEA KETTLES, 2 sizes, Nos. 8 and 9
SAUCE PANS, 1 to 8 Quarts
ROUND POTS, 1 to 18 Quarts

(Light and Easily Handled.)

The THOS. DAVIDSON M'F'G. CO., Ltd.
MONTREAL and WINNIPEG



TREASURE BASE BURNERS

**“ TREASURES ”
ALWAYS
PLEASE**



Absolutely the very best
Stoves and Ranges made
in Canada to-day. Fully
Guaranteed by the
makers.

Past, Present, and
Future We
Lead

Art-Treasure King of Base Burners and Lord of the Trade

We have the largest line of Base Burners and Parlor Cooks in Canada to-day, and make the best Stoves and Ranges on the Continent. Sixty years of experience have made TREASURE Stoves and Ranges the very best in both quality, workmanship, mechanism, and general construction.

The D. Moore Company, Limited

Northwest Distributors:
MERRICK, ANDERSON & CO.
WINNIPEG, MAN.

Hamilton, Ont.

British Columbia Distributor:
JOHN BURNS
VANCOUVER, B. C.

Seven Features That Have Sold Over a Million

Alumino and Electric OIL HEATERS

and will soon sell another million. They are the heaters your trade demands because of their practical perfection. Because they are the only Oil Heaters equipped with a perfect **Safety Burner**, and without a reliable Safety Burner an Oil Heater is "a delusion and a snare," a continual worry for both buyer and seller.

Note construction of our Safety Burner and you'll quickly appreciate the seven features which follow:



NO SMOKE

Because by a simple attachment we prevent the flame from working above a certain point and our perfect combustion burner does the rest.



Sectional view showing construction of grand "Safety Burner."

A—Flame Spreader. B—Air space outside of Wick. C—Air space inside of Wick Tube. D—Wick. E—Outside Casing to Burner. F—Air space between Fount and Outside Casing. G—Fount for oil, entirely separate from Burner. H—Feed Pipe carrying oil from Fount to Burner.

NO DANGER

Because the wick does not go into the tank but is fed by a small feed pipe always just enough.



NO ODOR.---Because we have designed every part of our burner to prevent collection of soot or oil; the solid flame spreader having no perforations, the four wide, clear air passages encircling the entire flames; these absolutely prevent the common "smell."

MORE HEAT.---Because instead of accepting the old "lamp" system of heating, using the flame alone for heat, we place a special plate in the drum above the flame which deflects the heat to sides and bottom, heating the whole room, not the ceiling alone.

DURABLE.---Because we make every stove as if the reputation of our business was staked on the success of each individual Heater.

BEAUTIFUL.---Because our designers have given symmetry and grace to every line, making them acceptable in the most perfectly furnished homes.

EASY SELLING.---Because the features are not hidden; they appeal at first glance, convince with close examination. Then they stay sold, never require a minute more of your time after leaving the store, and never come back for repairs or otherwise.

Can you be fair to your customers, fair to yourself, if you sell any other Oil Heater?

Put in a full assortment; they'll "move" any time; there's no oil heater "season;" "Alumino" and "Electric" Heaters sell the year round.

LEWIS BROS., LIMITED

MONTREAL
WINNIPEG

TORONTO
VANCOUVER

OTTAWA
CALGARY

EMERSON & FISHER

LIMITED
ST. JOHN, - - - N.B.

Good Goods
At Reasonable Prices

SOUVENIR

Steel Ranges

ARE THE
STANDARD OF CANADA



It pays to push the sale of good specialties and the dealer may rely upon getting in Souvenirs the leaders, **the Profit Makers**, the very best of their kind. They are thoroughly well made, beautifully ornamented, fine, quick workers.

MODERATE IN PRICE

The Royal Souvenir STEEL RANGE

Is new and artistic, made of the very best material, fitted air-tight—the Souvenir way.

BUILT FOR BUSINESS

**Material, Workmanship, Fuel Saving, Baking
and Durability are the**

STRONG SELLING POINTS

of the Souvenir Steel Range which has made a name and place for itself unprecedented in the history of steel range making.



Ask for CATALOG. We'll send it to you FREE.

The Gurney Tilden Co., Ltd.

HAMILTON, CANADA

HARDWARE AND METAL

IT'S EASY TO SELL THE

GREAT IDEA



STEEL RANGE

A FEW TALKING POINTS:

Is supplied with either Cabinet Base or on Legs, as shown.
Has two thicknesses of Steel and one of Asbestos in all Flues---EVEN BELOW THE OVEN
Has very large encased Copper Tank.
Duplex Grates can be removed at end of Firebox---no trouble.
Double Oven Top---Cast Iron and Steel, with air space between.
Front Key Plate can be raised with handle for broiling, etc.
Planished Steel Body. Beautiful Nickel Silver Finish.

Get Our Catalogue and Prices.

Guelph Stove Co., Limited,

-

Guelph, Ont.

A TRADE WINNER

THE PERFECT IDEA

IS THE ONLY RANGE MADE IN CANADA
THAT IS EQUIPPED WITH A
PATENT ELECTRIC SLIDING OVEN TRAY



The Latest and Most Convenient Patented Improvement

One pressure of the foot opens the oven door, and at the same time slides out a cast iron shelf with the contents, so that whatever is cooking may be examined without the fear of burning grease sputtering all over.

Less pressure will merely open the door.

GET IN LINE AND SECURE THE AGENCY.

GUELPH STOVE CO., LTD.

HARDWARE AND METAL

Moffat's National Steel Ranges

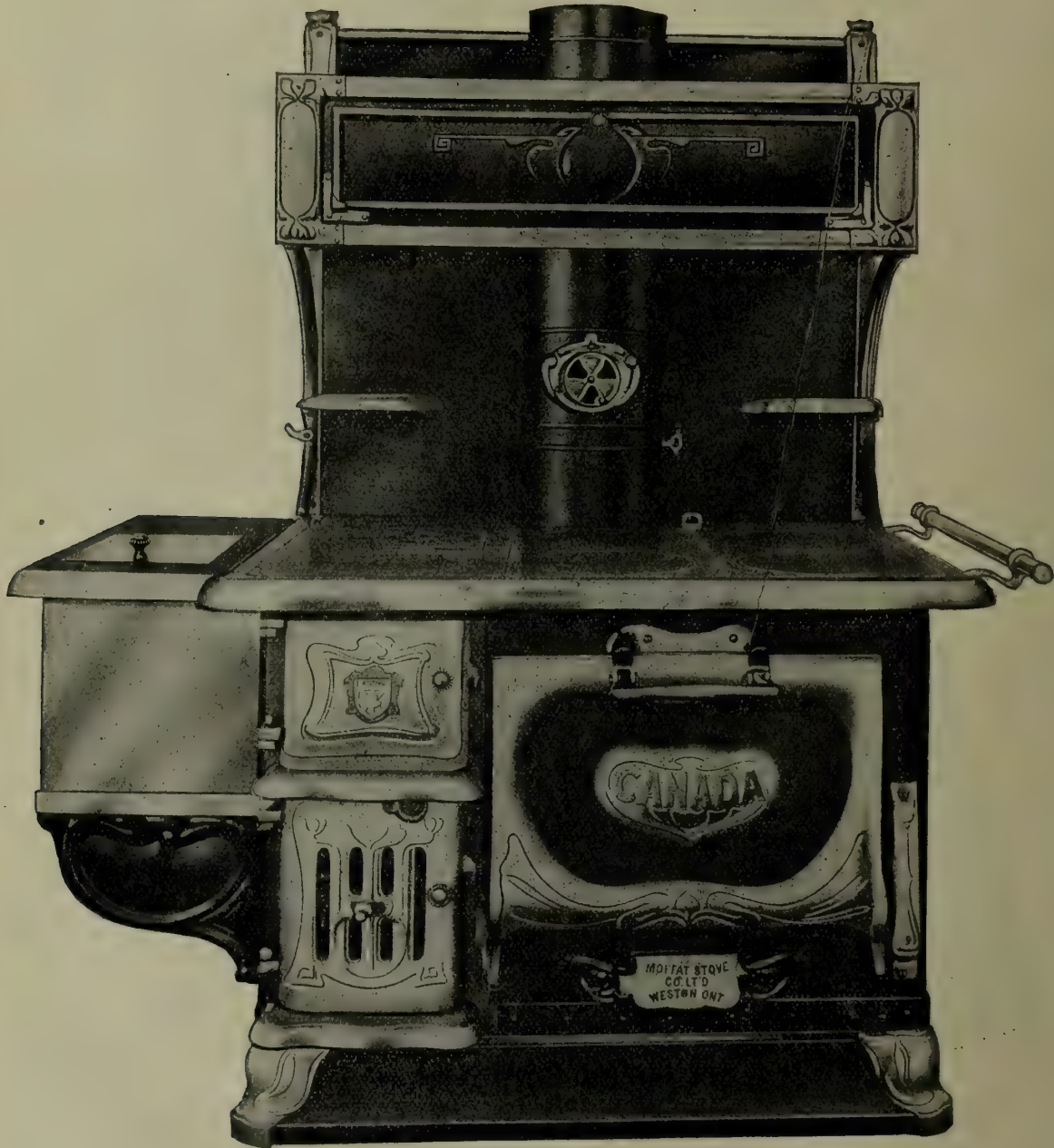
MADE ONLY BY

THE MOFFAT STOVE CO., LTD.

Winnipeg

WESTON, ONT.

Calgary



THE CANADA B STEEL RANGE

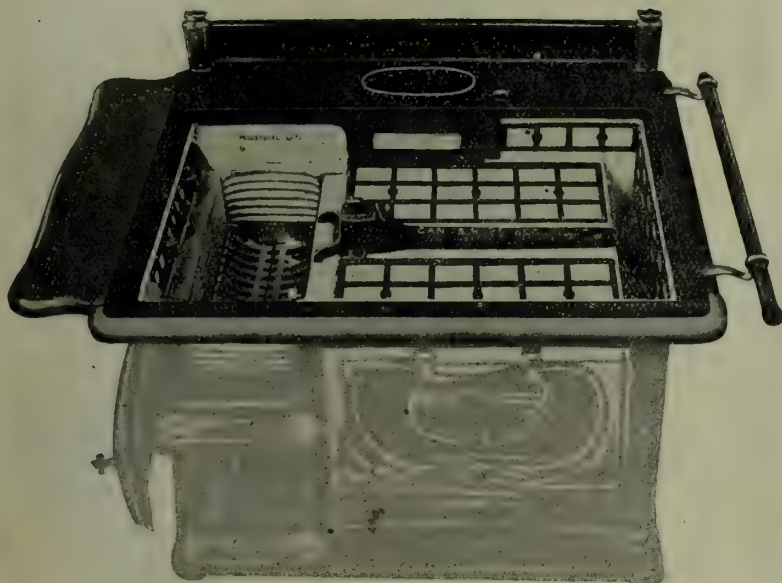
FOR BEAUTY, STRENGTH AND SIMPLICITY we challenge comparison. Leading stove experts pronounce the CANADA B the best "throughout" steel range on the continent.

NICKEL WORK AND ORNAMENTATION has been specially adapted for use in cleaning. All the corners are rounded. You will notice no bolt head or nut on the face of the doors or medallions, which are all easily removed when necessary.

IMITATIONS OF OUR OLDER PATTERNS (by other manufacturers whose sense of honor and originality are not very highly developed), having been so numerous lately, we have registered and patented the designs and construction of the CANADA B. This will enable our customers to have exclusive rights and a fair profit.

MOFFAT'S NATIONAL STEEL RANGES

The cuts below show a few of the details of the Canada B Steel Range. Send for catalogue No. 14 for full description.



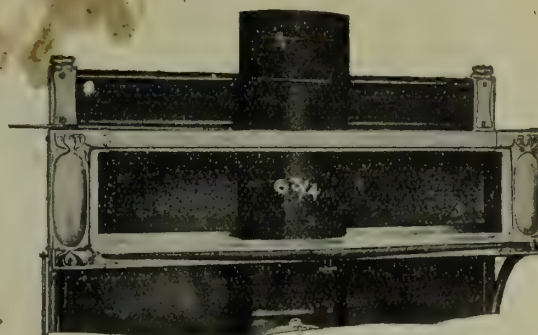
THE CANADA B is the only Steel Range on the market with a patent removable grate support, as shown on cut. This makes it possible for the brick rest to be taken out without disturbing water front or pipe connections, only one bolt to remove.

THE INTERNAL CONSTRUCTION of the Canada B is done in the "Moffat" way. Compare this with some cheap makes or imitations, and you will see the difference. Note.—The asbestos guards extend right over to the edges. The patent hollow centre support, oven top support, brick holder, broiler support, and oven ventilator. Did you ever hear of all these important parts combined in one casting? We have also a new and patent way of holding in the front brick with no bolts. The above way of fastening asbestos prevents rust and lengthens the life of the Range. You cannot see the asbestos in many ranges.

THE FIREBOX of the Canada B has thick brick, enclosed cogs, heavy anti-clinker, duplex grates, and brick rest. All the parts are removable in single pieces. No bolts. We gave up the removable bolted frame some ten years ago, on account of its failure to remove when used for some time, and when it is out you require a skilled mechanic and the patience of a mule to pick it to pieces.



OUR OLD DESIGN OF HIGH CLOSET, showing the opening of door to be one inch less than Canada B. There is also danger of the roll over door coming back and breaking the dishes in warming oven.



THE REGISTERED DESIGN AND CONSTRUCTION OF HIGH CLOSET is radically different from other makes. The door is flat and forms a shelf. We have done away with the roll back door for the reasons shown in opposite cut. Notice the absence of rivet heads and bolts. There is no dead work on the nickel plating. Owing to the style of ornamentation we can finish this like silver plate.

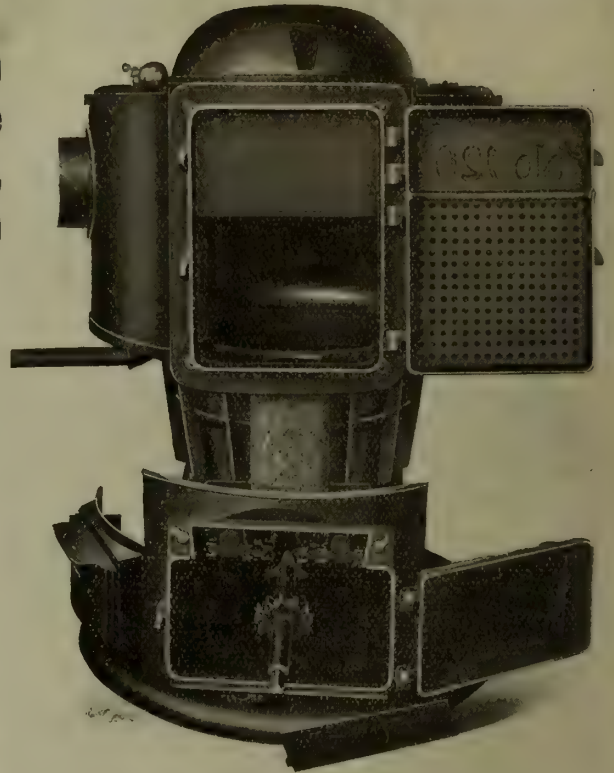
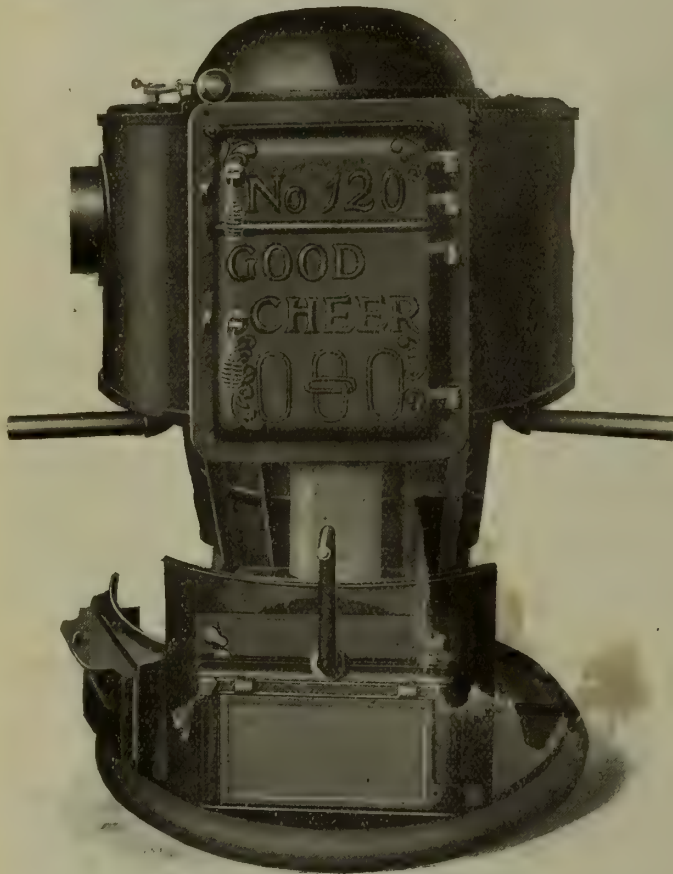
Made only
by

THE MOFFAT STOVE CO., Limited
WESTON, ONT., WINNIPEG, CALGARY

"Good Cheer" Furnaces

No. 120 Series

The class of furnace which means every satisfaction to the dealer in selling and installing, and to the householder in operating.



A Few of its Many Good Points :

Cast iron tube radiating principle. Tubes surround fire chamber and form most powerful heat producers. No sheet steel exposed to direct action of fire, being used only in outside jacket of radiator.

Genuine cup joints, positively gas and dust tight.

Air-blast ring, distributing necessary oxygen to surface of fire and assuring perfect combustion.

Easiest cleaned flues of any furnace made ; can be cleaned in five minutes with fire going.

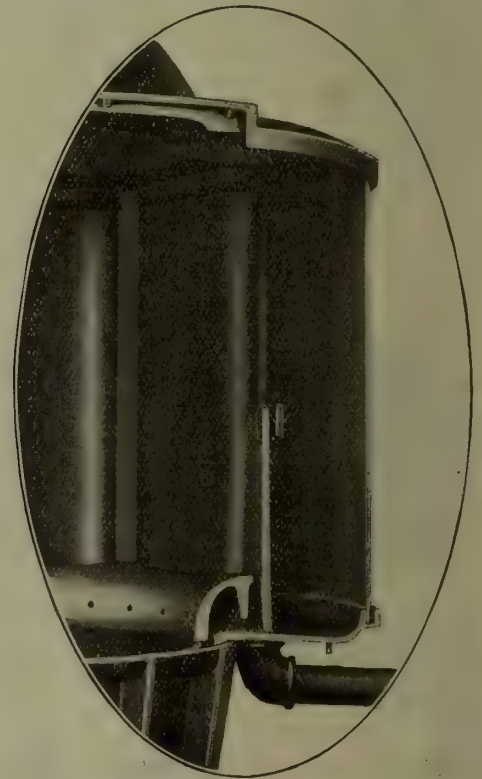
Large feed doors with smoke shield.

Direct and automatic gas dampers.

Sectional cup-jointed fire-pot.

Revolving grates for hard or soft coal. Also grate for wood burning.

A good solid weight furnace of great heating power, for those who want the best.



The James Stewart Mfg. Co., Limited, - Woodstock, Ont.

WESTERN BRANCH: FOOT OF JAMES ST., WINNIPEG, MAN.

GENERAL CATALOGUE, No 47.
ILLUSTRATING FAVORITE
STOVES AND RANGES

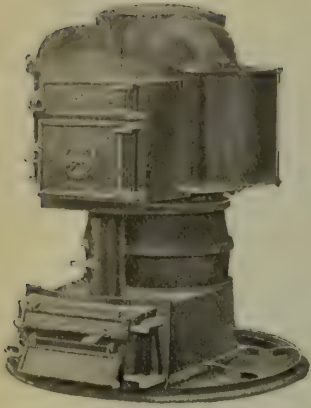
Will Be Mailed To The Trade This Month



FINDLAY BROS. CO. LIMITED,
CARLETON PLACE,
ONTARIO.

WESTERN BRANCH, WINNIPEG.

MAKERS OF THE SMOOTHEST AND BEST FITTED STOVES
AND RANGES IN CANADA.



When the arguments are all in and the case closed one interesting fact stands out in bold relief, viz., that if Pease "Economy" Furnaces could be sold at the same prices as the "other kind," there would be few, if any, of the "other kind" sold.

We could reduce the selling prices of Pease "Economy" Furnaces if we would reduce the weights and qualities of materials. Then they would be on an equal footing with the "other kind."

There is only a slight difference in price between a Pease "Economy" Furnace and the "other kind." This difference does not equal the increased cost of manufacturing. Moreover, this small difference, instead of being a loss to you, is actually a saving, because with Pease "Economy" Furnaces you do not have continual trouble and expense with your contracts; you make your customer your firm friend and you establish the heating department of your business on a plane that ultimately cheap competition cannot reach.

Information Free on Request

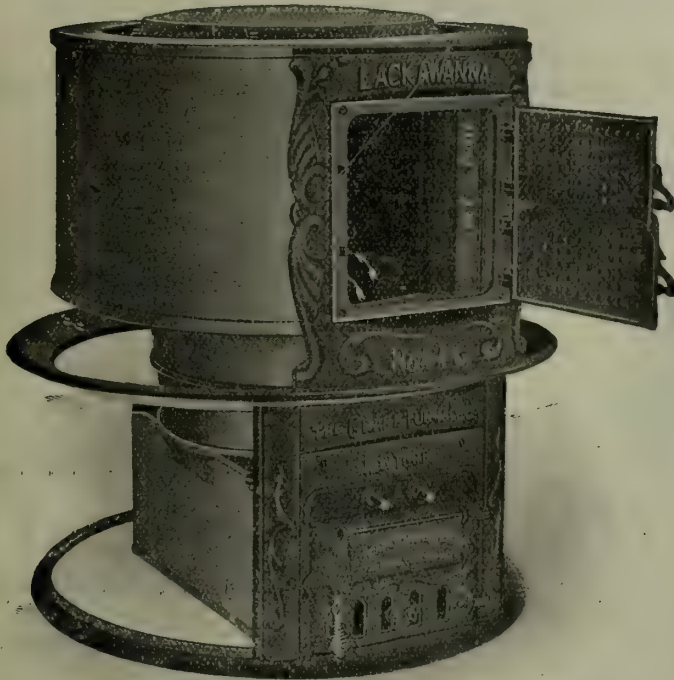
**Pease Foundry Co., Ltd.,
TORONTO.**

**Pease-Waldon Co., Ltd.,
WINNIPEG.**

Lackawanna Furnace

THE LATEST AND BEST

Agents wanted in Towns and Cities in Ontario and North West.



A Powerful and Economical Low-Down Furnace.

THIS CONSTRUCTION presents several features comparatively new and certainly desirable. The Radiator and Combustion Chamber are combined in one. This radiator is very large and has two inside radiating surfaces in addition to the large outside radiating surface. The flue is horse-shoe shaped, and the air supply passes up through the radiator as well as around it. This affords an unusually large area of surface exposed to the direct influence of the products of combustion. When hard coal is used we put a cut-off plate in one side flue, and place the smoke collar on one side, thus compelling all smoke and gases to pass entirely around the radiator. This is an important feature, as it prevents the possibility of one-half the radiator becoming ineffective on account

of the tendency of the draft to go around one side only, as is apt to be the case where the draft is expected to divide equally at the front and go both ways.

The cut-off plate is hinged and can readily be opened for direct draft, or for cleaning the flue. Smoke outlets are provided on both sides of the radiator, and a cap is furnished to stop off the one not used. The cut-off plate is easily transferred from one side to the other, thus furnishing either right or left smoke outlet as may be desired.

When soft coal is used the smoke pipe is connected with the back collar and the draft is allowed to turn both ways in the radiator by leaving out the cut-off plate. As soft coal produces immense volumes of smoke and gases, this affords ample facilities for their escape.

This furnace has a very large feed door, and is convenient therefor for wood, and the radiator works perfectly when wood is used.

The radiator is made of very heavy sheet steel, and is very durable. It is easy of access for cleaning both front and back, which is always an important consideration.

This furnace is provided with revolving grates, dust flue, deep ash pit and either sectional or whole fire-pot. Our device for hanging the grate bar is unequalled.

These furnaces are quite low, and are therefore especially useful in low cellars. They are very easily mounted and will save the dealer much time and annoyance. We offer in this a type of furnace that is very powerful and economical, and in every way satisfactory.

CATALOGUE FOR THE ASKING.

BUTTERWORTH & CO., Limited

Manufacturers of STOVES, RANGES, FURNACES, ETC.

Foundry: Broad St., Chaudiere, OTTAWA.

197 Spark St, OTTAWA.

Stoves, Ranges

We Want YOUR Business. Place Your

"PANDORA" RANGE



This range and furnace are beyond question the most successful working lines in their respective classes, and are the most widely known, being extensively advertised from Coast to Coast. They are consequently the easiest to sell and, therefore, the best money-makers for a dealer to handle.

THE **McCLARY MANUF**

Largest manufacturers under the British

London, Toronto, Mon_treal, Winnipeg Va

es, Furnaces

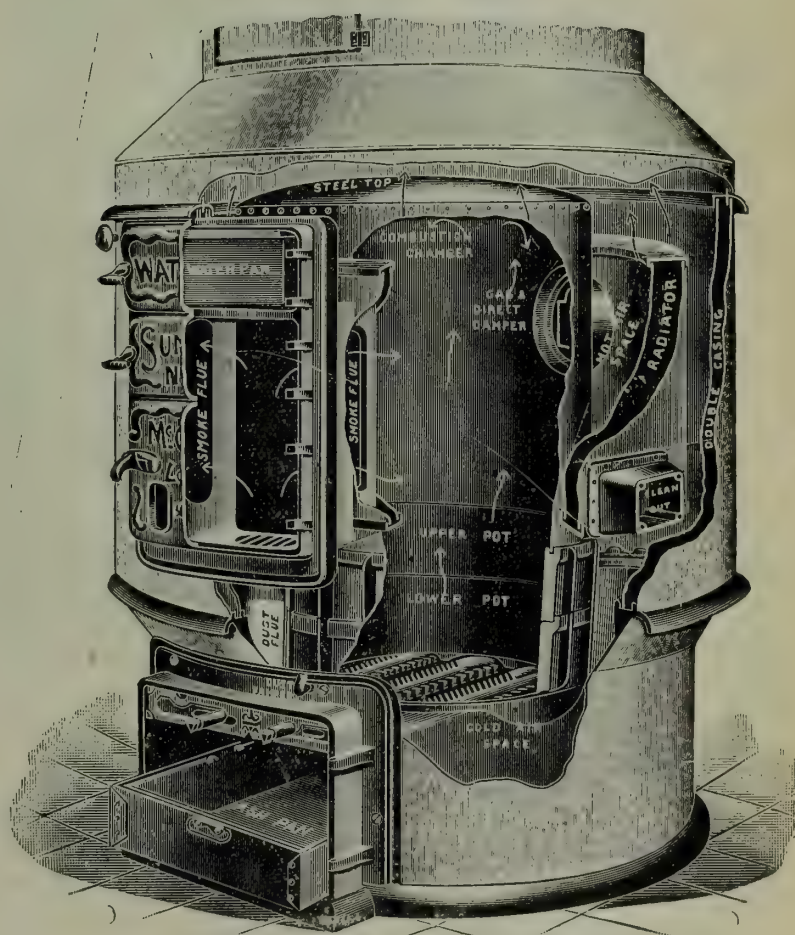
Orders Early and we will Ship Promptly.

"SUNSHINE" FURNACE

When you sell one of our stoves or furnaces, you know that the work ends when it is installed—you have no trouble afterwards to make them work.]

Folders sent free to any dealer.

If you do not handle our goods, write to-day.

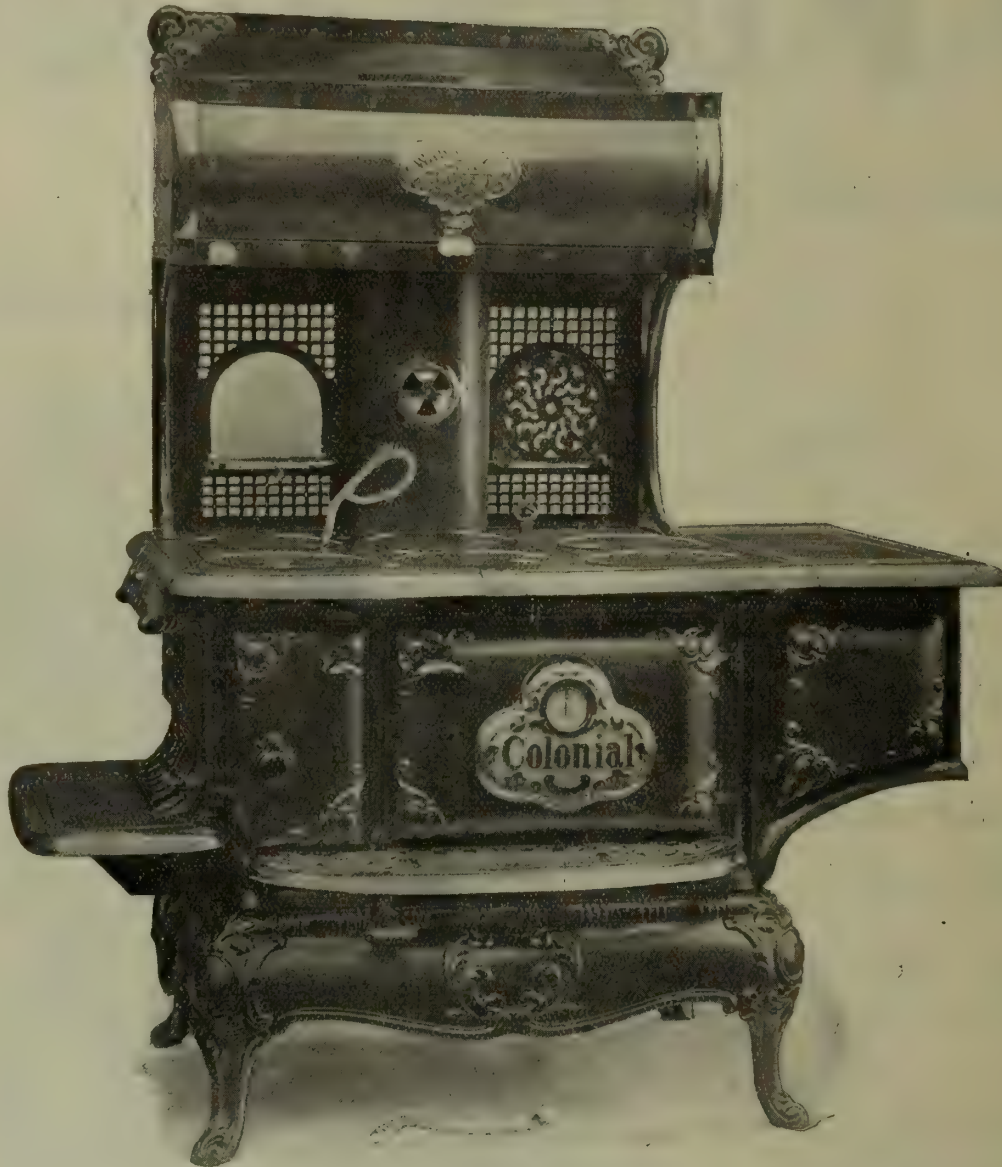


ACTURING COMPANY

Flag of Stoves, Ranges, Furnaces, etc.

Vancouver, St. John, N.B., Hamilton, Calgary

The Colonial Range



Canada's Handsomest Range

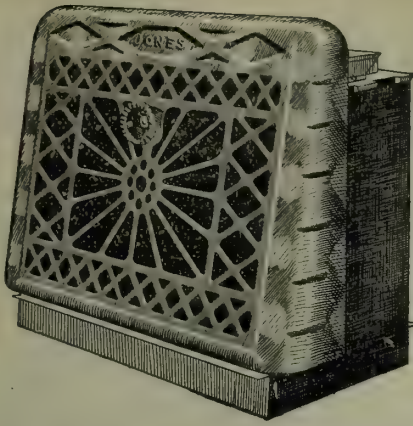
The first Semi-Plain, Loose Nickel Range placed on the Canadian market, and the best. The detachable nickel is removed instantly. No bolts or nuts used. The Quick Change Grates—change from coal to wood in a minute. Large square oven, takes four 10-inch pie tins. Is a splendid baker. A great fuel saver and always gives satisfaction.

GET IN LINE.

HAVE THE BEST.

P.S.—Before placing your orders for Oaks, write us. Our Imperials are very handsome and up-to-date and worth your attention.

THE PERCIVAL PLOW and STOVE CO.
LIMITED
MERRICKVILLE, ONT.



A QUESTION OF MERIT Registers, like all other articles, appeal to people on their lasting merit—their superiority to the next best on the market. The reason why most shrewd dealers recommend the

JONES' SIDE-WALL REGISTERS

is apparent to the practical man at a glance. They reduce the initial cost of a heating system by reducing piping 50 per cent.—save money for your customer, and give thorough and lasting satisfaction.

WRITE FOR PARTICULARS

The Jones Register Co.

732 King St. West

Toronto, Canada

Wrought Steel Registers

Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.

New Britain, Conn., U.S.A.



H. & C. No. 100.

FERROSTEEL REGISTERS

The only house in the world manufacturing

CAST IRON FLOOR
SEMI STEEL FLOOR
WROUGHT STEEL FLOOR
CAST IRON SPECIAL SIDE WALL
WROUGHT STEEL SPECIAL SIDE WALL
FLAT OR CONVEX EXTRA SHALLOW SIDE WALLS
DEFLECTORS, PANCAKES, WAFERS

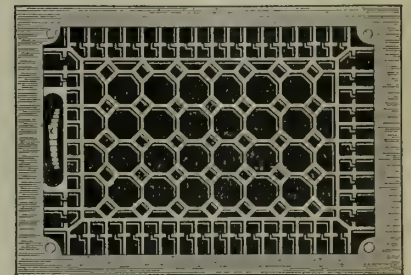
In all Designs and Finishes.

Mechanism Perfect.

Capacity Greatest.

Finish Unsurpassed.

No reputable line can undersell us.



MOORISH DESIGN

FERROSTEEL COMPANY, - - CLEVELAND, OHIO

"Brantford" "Roofing"

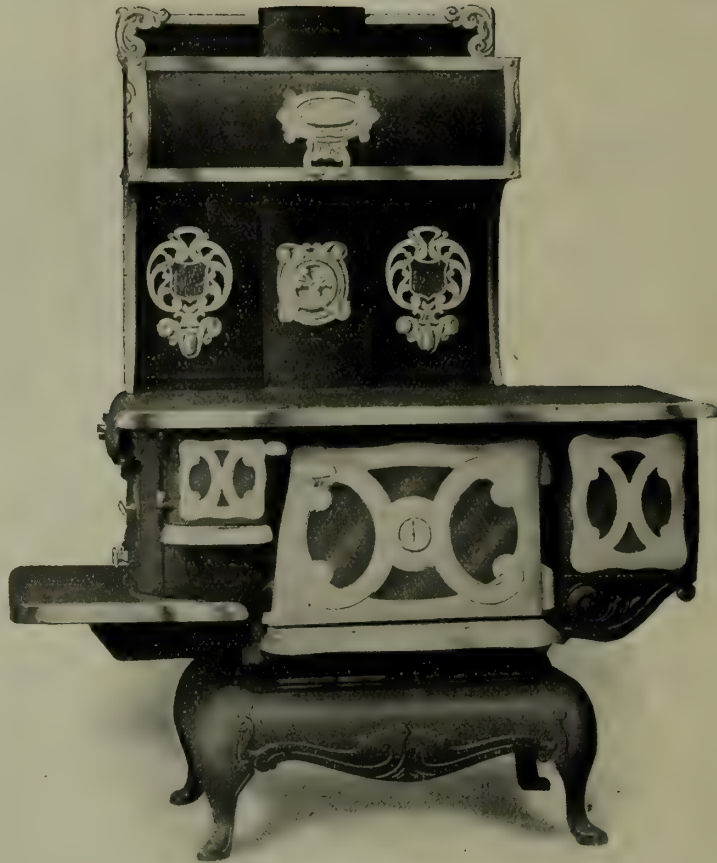


We beg to announce to the Trade throughout
Manitoba, Saskatchewan, Alberta and British Columbia
that our representative, MR. J. S. McGUIRL will call upon
you shortly in the interest of
Brantford Roofing Co., Brantford, Canada.

NEW FOR 1907

Our Latest Four Hole Specialty

The Home Peninsular



SIZES :

No. 94-18.—Oven 18 x 18 x 12½, Wood 24, Weight 419 lbs.

No. 94-20.—Oven 20 x 20 x 12½, Wood 24, Weight 428 lbs.

DESCRIPTION :

Never-break steel base, new fire-box with removable duplex grate bars, adjustable oven damper, nickel-plated oven door. Thermometer when desired.

Send for Full Description.

The Price is Right.

CLARE BROS. & CO., Limited

PRESTON, ONTARIO

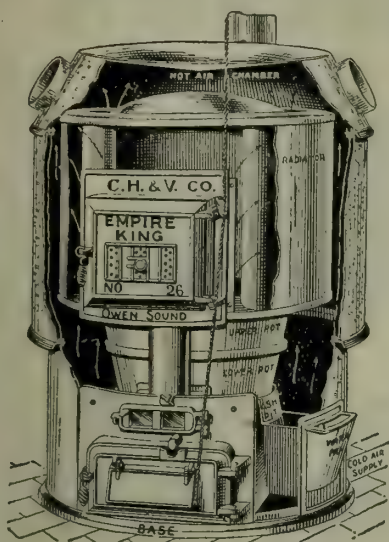
Branches—CLARE & BROCKEST, Winnipeg, Man., CUNNINGHAM & WORTH,
Vancouver, B.C., MECHANIC SUPPLY, Quebec, Que.

FURNACE SATISFACTION

Apart from the Shrewd Dealer's desire to handle **The Best Furnace** the exigencies of business compel all wise Hardwaremen to stock and recommend That Particular Furnace which yields most satisfaction to their customers. It's an easily proven fact that **The Empire King** is known from ocean to ocean as **The Furnace that satisfies.**

Here are some of the reasons for superiority of

The Empire King **Furnace**



Simplicity of construction. The Empire King has few parts — therefore few joints. Furnaces having a large number of parts and complicated flues are trouble-creators and soon become useless.

Low Built. A low cellar ceiling does not eliminate the comforts a first-class heating apparatus affords. **Base ring**—is strong, heavy and solid—a fitting foundation for **The Best Furnace.**

Ask for more reasons why you should talk the Empire King Furnace.

The Canadian Heating and Ventilating Co.,

LIMITED

OWEN SOUND, ONT.

THE CANADA STOVE AND FURNITURE CO., 126 West
Craig St., Montreal, Que., Agents for the Province of
Quebec.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg,
Man., Western Agents.
The Abercrombie Hardware Co., Vancouver, B.C.



“NOTHING IN THE WORLD”

like **Malleable Iron** for stove construction, is what we've been trying to tell you for nearly two years. Many have found it to be true; have secured the agency for **“The Great Joy Malleable Range,”** and are getting business that formerly

went to the range peddlers.

Some American stove manufacturers, at last alarmed at the immense increase in the sale of Malleable Ranges, have discontinued the manufacture of steel ranges with cast iron parts, and are making them with “sheet steel” top strips, corners, oven doors, etc., and we presume it will not be long before Canadian makers of cast goods will follow suit. While this construction may be better than the cast construction, it is not in it in any particular with **The Malleable Construction.**

Why continue with the obsolete cast goods or experiment with sheet steel tops when **The Joy Malleable Range** is at your service?

JOY MFG. CO., 32 Humberside Ave., Toronto

Tees & Persse Co., Western Distributors, Winnipeg.

Chas. H. Fox, Agent for British Columbia, Vancouver.

GOOD AMMUNITION

Is composed of good shells, good powder, good primers, and wads, and added to these good loading.

Without a careful selection of the different constituents making the loaded shell, adopting them for the purpose they are intended to fill, and skillful and accurate loading, reliable and uniform cartridges cannot be produced.

"Kynoch" and "Dominion" ammunition meet these requirements. In the manufacture of "Kynoch" and "Dominion" loaded shells everything is done that will ensure the production of ammunition that can be absolutely relied on to give regular results.

If you sell "Kynoch" and "Dominion" loaded shells your customers will be satisfied. Besides "Kynoch" and "Dominion" loaded shells, we have a large stock of "Kynoch" and "Dominion"

CARTRIDGES—PISTOL AND RIFLE SIZES

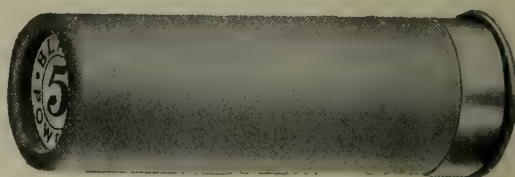
Ask for our prices. Send for our catalogue.

Caverhill Searmont & Co

MONTREAL

WINNIPEG,
QUEBEC,

OTTAWA,
FRASERVILLE



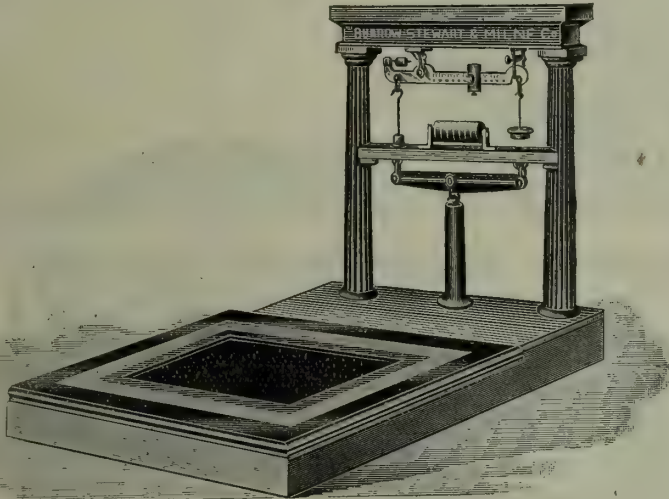
DOMINION



IMPERIAL STANDARD SCALES

are Made in Canada, in the City of Hamilton, at the works of THE BURROW, STEWART & MILNE COMPANY, LIMITED, who have been established in the foundry business for 41 years, and have been manufacturing Scales for 28 years.

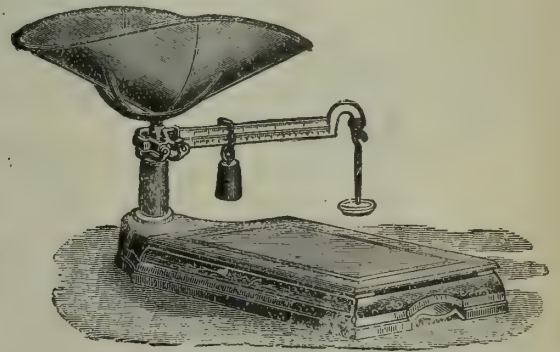
Scales of all kinds, for use in any business, of all capacities, from a fine Druggists' Scales, weighing 1 Dracham, to a great Railway Track Scale, weighing 100 Tons or more.



Platform Scales

OF ALL CAPACITIES

300 lb. to 3,000 lb.



OVER 300 VARIETIES, INCLUDING

TRUCKS



Warehouse Trucks
Railway Trucks
Steamboat Trucks
Barrel Trucks
Wagon Trucks FOUR WHEELS
Baggage Barrows
Stone Trucks

Separate List of Trucks
Sent on Application.

Butchers' Scales, Bathrooms Scales,
Confectioners' Scales, Dairy Scales,
Druggists' Scales, Foundry Scales,
Grain Warehouse Scales,
Grain Elevator Scales, Grocers' Scales,
Tea Scales, Letter and Postal Scales,
Railway Depot Scales,
Railway Track Scales,
Rolling Mill Scales,
Salt Meat and Fish Scales,
Stock Scales.

Steelyards, Weigh Beams and Store and
Warehouse Scales of all kinds.

We make also a special cheaper line of Even Balance, Union and Platform Scales which are very popular, and known as

CHAMPION JEWEL SCALES

THE BURROW, STEWART & MILNE COMPANY

HAMILTON, - ONT.

LIMITED.



The Modern Garland Steel Range

Made in two sizes 9.18 and 9.20. Can be changed instantly from Legs to Cabinet Base.

Write for

NEW CATALOGUE

describing the above and other New Lines.

Bowes, Jamieson & Co., Hamilton, Ont.

Manufacturers.

W. A. Templeton, Winnipeg, Man., Western Agent.

THE ROCHESTER LAMP CO.

are general agents for

The Genuine WELSBACH BURNERS,
MANTELS, Etc.

Light Your Store Properly

Where there is no Gas we sell Oil
Lamps, and the Rochester Oil Lamps give
a wonderfully strong light.

We are Agents for the Puritan Oil Heaters.

Buy Now for Your Fall Trade.

Ask us for prices for anything in
the Lighting line.



The Rochester Lamp Co.,

109 Church Street, TORONTO

Why
Not
Buy
in
Canada



Write for Price
List before plac-
ing orders for

FOOD CHOPPERS

All parts tinned
and interchange-
able.

Every machine is
guaranteed.

These Choppers
are made in four
sizes, and each
Chopper has five
(5) knives.

Why
Not
Buy
the
Best

Food Choppers That Have Steel Knives.

SHIRREFF MANUFACTURING CO., Ltd.
BROCKVILLE, - ONT.

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON



Coil Chain
Canada Plates
Tin Plates
Black Sheets
Galvanized Sheets
Bar Iron

Lowest Prices for Import.

J. H. ROPER

CANADIAN REPRESENTATIVE

82 St. Francois Xavier Street, - MONTREAL



Recommend the Best

Unless you can afford to ignore the farmers' trade you'd best recommend the

"DILLION" HINGE-STAY FIELD FENCE

because it is the best by any test on the Canadian market.

DURABLE

ECONOMICAL

SALEABLE

Write for Literature

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
 Messrs. Christie Bros. Co., Limited, Winnipeg
 The Abercrombie Hardware Co., Vancouver



BEAVER POST-HOLE DIGGER

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break.

Special Discounts to Trade

CANADA FOUNDRY COMPANY

LIMITED

HEAD OFFICE and WORKS, TORONTO, ONT.

District Offices: Montreal, Halifax, St. John's, Winnipeg
 Vancouver, Roseland

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,

HARDWARE AND METAL

Montreal and Toronto.

"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.

Absolutely non-inflammable. Has no bad smell.
 Leaves no Verdigris. Contains no acid or grit.
 Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St., LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.

TORONTO



Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block
 WINNIPEG, MAN.

AND AT BRANDON, MAN.

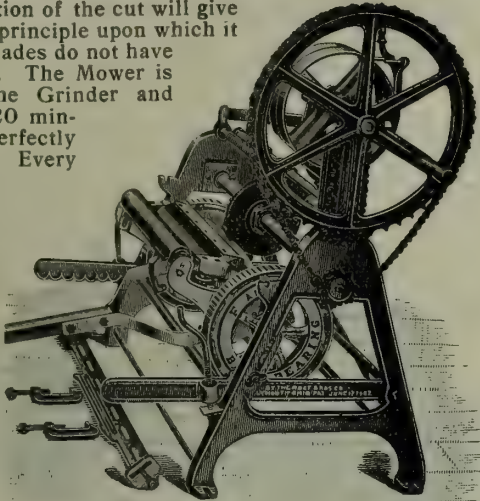
Square your Accounts

GREAT WEATHER FOR LAWNS

The whole area of the United States and Canada has been thoroughly soaked and lawns are growing at a great rate. Thus there is more use for Lawn Mowers and these must be put in condition for the season. In this connection we beg to call the attention of the readers of this journal to

The Ideal Lawn-Mower Grinder

An inspection of the cut will give an idea of the principle upon which it works. The blades do not have to be removed. The Mower is inserted in the Grinder and within 15 or 20 minutes it can be perfectly sharpened. Every blade will bear an exact bevel and a keen cutting edge. As a money-maker it has no superior, and we desire to tell you what has been accomplished in this direction. Send for a circular and we think we can demonstrate the value of the Ideal Grinder. You can't afford NOT to have one in your store or shop AND WE CAN PROVE IT.

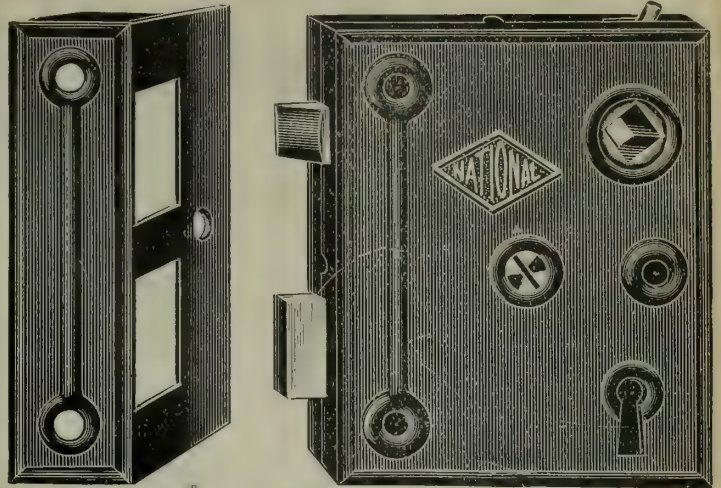


Ideal Lawn Mower Grinder.

You can't afford NOT to have one in your store or shop AND WE CAN PROVE IT.

THE ROOT BROS. CO., PLYMOUTH, O.

MAKE YOUR TALKS PROFITABLE



You can do so by recommending our lines of Builder's Hardware. Do not be afraid to emphasize our Specialty of Inside and Front Door Sets, because they mean both reputation and profit for you. Our

New Steel Rim Lock, No. 3800

is the only Steel Rim manufactured in Canada.

Our lines are handled by all the leading jobbers. Write for facts which mean profits to you. Do it now.

The National Hardware Co., Limited
ORILLIA, ONT., CANADA

Dollars for You

The Shrewd Dealer makes it his business to handle the best paying line of Hardware Specialties—that is

The COLLINS LINE

Here are a few of our best sellers:

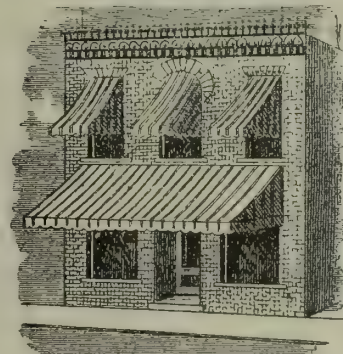
Asbestos Stove Pipe Thimbles
Spray Pumps—Three Sizes
Gas Hot Plates
Gas or Oil Stove Ovens
Scientific Toasters
Safety Candle Lanterns
Air-Tight Heating Stoves
Heating Drums
Cinder Sifter Shovels
Flat Iron Heaters

Our aim is the best possible goods at the lowest possible price.

Write for Catalogue and Prices

The COLLINS MFG. CO.
TORONTO, ONT.

IF YOU
WANT AN
AWNING,



WHY
NOT
TRY

The Tobin Tent & Awning Co., = Ottawa?
IT'S WORTH CONSIDERING.

A DEPENDABLE GUARANTEE

Mr Dealer, since you must handle Stove and Furnace Cement why not handle the best.

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

is best and backed as such by a money-back guarantee. You don't risk a cent when you place your cement orders with us.

Let's mail you particulars.

G. F. STERNE & SONS
BRANTFORD, ONTARIO.

To
EVERY MAN
who uses
Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES"
COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Glad
Portland Cement

United Paving
Best in the World **Bricks**

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

"STAUNTON"
Stands For
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Sterling
Selling Quality

Stauntons' Wall Papers in all grades are carefully colored to meet the requirements of the Great West, where vim, snap and character are looked for and appreciated.

COMPARISON WITH OTHER MAKES
EMPHASIZES THE SUPERIORITY OF

STAUNTONS'
WALL PAPERS

LET OUR REPRESENTATIVE
DEMONSTRATE THIS TO YOU.

If you haven't seen our line yet advise us by postal.

All goods 16 Yards to the Double Roll.

Borders are the same price as the match hangings.

STAUNTONS Limited

MAKERS OF SUPERIOR WALL PAPERS
TORONTO



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

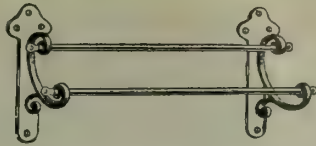
SIMONDS No. 8 1/2

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

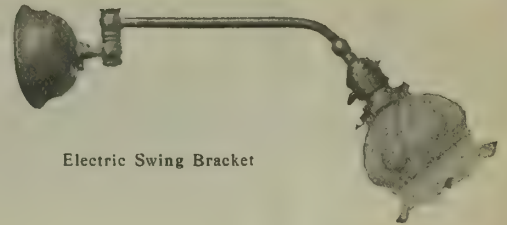


No. 6368

No. 6368 Shower



Towel Racks—All Kinds



Electric Swing Bracket

A Full Line of....

Lavatory Fittings

We have everything, including

Electric Fixtures

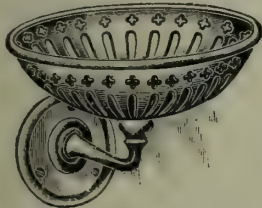
in a large variety of designs.

A Shower Outfit is a seasonable article. Place one of our No. 6368 Nickel Plated Showers with rubber curtain in your window with a few lavatory fittings. It should attract trade. A screw driver is all that is necessary to place in position.

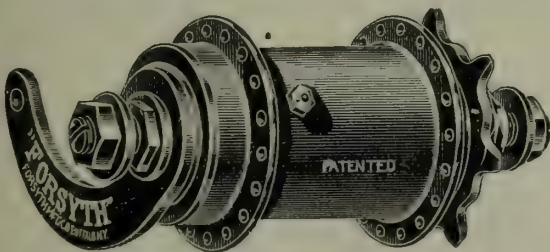
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The Jas. Morrison Brass Mfg. Co., Limited

93-97 Adelaide St., West, TORONTO



A Perfect Coaster Brake



The simplicity of construction makes it so. The ordinary rider can readily take it apart. Its excellent appearance is apparent, even in the cut.

And because it is included in the famous Wise Buyers' Line, there are exclusive features worthy of Forsyth ingenuity.

It can be adjusted without removing wheel from frame.

Let's mail you facts showing
Just where you get your money

Forsyth Manufacturing Co.
Buffalo, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

KERR'S GLOBE AND GATE VALVES

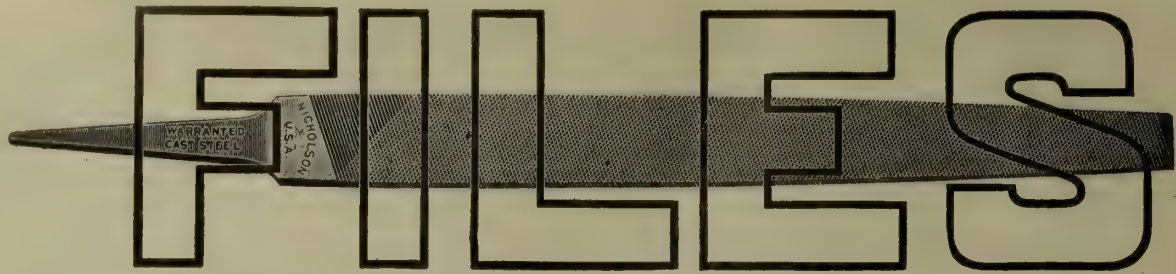
STRICTLY
HIGH GRADE.

TESTED &
PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.



KEARNEY & FOOT ARCADE

These **AMERICAN**
well-known **GREAT WESTERN**
FACTORY **GLOBE**
BRANDS
are made and
guaranteed by us. **McCLELLAN**

Carried in stock in **J. B. SMITH**
AMPLE QUANTITIES
to enable us at all times to **EAGLE**
promptly fill orders of any size.

NICHOLSON FILE CO.

Dominion Works

PORT HOPE, ONTARIO





DOMINION WIRE MANUFACTURING CO.

MONTREAL

TORONTO

LIMITED

Manufacturers of

PLAIN WIRE *All Sizes and for all purposes.*

GALVANIZED WIRE *For Fencing, Telegraph and Telephone purposes.*

Copper and Brass Wire

WIRE NAILS WOOD SCREWS

Bright Wire Goods

Staples

Steel and Brass Jack Chain

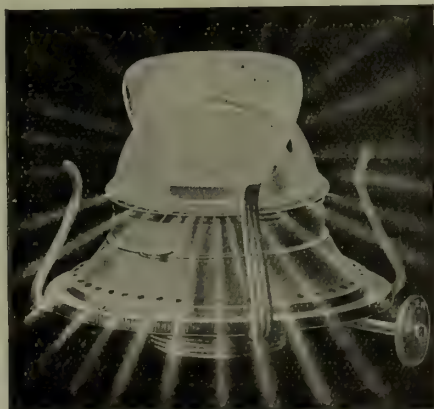
Spring Cotters,

Strand Guy Wire,

Steel Wire Barrel Hoops

It's the **GLASS CONE**

that
makes
this new
burner a
great
success



*It gives full benefit of flame
down to the very
wick top.*

FOR SALE BY ALL PROMINENT DEALERS.

Manufactured by the

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The

Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you
get THE BEST.

We manufacture

*Water Filters
Water Coolers
Chafing Dishes
Table Kettles and
Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and
Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and
Hods
Candlesticks
Cuspidors
Match Safes, Etc.*



All High Grade and
exceedingly present-
able.

REPRESENTED BY

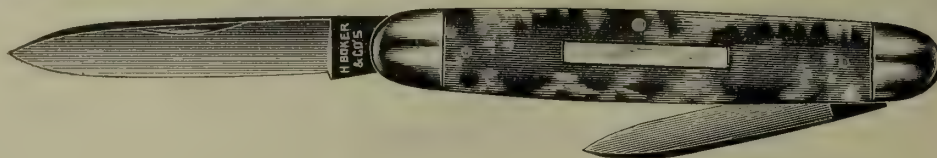
H. F. McINTOSH & CO.

34 Yonge Street

Write for
Catalogue

TORONTO, ONT.

H. BOKER & CO.'S CUTLERY



Recommend Boker's Pocket Knives, Scissors and Razors, if you want to work up **a good Cutlery trade**, and at the same time **insure for yourself** a good profit. You can double your cost price on every sale and still give good value and **satisfaction to your patrons**.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

TELEGRAPHIC ADDRESSES
"COLOURS," MATLOCK BATH
"STEADY," MANCHESTER

**THE VIA GELLIA
COLOUR COMPANY**
MATLOCK BATH, (Derbyshire)

Manufactories

High Tor Works, Matlock Bath
Via Gellia Works, Cromford
Barytes Works, Bonsall
Gronebane Ochre Works and Mines,
(Wicklow, Ireland)

England

Raisers and Levigators of
Mineral Colours
Natural Yellow Ochres,
Turkey Reds, Venetian Reds, Red
Oxides, Purple Browns,
Turkey and English Umbers,
Superfine Ivory and Drop Blacks,
Natural Lump Rottenstone
(Brown and White).

REPRESENTATIVE

WM. O. GREENWAY
13 ST. JOHN ST., - MONTREAL



"Quality Unsurpassed"



**HIGH-GRADE MATERIAL,
Skilled Workmen,
Up-to-date Equipment,
Careful Supervision**

Account for the success of

**Belleville  Brand
HORSE SHOES**

MANUFACTURED BY

Toronto and Belleville Rolling Mills



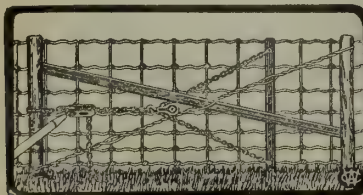
**LIMITED
BELLEVILLE, ONT.**



Will Hold up a Shelf

That's what a shelf brackets for.
For this purpose there can be
NOTHING BETTER. NOTHING
CHEAPER than the **BRADLEY STEEL
BRACKET**. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers

ATLAS MFG. CO., New Haven.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences**. It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.



Bursting Rifles Kill Business!

If you sell a customer a rifle which bursts and injures him, ***what happens to you and your business?*** You will never be face to face with that problem as long as you sell

HAMILTON RIFLES

simply because they ***CANNOT BURST.*** They are all made of ***specially selected and tested rolled steel by really skilled workmen.*** All of our three models are safe propositions for you to handle.

No. 15 sells at \$2.00

No. 19 sells at \$2.50

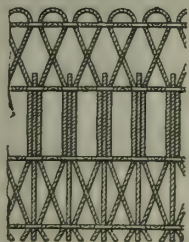
No. 23 sells at \$3.50

You should know the "Profit Story."

THE HAMILTON RIFLE CO.

Dept. 71

Plymouth, Mich.

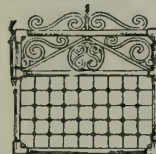


ORNAMENTAL WIRE LAWN
FENCE. Sold in Rolls
With or without posts
and rails.

You can sell our
**Wire and Iron Fences, Gates, Lawn
Seats, Vases, Trellises**
and other specialties for **Lawns and
Cemeteries** from Catalogues.

Send for Booklets and Price Lists of these
seasonable lines.

Dennis Wire and Iron Works Co.
Limited
LONDON, ONT.



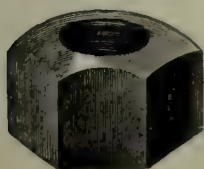
WIRE AND IRON
GATES
Extra Quality
Special Prices to
the Trade



PAGE WHITE FENCES

The Acme style you see above costs only from 16 cents a linear foot. Handsome and durable for lawns, parks, cemeteries, etc. Any height or length. Gates to match from \$2.25. Write for catalog, or inspect this ideal fence. From us direct or any Page dealer.

The PAGE Wire Fence Co., Limited Walkerville Toronto Montreal
St. John Winnipeg



The John Morrow Screw, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade
very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents
and inquiries.

OAKEY'S

The original and only Genuine
Preparation for Cleaning Cut-
lery, 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN, - 644 Craig Street
MONTREAL.**

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR

PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLATE

NEW YORK CITY

STANDARD IDEAL CAST IRON PORCELAIN ENAMELED WARE



is so constructed as to meet all the requirements of the Western Trade. Made in Canada it is the equal of any foreign product and retains the advantage that the home market affords.

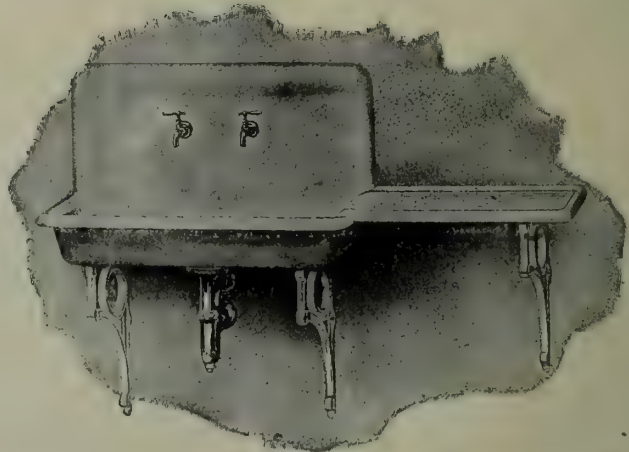
Samples of Standard Ideal Porcelain Enameled Ware in your show-windows will bring results.

We Manufacture

***Bath Tubs, Lavatories,
Laundry Tubs, Steam-
ship Supplies, Sitz
Baths, Urinal Ranges,***



***Sinks, Railway Car
Supplies, Shower
Baths, Slop Hoppers,
Closet Ranges, Hos-
pital Appliances.***



THE STANDARD IDEAL COMPANY, LIMITED

Head Offices and Factories: PORT HOPE, ONT.

Sales Offices and Sample Rooms: Winnipeg, 24 Telfer Block.
Toronto, 50 Colborne Street. Montreal, 128 West Craig Street.

List your "Wants" with us and see how quickly we'll satisfy them.

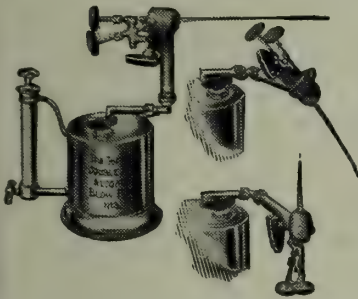


QUALITY, FINISH, DESPATCH

MANUFACTURERS

Cutlery, Electro-Plate and Solid
Nickel Silver Flatware

The McGlashan, Clarke Co., Limited
NIAGARA FALLS, - CAN.



HOTTEST ON EARTH

The No. 8 Alcohol Blow Pipe produces nearly 3000 F. Will do lead burning on storage batteries. Produces a needle blue flame pointed. Satisfaction guaranteed or money refunded. Jobbers sell at factory price, \$10.40 net.

THE TURNER BRASS WORKS
53 MICHIGAN STREET, - CHICAGO, U.S.A.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Manufacturers' Agents

CHARLES H. FOX

Vancouver, Canada

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Representing Canadian, British and American
Manufacturers, correspondence invited. Cable
Address, Chasfox Vancouver, P.O.Box 1105.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from manufacturers
wishing a representative in Winnipeg.
Travellers, call regularly on the wholesale and
retail trade in Western Canada.
Highest references and financial responsibility.



COVERT MFG. CO.

Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web
Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

"The Tool Holder People"

**ARMSTRONG
BROS. TOOL CO.**

Manufacturers of Armstrong Patent Lathe and
Tools and other machine shop specialties.

106 N. Francisco Ave. CHICAGO, ILL.

High-grade Bathroom Fixtures



ARE MADE IN CANADA BY

The Carriage Mountings Co., Limited, Toronto



NO "CLOUDY" SURFACES

come from using "Majestic" furniture
polishes. When applied according to
directions the result is a brilliant lustre
— none of those smeared surfaces so
common to many so-called polishes.

Free from grit and dirt, "Majestic"
furniture polish is all a furniture polish
should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

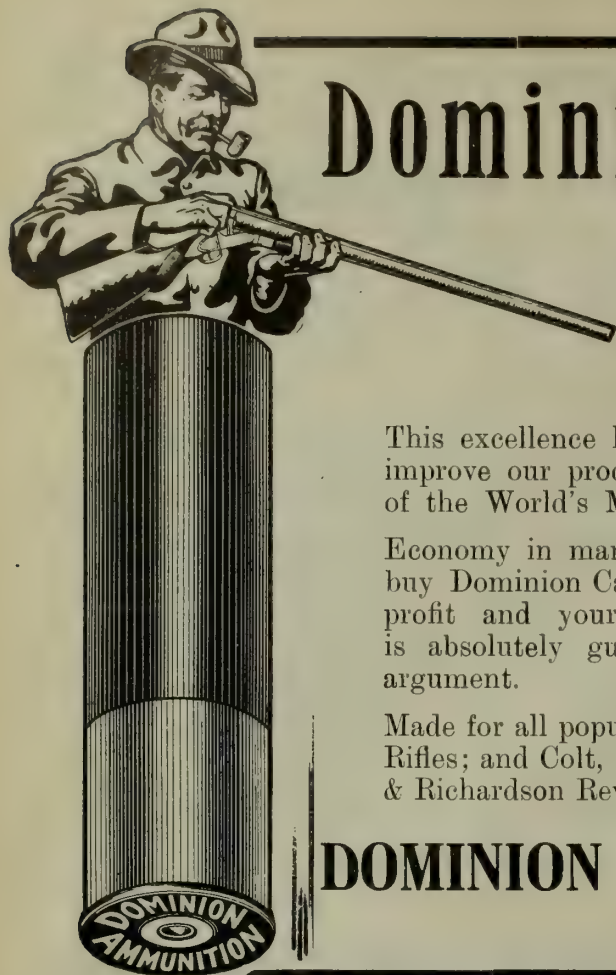
**GALVANIZING
AND TINNING**
THE CANADA METAL CO.
TORONTO, ONTARIO.

Forwell Foundry Co.
BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand



Dominion Ammunition

Successful Because
The Best

This excellence has been achieved by over 20 years' effort to improve our product and by having access to the trade secrets of the World's Most Famous Powder Makers.

Economy in manufacturing and no duty to pay, enable you to buy Dominion Cartridges at a price which will give you a better profit and your customer a better product. Every cartridge is absolutely guaranteed. A business man needs no further argument.

Made for all popular firearms: Winchester, Savage, Stevens, etc., Rifles; and Colt, Smith & Wesson, Iver Johnson, and Harrington & Richardson Revolvers and Pistols.

DOMINION CARTRIDGE CO., LIMITED

MONTREAL



PRESERVING KETTLES

ONTARIO STEEL WARE, LIMITED

115-121 Brook Ave. and 79-91 Florence St.

TORONTO, ONT.

Western Canada Hardware Convention

Semi-annual meeting not largely attended—Members determined to continue Association—Delinquent members to be told possible effects of their neglect—Wholesalers made honorary members.

An earnest and business-like meeting of the Western Retail Hardware Association was held in Winnipeg last week. It was not a largely attended meeting, but the members present were thoroughly in earnest in their desire to adopt some means to put the association on a sound financial footing, thus enabling it to carry on its effective work for the benefit of the retail hardware trade unhindered by the constant worry about meeting expenses. The Western Retail Hardware Association has a splendid record to look back upon and it would be folly to allow the work to lapse now because of the indifference of a few dealers who fail to realize that the association is a powerful agency working on their behalf for the protection of their interests. This was the general sentiment of the meeting last week, and the principal business was a discussion of ways and means to put the association on a sound financial basis.

Those Present.

Among those present at the meeting, Hardware and Metal noticed the following hardwaremen:

J. B. Curran, Brandon, Man.
Jas. MacNaughton, Killarney, Man.
Wm. Gordon, Winnipeg, Man.
J. G. Glenwright, Winnipeg, Man.
W. A. Templeton, Winnipeg, Man.
E. P. Johnson, Minto, Man.
A. P. Macdonald, Winnipeg, Man.
Thos. E. Poole, Baldur, Man.
C. A. Baskerville, Winnipeg, Man.
J. B. Kernaghan, Prince Albert, Sask.
J. M. Stephens, Sinclair, Man.
A. F. Johnstone, Ninga, Man.
H. S. Price, Boissevain, Man.
O. Gilmer, Winnipeg, Man.
B. T. Lawrence, of Lawrence & Son, Killarney, Man.

Owing to the unavoidable absence of President A. F. Falconer, of Deloraine, the chair was taken by Vice-president J. B. Curran, of Brandon. Mr. Curran opened the convention with a few brief sentences of explanation as to the absence of Mr. Falconer, and then called upon the secretary for his report. It was as follows:

Secretary's Report.

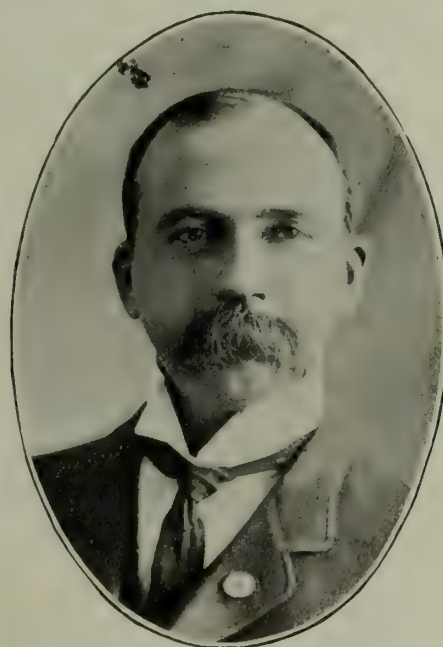
Gentlemen,—In submitting my report for the term ending July 1st, 1907, I would refer you to the financial report from which you will see that the financial condition of the association is in about the same condition as at the last annual meeting. By referring to the balance sheet you will see that it shows that if every dealer who has signed an application for membership had paid his dues the association would have a very substantial balance to its credit. A large proportion of the membership have neglected the payment of their dues and therefore the financial condi-

tion of the association requires your careful attention.

Owing to the condition of affairs the executive thought it advisable to issue a circular asking whether you desired to have the association continued, and, if so, for your promise to give it your personal and financial support. To this circular I have received many replies (all of which are favorable) and also many letters of encouragement.

Regarding the work of the association, I think, in fact I am sure, that you have made good progress notwith-

standing the little help given by the majority of the dealers. The burden of success so far has fallen on a few earnest workers, although every dealer has benefited by the efforts of the few.



J. B. CURRAN, BRANDON, MAN.
Who Presided at the Western Retail Hardware Convention.

standing the little help given by the majority of the dealers. The burden of success so far has fallen on a few earnest workers, although every dealer has benefited by the efforts of the few.

The question is asked by many:—"What are you doing? What has the association accomplished? We do not see any results, but as soon as you have eliminated all the evils with which we have to contend we will pay our dues."

The association cannot help those who are not interested in helping themselves. We are endeavoring to protect your business life, and we should receive your united support. At this stage in the development of our new country there is the greatest necessity for business men to band together to resist the encroachment of catalogue houses and to adjust many matters of great importance, and it would be folly on your part to allow the association to lapse for want of support. You have a record to look back to. The success you have

Alberta Organizing.

At the last annual meeting it was thought advisable that the Province of Alberta should be asked to form a separate association, and I am glad to be able to report that they are working towards that end. Letters received recently from Calgary assure me that arrangements are now nearly perfected and that a meeting will be held some time this month. Edmonton has also made progress towards the same end. In Manitoba some districts are working well; others I find impossible to get together.

There are dealers in each district who are stumbling blocks to the successful working of local organizations. Want of confidence is so universal in these places that I have come to the conviction that it is utterly impossible to do anything with them at present.

Our position to-day as regards the jobbers is very much improved. We aim to secure their confidence and support and we are getting it in much greater degree than from the dealers whose interests the association was formed to protect. You have arrived at that stage when something definite has to be done for the future carrying on and success of the association. I would suggest that this meeting appoint a strong committee whose duty it will be to go into the situation thoroughly and devise some means to overcome the present financial difficulty, thus securing to you a continuance of these benefits which you have so far secured from the association.

In closing, I wish to express to you the regret I feel in presenting for your consideration so poor a report. I assure you that the fault is not all mine, as very much more could have been accomplished along the lines of organization if the necessary funds had been available. My efforts on your behalf in endeavoring to better your condition during the past years have not received the support that should have been accorded them. I trust that during the balance of the year a larger share of support from the members will be given, thus enabling the association to continue its efforts to better your condition.

All of which is respectfully submitted.

J. E. McROBIE,
Secretary-treasurer.

Winnipeg, July 17, 1907.

(Continued on page 54.)

Matters of Mutual Interest

Hardware and Metal's Stove and Western Number this year is, we believe, the most practical number of its kind ever issued from our presses. The various branches of the foundry, stove and housefurnishings business have been dealt with in more elaborate fashion than in previous years and while the space devoted to the Winnipeg exhibition is not so large as one year ago, the west has not been neglected and our readers, we feel sure, will agree with our conclusion as expressed in the opening sentence.

* * *

A feature of the reading pages is the publication of several articles written by men occupying varying positions in hardware concerns, a prize of \$10 being given to the one selected as the prize winner. The editor desires to encourage the merchants, travelers and clerks who read the paper from week to week to feel that this paper is a forum for the discussion of any idea or plan helpful to all engaged in the hardware and stove trade. Contributions for publication from "the men behind the counter" or "the men with the grip" are always welcome, whether they be kicks or compliments, trade suggestions or gossip about business conditions or happenings.

* * *

Regarding the half-dozen letters published under the heading, "Some Stove Selling Suggestions," Mr. Peart, one of the judges, makes a good suggestion. In his opinion the form of lien note suggested by Mr. White will not hold good in law. He writes:

"The matter of lien notes on stoves might be looked into by the Retail Hardware and Stove Dealers Association. If I remember correctly the law respecting liens is that where a lien note is given to anyone other than the maker of the article, the article must bear a name plate with the name of the dealer or vendor placed in a permanent position on the stove or article. This difficulty I encountered some years ago in the case of buggies, and I fancy stoves would be the same. The difficulty might be gotten over by having the note made out in favor of the makers of the stove and having them endorse it "without recourse" for the dealer. The association might look into it at any rate and perhaps provide the members with a number of the forms which would cost too much for the individual member to bother getting them printed specially for the few he would require."

The work suggested is such as could be taken up to advantage by the association.

An instance of the value of Hardware and Metal to readers and advertisers recently came to the editor's notice. Merriek, Anderson & Co., Winnipeg, in looking over the building news in our industrial department noticed an item about some building being done in Regina and that as a result they immediately sent the item on to their traveler in that part of the country. A sale of a couple of large hotel ranges worth some five or six hundred dollars each was made through a Regina retailer who acts as their agent as a result. Of course the traveler went after the prospective customer and succeeded in landing the order for ranges which

ANOTHER PRIZE OFFERED.

It's not too early to lay plans for the Christmas holiday trade. Dealers have already bought some lines, of course, and in these days of slow deliveries other orders should be placed as soon as opportunity offers. "Goods well bought are half sold" is a time-worn truism in mercantile life.

But it doesn't do to feel too secure on the buying part until the selling has been done. Plans for increasing holiday sales must be worked out months ahead. Window displays must be figured out and a series of rough sketches planned. A series of ads. for the local papers should also be prepared and, where deemed advisable, a neat booklet gotten up, to be mailed to all probable customers in the surrounding district.

It is in these selling plans that Hardware and Metal can be helpful to its readers. Let all partake of the spirit of co-operation and exchange ideas through these columns. To help the suggestion along the editor invites any reader to join the friendly contest and hangs up a prize of \$10 cash for the best answer to the following questions:—

How can the hardware merchant increase his sales of holiday goods next December? What special lines should he stock? What selling plans should be adopted? What special advertising should be done? What novel window displays can be suggested? Should souvenirs (calendars, knives, trays, etc.) be given to customers?

The prize of \$10 will be awarded to the writer of the most practical and original letter of from 500 to 1,000 words received by the editor before October 1, 1907, and the best half-dozen replies will be published in one of the October issues of Hardware and Metal.

he turned into the retailer. Our Winnipeg editor is having our correspondents in the western towns pay particular attention to this class of items as this little incident shows clearly their value to the wholesale houses and manufacturers.

The knowledge that many of the most successful manufacturers and wholesalers in Canada read Hardware and Metal closely encourages our editorial staff to keep thoroughly up-to-date in the news we publish. One successful manufacturer we have in mind goes carefully over the paper each week marking various items personally, then passing the paper over to his secretary with instructions what to do in each case.

Another incident which shows how manufacturers value our paper is brought out in the following letter received from the Walker Steel Range Company, Grimsby, dated July 4:

"We herewith beg to inquire the reason we have not been receiving Hardware and Metal for the past three or four weeks, and can assure you that we are utterly lost without it."

Complaints of non-delivery are constantly being received from subscribers and while it is difficult to locate the exact trouble the publishers have had to forward numerous complaints to the postal authorities recently.

The commendation of the manufacturer who is "utterly lost" without Hardware and Metal is backed by many other testimonials to the worth of the paper, a couple from widely scattered subscribers being as follows:

From J. Rothaermel & Son, Milverton, Ont:—"Enclosed please find P.O. order for \$2 for subscription for Hardware and Metal. We don't think any hardware merchant should be without it."

From Godet & Young, Hamilton, Bermuda:—"We enclose a \$2 note for year's subscription to Hardware and Metal, and regret our omission to make the remittance at an earlier date. The writer continues to have increased pleasure in reading this interesting magazine."

* * *

It may not be out of place here to refer to the remarkable expansion of The MacLean Publishing Company's business. Each year sees the plant grow larger and larger and new departments of work added, each of which makes better work possible for those already established.

This year The Plumber and Steamfitter has been established as an outgrowth of the plumbing and heating department in Hardware and Metal and never in the history of The MacLean Company has there been such a marked and rapid success, the new paper having "caught on" from the start and a very large and gratifying subscription list secured.

Another expansion has been the establishment of a complete job printing department for fine work, such as trade catalogues, etc. Coupled with this has been the expansion of the printing plant, to which has been added some of the latest and most modern printing presses, folding machines, typesetting machines, etc., as well as a large variety of the most used type fonts for the class of work done in our printing department.

A site for a modern printing house is now being looked for and in the course of a year or so The MacLean Publishing Company will be in a splendid home

of its own with a greatly enlarged plant.

Still another example of how Hardware and Metal can be of service to readers and advertisers is shown in a letter received from Magladery Bros., New Liskeard, three or four weeks ago. They wrote:

"Can you tell us where we can buy a power dish washer, one suitable for 500 people. We do not remember having seen one advertised in any of the trade papers. In cases like this we usually turn up your Index to Advertisements and in nearly all cases we find what we want."

As soon as the letter was received we notified one of our advertisers of the opportunity for business and sent the manufacturer's name to Magladery Bros. The incident also proves the advisability of advertisers giving publicity to all their lines in their advertising space.

An important question is raised in a letter from a Saskatchewan firm, dated July 20, which reads as follows:

"We take all your trade papers and see all kinds of complaints about the railroad company not delivering goods promptly. We have no complaints to make in this respect, but do complain about the jobbers not sending invoices promptly. We find different houses in Winnipeg that take from one to six days to get out invoices after the goods have been shipped. One case in point: On July 15 a shipment came to hand, and on the evening of the 19th we received the invoices.

"At the present time we have two other lots of goods on our counters and floor waiting for invoices. We wrote one of these firms a few days ago about this matter and the reply is as follows: 'We were under the impression that our invoices were getting out in very good time, but it may be that they have gone astray in the mails.' Now we do not want our name mentioned in this matter, but would be obliged if you would say a few words in this matter, as we know you are doing a great work for the hardware trade."

Complaints, such as the above, should always be sent to Hardware and Metal for publication, as the paper is a medium for the exchange of opinions and remedying of abuses existing among manufacturers, jobbers and retailers. Sometimes there are faults amongst retailers which can stand some discussion, and at other times the retailers

have good reason for criticizing the men who supply their goods. Travelers and clerks also have criticisms to make at times and they, too, are invited to tell their troubles to Hardware and Metal—not the policeman.

The slowness in supplying invoices complained about will be inquired into and an explanation given in another issue.

A dealer in an Ontario town recently made enough money on one transaction to pay for Hardware and Metal for several years to come. He was asked by a customer to give him a price on water pipes. As he had never had a transaction in that line before and did not carry water pipes in stock he turned to Hardware and Metal, looked up the prices current, and in a few minutes gave a quotation and got the order.

"Had I not been a subscriber to your paper," said the dealer to a representative of Hardware and Metal, "we certainly could not have got that order."

The merchant who can enlist the active sympathy and support of his clerks is bound to succeed far better than the merchant who regards his help as so much necessary machinery. A clerk, unless he or she is utterly incapable, is open to more or less development, and it is a wise master who pays some attention to the education of his workers. Take a case in point. How many employers who read this issue of Hardware and Metal will take the trouble to hand it over to their clerks to read? Here is an easy method of giving the helpers in the store some useful information that may mean dollars and cents to the business.

We mentioned in our editorial columns recently that both merchants and clerks, when on their vacations, should not let any opportunity drop to secure pointers on how others conduct their businesses. Many vacationists will likely visit Toronto and Montreal during the summer. Perhaps some will come to the city for the first time and will find some difficulty in getting their bearings. To all such we would extend a cordial invitation to visit the local offices of Hardware and Metal, where everything possible will be done to help them to enjoy and profit by their sojourn in the city.

A case of interest to all firms having travelers on the road has recently come before the English courts. A traveler, who had served a certain wholesale for twenty years, left the employ of the firm. The firm issued a circular stating that the traveler was no longer in their employ and requesting customers to give him no orders nor pay him any money on their account. The traveler claimed that this circular damaged his reputation, implying dishonesty on his part. He accordingly brought action for the

jury, though the judge granted a stay of execution in view of an appeal.

AN ADVERTISING FALLACY.

Many advertisers have a somewhat mistaken idea of the functions of advertising. They consider that the mere purchase of space in an advertising medium and the insertion of an advertisement, should forthwith bring them in a great deal of business—in fact, enough to justify them in saying that advertising pays. When their attempt does not have this immediate result, they at once come to the conclusion that advertising does not pay.

A business man, who runs a trial advertisement in a medium for a single insertion, hopes thereby to get replies from every reader of the paper. When only one or two answer, instead of being gratified, he is disappointed. He forgets the dozen or so more, who noted his advertisement, but who, by reason of the indolence of human nature, neglected to reply at once, and gradually forgot about it. There was no second insertion to quicken the memory and no third insertion to stir them up. The effect of the advertisement was lost on them.

Then there is another aspect of the case. Looking from the reader's standpoint, he sees one firm advertising spasmodically and another firm advertising regularly. What is his natural conclusion as to the merits of the two houses? Undoubtedly he will be led, perhaps unconsciously, to attribute greater solidity and progressiveness to the firm which uses space regularly. This is a psychological fact. It means that it pays to advertise regularly, whether the advertiser can trace direct results or not.

Again, an advertiser, who asserts that advertising does not pay oftentimes has only himself to blame. There is a way to advertise well and there is a way to advertise ill. It is for the advertiser himself to make his publicity tell. Do not be inclined to blame the medium and blame advertising in general. Rather ask if you are obtaining the best possible effects in the composition of your advertisement, both literary and typographical.

Many arguments can be brought forward to support our position. Persistence is needed in advertising as much as in anything else if success is to be obtained. Others have succeeded and it has been through continuous effort. Therefore, before condemning advertising, give it a fair and reasonable trial.

A REVOLUTION IN TRAVELING.

A probable exhibit at the Canadian National Exhibition, Toronto, August 26 to September 9, is a working model of the mono railway invented by an Englishman named Brennan, which is expected to revolutionize traveling and lead to the development of transit at 200 miles an hour at a fraction of the present cost of operating.

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.
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JOHN BAYNE MACLEAN President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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UNFAIR SELLING TACTICS.

Several instances of the grossly unfair selling tactics employed by two or three large firms have recently come to the attention of Hardware and Metal. A hardware dealer in Manitoba has been the aggrieved party in several instances of the same kind lately, and his experience shows clearly the need of organization on the part of the retail hardwaremen to protect their own interests.

A single example will serve to show the kind of tactics complained of. The retailer in question is carrying a full line of a certain class of good—let us say roofing, for example—manufactured by a leading firm who have given him the exclusive agency for that district. He is well satisfied with the line of roofing in question, it meets the requirements of his customers and he has no reason to change to any other line. On the other hand, he does not want to stock any other line, thus engaging more capital than he wants to devote to that particular line.

The salesman for another firm is, however, very persistent in his efforts to induce the merchant to stock a rival brand. He is alert, aggressive and persistent, but fails to secure an order. The manufacturers write the retailer and bring all kinds of pressure to bear on him to induce him to stock their line. Failing in their efforts, they at last write him a threatening letter in which they tell him that unless he will take the agency for their goods they will sell direct to the consumer in his district.

Now, every manufacturer and wholesaler is justified in making every legitimate effort to push the sale of his goods, but under no circumstances is he justified in using illegitimate methods. And certainly at this late date it should be clearly established that a manufacturer must choose between the trade and the consumer. He cannot sell to both. No retailer can afford to carry every brand of goods that is manufactured; he must make his own selection. Coercion of the kind outlined above should not be tolerated.

MESSAGES IN PACKAGES.

Not long ago, writes a subscriber, I read about a young man who while unpacking a case of oranges found a message inside asking the receiver to write to the enclosed address in the southern States. The writer of the message turned out to be a young lady and a correspondence sprung up between the two. At last it was arranged that they should be married and that the young lady should come north, which she did. The young man went to the station to meet her, but when the train pulled in the only lady passenger to alight was a tall female and her face was black. The young fellow, realizing his position, turned on his heel and made himself scarce.

Not long ago the writer came upon a message while unpacking a box of "Dominion" shells. It was written in French and was put aside in order to have it translated, but it got mislaid before the opportunity for doing so came. Only the other day a similar message was discovered while uncrating a bundle of screen windows. The words written on a small block of wood were: "Write E. Crawley, 4 Riddols avenue, Brantford, Ont."

Have any other readers found similar messages, and, if so, what has been the result?

ENCOURAGE WOMEN CUSTOMERS.

In Western Canada many hardware stores sell china and glassware. Usually this stock is carried on tables arranged in the centre of the store. It pays a good profit and does something else—it brings the women to the store. Therein lies the greatest advantage in the hardware dealer carrying such lines.

Next to articles of wearing apparel the women are most interested in things to dress up a table. Show a woman a nice piece of tableware, whether

it is a sterling spoon, a saltcellar or a piece of glassware, and she is interested at once. She goes to the stores that carry such lines. The reason that she does not go to hardware stores more often than she does is that they do not carry the lines that attract her.

How to bring the women to the hardware store—that is the problem that confronts the hardware dealer. It is easy of solution. Get the goods the women are interested in. When you turn out a bunch of advertising on such lines send it direct to the women themselves. Usually the hardware store has been of interest to men only. Men go there for a spade, a rake, a tool or repair work.

Hardware dealers have always carried goods that women are interested in, but they have never talked to the women enough. Show them some attention in your advertising. When they come into the store give them the best attention you can. Make their visit pleasant. You can easily increase your business by doing this.

PRACTICAL FURNACE TALKS.

In this issue we publish the first of a series of articles written by a hardwareman who has made a success of the furnace contracting business in the northwestern States, where conditions are similar to those existing in western Canada. Mr. Roberts, the writer of the articles, in prefacing his articles in the Hardware Trade, says:

"It is, perhaps, unfortunate that warm air heating was so imperfectly understood in years gone by, by heating men generally, for to the blunders which have been made in the past along this line may be attributed much of the prejudice now existing in the minds of so many people against furnaces. It is true that not every building can be satisfactorily or economically heated by furnaces in this climate, but it is safe to say that by far the larger proportion of residences, school houses, and churches can be better heated with less fuel by warm air furnaces than by any other means.

"Warm air heating seems to fall naturally within the province of the hardware dealer and unlike some other departments of his business, the demand for furnaces is constantly increasing and will continue to increase for a long time to come. Moreover, furnace work is, generally speaking, more profitable than either hot water or steam, and a good furnace, properly installed, is a standing advertisement for the dealer and worth more just as an ad. than a page in the local newspaper.

"A few years ago the hardware merchant was puzzled to know whether he ought to bother with furnaces at all,

but now it is simply a question of how he can make his furnace department more satisfactory and more profitable. It is to help solve this last problem that we have undertaken to write a series of practical talks on furnace heating and if some of the things suggested in these columns are helpful and useful in raising somewhat the standard of warm air heating in the Northwest, we shall feel more than repaid for our trouble."

Hardware and Metal believes that the articles, written by a practical man not connected with the trade in Canada but familiar with the climatic conditions, will be helpful to all engaged in furnace heating. A discussion is invited, however, on any points which are not concurred in by furnace manufacturers, salesmen or dealers. There has been too little discussion on this subject and the editor trusts that this invitation will be accepted as manufacturers stand to gain much by a clearer understanding amongst the trade of the principles and practice of warm air heating.

MUST UNDERSTAND DRAFTS.

A man cannot be a thoroughly successful stove merchant or stove salesman until he understands how to take care of a stove complaint. He cannot take care of a stove complaint until he understands what causes a stove to operate. He must understand that a stove of itself has no draft, that without air there is no combustion, without combustion no heat, that the air that creates combustion is drawn into the fire box by the draft in the chimney, that the heat created by combustion does not work its own way around the oven but is forced around by the draft in the chimney.

If it fails to get around the oven, and the top of the stove gets red hot, it is proof positive that the draft is at fault, and is not drawing the heat under the bottom oven plate. If the stove gets hot it is proof that the draft is only strong enough to force the heat to the end of the flue strip, or part way under the bottom oven plate. To successfully bake, the draft must be strong enough to completely flood the space under bottom oven plate with heat.

If the draft is too strong it will cause the bottom of oven to get too hot. If the draft is very strong it will draw the heat out of the stove, and it will neither cook on top or bake successfully. Very often the customer will declare that the stove has a good draft, that the fire burns nicely, etc, when upon investigation you will find only enough draft to create imperfect combustion, that the coal is being smudged and turned into soot instead of heat.

INVESTMENTS IN FOUNDRIES.

Amongst the practical papers read at the recent Foundrymen's Convention at Philadelphia was one by Thomas West, Sharpsville, Pa., who cautioned against hasty investments in foundries by inexperienced men. According to Mr. West the principal points to be considered by one embarking in the grey iron foundry business are the following:

1. The great lack of skilled labor.
2. Influences retarding the training of a plentiful supply of skilled mechanics.
3. Insubordination of many of the skilled men available.
4. Difficulties and losses from working with the riffraff a new foundry is compelled to employ at the start.
5. The slow attainment of discipline and organization.
6. Losses from defects developed in trying out new machinery and tools.
7. The advantage taken of beginners by sellers of appliances and buyers of castings.
8. Losses from accidents due to inexperienced operators of machinery.
9. The difficulty of obtaining good superintendents and foremen.
10. Losses and embarrassment caused by the narrow range of vision of hired managers.
11. Inability of proprietors, inexperienced in actual molding, mixing and melting, to avoid mistakes in picking managers and foremen.

The difficulty of obtaining good overseers as well as skilled labor, demands more consideration than does working capital, and often knocks out experience, good management and hard work. In one instance that recently came to the writer's notice a bookkeeper who never lifted a rammer put all his money into a small foundry and hired a farm hand to run it for him while he maintained his salaried position. When his working capital was exhausted he did not close his shop until he had involved others in his downfall. One thing is difficult to comprehend and that is the great difficulty of making men inexperienced in the business realize its hazard as well as the fact that skill is required to make good castings.

Some Suggestions.

The course one should pursue, who has decided to start a foundry is indicated in the following:

1. He should thoroughly investigate the demand for the class of castings he intends to make and what competition exists.
2. Select a site central to his market and build on as small a scale as practicable, planning for extensions that can be carried out without tearing down too much of the existing plant.
3. In the search for machinery and ap-

pliances he should get the experience of others. The American Foundrymen's Association convention should be visited and its exhibits inspected for the latest improvements.

4. Avoid as far as possible the purchase of second-hand tools. The new has all its life, whereas the old is more or less worn out, and will not as a rule give good service for the money expended.

5. One not competent to quote prices should not be ashamed to seek his manager's or foreman's advice.

6. Don't be in a hurry to fill your shop with work. Go slow, feel your way, and your chances for error or failure will be greatly decreased.

No man who intends to be at the head of a foundry can be too thorough in the actual work of molding, mixing and melting, and he should have executive and business qualifications. There is no business demanding skill and experience wherein so many enter who are wholly deficient in practical knowledge of its operations. Thirty years ago scarcely any thought of going into the foundry business if they were not so practical that they could discharge any molder and take hold of his work in a more masterly manner. To-day we find bankers, lawyers, and even clerical men who assume to manage foundries.

YOUR INSURANCE POLICIES.

Most merchants are careless with their insurance policies. The pressure of the many things demanding immediate attention pushes the important though remote possibility into the background.

The insurance policies represent the merchant's all. They should not be kept in a safe in the insured building because the safe a day after the fire is likely to prove a disappointment. A big fire is likely to land a red-hot safe in a pile of debris and keep the important papers out of your possession at the very time you most need them.

Timely advice is given by the Hardware Trade when it advises merchants to take their insurance policies home and place them where they can get their hands on them quickly. If your home should burn, get the insurance policies out before you look after any other property. Better still, put them in a rented safe deposit vault if there is such a thing in your town.

Another caution, study your policies carefully and be well acquainted with the affairs of the company in which the business is written.

Too many of us neglect this. We buy insurance and tuck the policy away somewhere without determining whether we got what we paid for or not.

WESTERN CANADA HARDWARE CONVENTION.

(Continued from page 49.)

A long discussion followed the reading of this report, and nearly every member present took some part. Wm. Gordon, Winnipeg, said that the executive would welcome any suggestions and urged the freest possible discussion.

Mr. Price paid a tribute to the hard work of the president and secretary, pointing out that any lack of success could not be attributed to any neglect on the part of the officers. The whole difficulty lay in the indifference and neglect of a few delinquent members.

Association Work Hampered.

A long discussion followed, and it was finally decided to put the situation plainly and frankly before the delinquent members by means of a circular letter. This letter will point out that the work

of the association is hampered through the neglect of so many members to pay their fees. It is not right or fair to the secretary that so much of his time should be taken up in the effort to collect fees and attend to the finances of the association. Under such circumstances he is prevented from undertaking many lines of work for the benefit of the members. It is not fair that the fees of a few should support a movement for the benefit of all, or that the money of the association and the time of the secretary should be spent in the endeavor to adjust the difficulties and redress the grievances of hardwaremen who are not giving the association their financial support.

These considerations decided the convention to place the matter fairly and squarely before all delinquent members. Many have simply neglected the payment of their association dues, not realizing that by their neglect they have

seriously hampered the association in its work. These will now realize the gravity of the situation. The circular letter will point out that the association find it simply impossible to continue on their membership rolls a long list of delinquent members and will intimate that unless the fees are remitted the association must consider that the delinquents no longer wish to continue their membership. The circular letter will be followed by sight drafts, and in a very short time the association executive will know the exact condition of affairs.

Wholesalers Honored.

Among the best friends of the association are the heads of the Winnipeg wholesale hardware houses, and it was decided to express appreciation of the co-operation of the wholesale trade by electing the heads of the Winnipeg wholesale hardware houses honorary members of the association.

Winnipeg Industrial Exhibition

An Educational and Financial Success—An Exhibition Fairly Representative of the Resources and Products of the Great West—Winnipeg Industrial Bureau Deserves Credit—Majority of Winnipeg Manufacturers Took Advantage of Getting Close to the Public—Comments on Some of the Booths.

Winnipeg's Industrial Exhibition held this year from July 13th to 20th scored another success. The attendance from city and country was large, the weather favorable throughout, and the exhibits were many and varied. The management wore satisfied smiles on the closing day, due to the state of the exchequer and the many compliments passed on the success of the big fair.

The Winnipeg Fair is the big fair in western Canada, and as such its exhibits are supposed to be representative of the great country upon which it is able to draw for support. Unfortunately, it is necessary to hold the exhibition early in the summer before the harvest, and, therefore, it is not possible to have an adequate showing of the varied agricultural resources of a great farming country. In other years the manufacturers' buildings have been filled with the exhibits of eastern firms while the Winnipeg manufacturers have neglected the fair almost entirely. This year, while the number of outside exhibitors was about the same as usual, there was a big increase in the number of western firms exhibiting, and the fair was, therefore, much more representative of the resources and products of the west than in previous years. In great measure this was due to the efforts of the Winnipeg Industrial Bureau. Secretary Roland went to considerable trouble in assisting the exhibition management to secure the exhibits of Winnipeg firms and, as a result, the Winnipeg manufacturers were better represented than ever before. Several leading firms, whose exhibits might have

been looked for, neglected this opportunity of advertising their manufactures, but, as a whole, the "Made in Winnipeg" section presented a very favorable appearance.

Fort William.

Fort William, the ambitious young city on the lake front, with laudable designs of being one day the manufacturing centre for western Canada, had an interesting exhibit in charge of the secretary of the industrial development bureau. A prominent place in this exhibit was given to the ranges and heaters manufactured in Fort William by W. J. Copp, Son & Co.

Kemp Mfg. and Metal Co.

The Kemp Mfg. & Metal Co. had two interesting exhibits, one of which had a place in the "Made in Winnipeg" section. This exhibit consisted of pressed tinware, milk cans, flour cans, bread boxes, spice cans, stove pipes and elbows, teakettles, pastry tins, oil tins, and a host of other similar articles, all of which are made in the company's factory in Winnipeg. In another section of the building was a fine display of Kemp's enamelware made in the Toronto factory.

Winnipeg Ceiling and Roofing Co.

An interesting display of ceilings and roofings as made in Winnipeg was that of the Winnipeg Ceiling & Roofing Co., whose factory is in Fort Rouge, Winnipeg. Handsome ceiling designs proved interesting, both to the general public and to the trade, and new business, as a result of their exhibit is pretty sure to come to the Winnipeg Ceiling & Roofing Co.

Manitoba Iron Works.

A display of transmission and elevator supplies "made in Winnipeg" by the Manitoba Iron Works proved interesting to many out-of-town visitors. The central feature of the exhibit was an 18 h.p. hoist engine. This company are rapidly forging ahead and the capacity of their already large plant will soon have to be increased.

Prairie City Oil Co.

The Prairie City Oil Co., of Winnipeg, made a good display of their lubricating oils. The massive piles of yellow cans made a striking exhibit and with the threshing season close at hand many stopped to inquire at this exhibit.

Western Iron Works.

The Western Iron Works, of Winnipeg, had on display a handsome line of iron fencing, gates and lawn seats. It was a surprise to many visitors to the fair to find that such high-class goods are made in Winnipeg.

G. F. Stephens & Co.

One of the biggest displays of "Made in Winnipeg" goods was that of G. F. Stephens Co., who had on exhibition their big line of prepared paints. In the exhibit were shown house paints, floor stains, oil stains, varnish stains, coach and wagon paints, elevator paints, shingle stains, white lead, enamels, etc. All these lines are made in the firm's enlarged Winnipeg factory.

Manitoba Gypsum Co.

The Manitoba Gypsum Co. had a striking exhibit showing the uses of their wood fibre plaster, a wall casing that is practically indestructible. It is ready the moment it leaves the mill, re-

quiring only the necessary water for tempering. It does not require to be over-sanded.

Winnipeg Paint and Glass Co.

The Winnipeg Paint & Glass Co. had one of the most imposing exhibits at the fair, one which could not fail to attract the attention of every visitor to the manufactures building. It occupied large space on a raised platform surrounded by a balustrade and there were on display samples of most of the lines carried by this firm. Two handsome furnished rooms on either side of the platform served to display the interior fittings manufactured by the firm. The centre of the platform was occupied by a big stand of Martin-Senour paints. Malthoid roofing also had a prominent place in the display.

Ajax Mfg. Co.

The Ajax Mfg. Co., of Winnipeg, had an ornate display of their "Metile" wall tiling, Ajax plastic flooring and other similar lines. Their flooring consists of a mineral composition which is proof against both water and fire. It can be put down over either wood or concrete. The surface is always smooth and the floor is recommended because of its sanitary qualities.

Allward & McCormick.

An exhibit of stained glass for church windows, made by Allward & McCormick, of Winnipeg, was one of the beauty spots in the manufactures building. This firm have an extensive trade in high-class lines of this kind.

Clare & Brockest.

Clare & Brockest, of Winnipeg, agents for Clare Bros. & Co., of Preston, had a large display of Peninsular stoves and ranges. The display was tastefully arranged and served to show the public and trade the big variety of heaters and ranges manufactured by this firm.

Gurney Foundry Co.

Gurney's furnaces, ranges and heaters were on exhibition this year as usual. There are few Canadian fairs of the first order which do not regularly have exhibits of this company's lines, as they are known and used from the Atlantic to the Pacific. The exhibit was a very large one.

Malleable Steel Range Mfg. Co.

The line of malleable ranges made by the Malleable Steel Range Mfg. Co., of South Bend, Ind., was on exhibition, and the merits of these ranges were explained to all inquirers by W. M. Fulton, the sales manager for western Canada. McDonald & Fleming are Winnipeg agents for this firm, and Brown & Mitchell are agents in Brandon.

Manitoba Anchor Iron Fence Co.

The Manitoba Anchor Iron Fence Co. made an attractive showing of their handsome and ornamental iron fences, gates, etc. The fence enclosed a nice little plot of grass and gravel, and the whole exhibit had a most pleasing effect.

Metallic Roofing Co., of Canada.

The Metallic Roofing Co., of Toronto and Winnipeg, had large space allotted to them and they used it to the best advantage in a big display of their

various lines of manufactures. Their ceilings and roofings had, of course, a prominent place in the exhibit. Fire-proof doors and sheet metal fronts for buildings also proved an interesting feature of the exhibits.

Pilkington Bros.

Pilkington Bros. had a good showing of their various lines of glass, particularly polished plate, prismatic and patent wired glass. Since the opening of their Winnipeg warehouse a little more than a year ago this firm's western business has shown a big increase.

Brantford Roofing Co.

The Brantford Roofing Co. had an instructive display of their line of asphalt roofing and asphalt paint. They distributed thousands of circulars giving directions how to lay their roofing, also small samples of the roofing itself showing its pliable and flexible qualities.

Stock Foods.

Two stock foods were exhibited side by side, the Hackney and the Carnebae, and each was a centre of attraction for crowds of farmers each day. Each of these firms turns out a reliable line of stock and poultry foods, which they sell through the trade.

STORE INTERIOR HARD TO BEAT.

The illustration on our front cover this week shows about as fine and attractive a hardware store interior as can be found anywhere in Canada.

The great height of the ceiling, allowing a roomy office to be placed in such a commanding position, the beauty of the metal ceiling, the fine wall shelving with ladder railway, the bright silent salesman, cutlery and silverware display, the cleanly wrapping counters and cash register, the unobstructed view of the steel range at the back of the store, the display of hanging lamps, birdcages and lanterns from poles strung between the pillars, the complete and neat arrangement of baseburners, heaters, stoves, etc., backed by the wall of well stocked shelving are all commendable features, the whole making a decidedly attractive interior.

The Brandon Hardware Company, Brandon, Man., have won the praises of all hardwaremen who have seen their store, and readers of Hardware and Metal who study our cover illustration will agree that the commendations have been deserved.

WESTERN TRADE GOSSIP.

The Somerville Hardware Co., Edmonton, have moved into a new building, 50 x 150, and two stories high.

The Hanbury Hardware Co., Brandon, have just moved into their new building on Pacific street, foot of Seventh. The building has four stories and basement, and is 100 x 80 feet.

A western hardware clerk writes, thanking the editor for the full and lengthy answer given in issue of July

13 to the question regarding the Bower-Barff finish on hardware articles.

Lundy & McLeod, of Edmonton, have sold an interest in their hardware business to William D. Smith, of Woodstock, N.B., and the firm will now be known as Lundy, McLeod & Co. It is a little more than a year now since Lundy & McLeod opened their handsome new store in Edmonton, but they have already built up a prosperous business.

ONTARIO TRADE NEWS.

Holmes' tin shop at Winchester was one of the buildings destroyed by fire in a big blaze on July 20.

J. L. Bartlam, advertising manager for H. S. Howland, Sons & Company, Toronto, is on a holidaying trip to Muskoka.

On Wednesday evening, July 17, the employes of McKelvey & Birch, Kingston, celebrated the re-opening of the new building, erected in place of the one recently destroyed by fire. About 50 couples took part in the housewarming. During the evening refreshments were served.

The vicinity of Smith's Falls and Perth are suffering for want of rain, writes a traveler to Hardware and Metal. The drought has been very bad, practically no rain falling since May 1st. Merchants are complaining about the state of trade. Hay has gone up to \$20 per ton, the crops being very backward. Unless some showers come soon, the prospects look very blue for winter.

D. B. MacRae, Gore Bay, has invented a combination saw fitter comprising a body portion having a depressed central off-set having a slot extending there-through, projections on the side edges of the depression, one of which has an inclined face and extensions having a double jaw at one end and a single jaw at the other end having a set screw extending there-through as and for the purpose specified. This one article takes the place of a hammer, jointer, set gauge for soft wood and hard wood, thus saving time in setting saws and stripping saws. This is said to be the only invention with gauge stripper jointer and set all combined in one small article that can be carried in a vest pocket.

QUEBEC TRADE NEWS.

A. J. Wood, of the Montreal Rolling Mills, is spending a two weeks' vacation at Island Lake, Que.

Amongst those seen in Montreal last week were: J. A. Paquin, Ste. Eustache; C. O. Jervais, St. John; Mr. Brault, Sherbrooke.

E. W. Spalding, representing Ruston, Proctor & Co., engineers at Lincoln, Eng., is making a trip through Canada in the interests of his company to see if there is a field here for their manufactures. Mr. Spalding called at the Montreal office of Hardware and Metal.

Existing Conditions in Stove Trade

Some Prominent Stove Manufacturers Outline the Advances made during the Year and Comment on Present Market Conditions.

Both manufacturers and stove dealers are looking forward to a profitable business during the coming season. Though later than usual the harvest bids fair to be as satisfactory as could be expected after the cold spring weather, the volume being likely to be somewhat smaller than the crop of a year ago. The tide of immigration still flows steadily towards the vacant lands of our northern and western prairies with a constant demand for the product of Canadian foundries.

From the standpoint of prices manufacturers seem to be surrounded by unfavorable conditions. Costs of raw materials have climbed upward along with the wages of foundry workers and other employees. Difficulties in securing both materials and workmen have been added to the troubles of the producers, who, along with others engaged in commercial pursuits, have had their transportation problems to solve. While there has been a weakening in the copper market during the past month, iron and tin have retained their strength with very slight changes in quotations since the beginning of the year.

No Changes in Prices.

In spite of these conditions no advance has been made since last fall and while another advance could readily be made it is questionable if the manufacturers will agree to further changes this season. Differences exist amongst manufacturers just as they do amongst retailers and with talk of price-cutting at present quotations the manufacturers are likely to continue to sell at close figures rather than get together and take advantage of the advances in primary markets. Dealers have been ordering heavily and even if the unexpected happens, the early birds will be covered for the bulk of the season's output at present discounts.

Speaking of conditions in the States, The Metal Worker says: "While manufacturers are not working at the tremendous pressure they were a year ago, still business is good and considering the most unseasonable weather conditions, as well as the unfavorable news regarding the crop outlook, there is unusually good promise for the immediate future. There is considerable complaint regarding collections, not only from stove dealers generally, but it is rumored that some of the manufacturers who have sold to department stores and other interests that in former years almost invariably discounted their bills, have been asked this year to grant an extension of time for the payment. A falling off has been noted in the demand for higher priced ranges, and manufacturers who several years ago put out a high priced article, intending to hold the price at one figure regardless of the movements of pig iron, have not only been forced

to advance their selling price, but retailers handling ranges of this character have not disposed of as many as formerly. Consequently these manufacturers have had their profits cut at both ends."

Manufacturers' Statements.

Canadian stove manufacturers were asked this month to supply information regarding the new features adopted in their product for the coming season, being also requested to reply to a series of questions regarding the outlook for trade, carry over stocks, American competition, probable advance in prices, etc. Very few replied, but as all the leading producers have special advertisements in this issue readers will be able to note the changes made in stove construction since last season. Some valuable information, however, is contained in the following letters and it is regrettable that more manufacturers did not avail themselves of the opportunity to present their ideas in response to the questions asked. The letters follow:

D. Moore Company.

Editor Hardware and Metal:

Sir,—New features on a steel range gotten out by us this spring include a lever sectional top lifter on which we have been granted a patent from the Canadian Government. This lever has two adjustments. It first raises the top for toasting and broiling, while the sec-

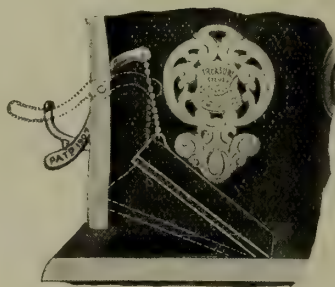


Fig. 1—Lever Top Lifter.

ond lifts it very high so as to make easier coaling. The advantage of this lever is simplicity and can be raised and lowered by a child. The great convenience of this adjustment is apparent.

Removable nickel edges on main top, semi-plain and elaborately decorated design. Draw out duplex grates, wood grates interchangeable with duplex coal grates can be interchanged in a few seconds. Front draft damper in addition to screw damper in ash pit door. Ventilated fire backs to keep fire cool and increase the life of the fire back. Body made of very heavy polished steel, cast iron flue back won't rust out. This range is made interchangeable with legs on cast base and interchangeable square

or reservoir stove. The Sovereign Treasure Steel Range is sure to prove a trade winner with Treasure agents.

There are other numerous changes and improvements we are making in other

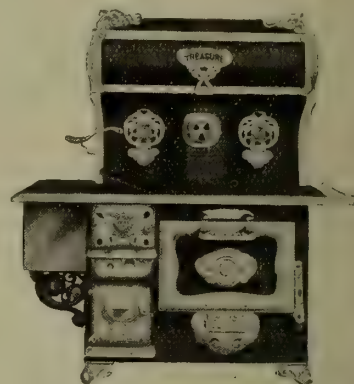


Fig. 2—Sovereign Treasure Steel Range.

lines of goods this year, but we announce the Sovereign Treasure Steel Range as the newest cooking instruction before the public this year.

The outlook has never been brighter for a large turnover than at the present season. The stocks which have been carried over by customers are very light. Last year the stoves carried over from the year before owing to a moderate winter were very heavy and in consequence the dealers were rather cautious in buying in 1906 in order to prevent a recurrence.

The long and heavy winter has had the effect of putting the stove business in a healthy condition and the prospects, as already stated, are bright, and we look for the largest volume of business this year we have ever handled.

The Canadian manufacturers, we understand, are holding their trade in Western Canada and are getting some of that business which was formerly lost. The Canadian goods as a rule are better made and will outlive the average American stove introduced, while the construction of the Canadian stove is more adapted to the country.

Stove prices are too low at the present time, and it gives no encouragement to the manufacturer to increase his capacity and no encouragement whatever for new firms to go into the business. Pig iron market at the present time is exceedingly high, while labor during the past year has advanced in Hamilton all the way from 5 per cent. to 25 per cent., which advancement practically covers all departments, therefore, there are many goods at the present time being sold at actual cost, and some competing lines as has been proven, are actually marketed below the net cost of production.

Other than malleable ranges, which are sold largely in the western districts, the goods that are imported into this country, while they have a good

appearance, are not generally made of as heavy material or are of as good workmanship, and accordingly have not the longevity of the Canadian goods.

In comparison with as well made United States stoves, Canadian prices generally are lower than prices in the United States, while the Canadian cost, owing to the various duties on raw material, is greater, and would, therefore, appear at the present time that stoves are being sold in this country at less profit than other manufactured staple articles, and prices should be considerably higher owing to present conditions.

The D. Moore Co., Limited,
T. D. ROBINSON.
Hamilton, July 16.

McClary Manufacturing Co.

Editor Hardware and Metal.

Sir,—The McClary Mfg. Co. are placing on the market this year, among other new goods, two cook stoves, a camp stove, an air-tight and a remodelled oak stove. "Casteel" is the name of one of the new cook stoves, and the name explains the construction of the stove. It is a cast cook with cast body, legs, etc, but an all-steel oven. The oven door opens from the front only, the same as on a range, which permits the stove being set close to the wall, if necessary. The "Casteel" burns either coal or wood, having a duplex grate which will do for either. The "Casteel" is so made that the oven is continued entirely under the firepot, making a very roomy oven for a small coal-burning stove. Another good feature about the "Casteel" is the large, spacious, feed pouch.

The "Cobalt," like the "Casteel," is a cast stove with an all-steel oven. It is built for wood only and the oven door opens at the front only, like a range. Both these stoves are small and moderately priced, being built to meet a demand for such a stove in the newer settlements.

The McClary Co. have fitted their Belle Oak heater with duplex grates, which are built and operated along the same lines as the duplex grates in a range. This heater has also been remodelled.

"Camp Comfort" is the name of the new McClary camp stove, and its construction is on entirely new lines for a camp stove. This stove has a long body with a round back, and heavy short cast legs. The feed door is at the front and is almost large enough to admit a man's body. The fire-box is the full length of the stove so that a roaster of a fire can be made. The construction is nearly all steel, the only castings being the front end and a few trimmings. A large foot rail is attached to the sides by lugs and is so made that it can also be placed on the top of the stove and used as a cooking surface. By using the two foot rails a wide cooking surface the whole length of the stove is obtained. "Camp Comfort" should be a great seller for lumber camps and construction gangs.

Answers to Questions.

1.—Very promising. Heavy orders are coming from the west and are rapidly overcoming the light decrease caused by the discouraging spring.

2.—Our customers carried over very few stoves from last year and these

consisted only of a limited number of heaters.

3.—Yes, nearly all lines of our goods were light last spring.

4.—We expect to have all the business we can handle this fall.

5.—We think Canadian manufacturers are holding the western trade fairly well, except in especially cheap grades of ranges and heaters and also in a few particularly high grade ranges, which are sold at unusually high prices.

The prices of stoves, ranges, etc., have not advanced in the same proportion to the increase in cost of labor and raw material, and the advances in the selling prices of stoves was necessary to avoid manufacturing at a loss.

McClary Mfg. Co., Limited,
J. E. McCONNELL.

London, July 24.

Guelph Stove Co.

Replying to yours of July 10th, we have this year placed on the market a new line of up-to-date steel ranges and steel cooks. The "Great Idea" steel range is one that sells itself, and has talking points that not other steel range in Canada has.

The "Western Idea" steel cook is a stove the trade demands, and keeps us running to our capacity to fill our orders.

Our new "Wonder Oak" leads all cheap cooks for appearance and price and the patent electric sliding oven tray, used exclusively in the "Perfect Idea" cast range has increased our sales in Ontario and Quebec wonderfully. The outlook for business this fall appears very bright, and although the spring was backward, present prospects are very encouraging. The increased cost of steel, iron, copper, wages, etc., make it almost certain that an advance will take place not later than the 1st of October. Repairs have already advanced one cent per pound.

Prices to the dealer have not advanced in Canada in proportion to the advance made in the U. S., although our material, etc., have advanced in proportion to their advances.

GUELPH STOVE CO., LTD,
N. L. Stewart.

Guelph, July 12.

Moffat Stove Co.

We have been established in Weston now since 1893, and our business has grown at the rate of over 25 per cent. each year since the above date. The chief reasons for the steady growth have been undivided attention to, and thorough knowledge of, the stove business, using only the best raw materials and a fair treatment of our customers; a large number of whom are personal friends of the members of the firm.

Like other lines of manufacture, we have to follow the prevailing style in ornamentation and finish. This is the most expensive part of our equipment and one which is taken advantage of by other manufacturers whom the trade term "stove pirates;" their chief business being to take advantage of all the new designs and improvements on the market as far as they can legally do it.

At the present moment there are

three Canadian manufacturers (none of whom, by the way, are advertisers in your magazine) who have appropriated the patterns of our "Canada A" steel range, and have now obtained a list of our customers and are giving us a great deal of annoyance by cutting prices in order to obtain a foot-hold.

This is one of the troubles of the Canadian stove business, and is something which should be given the utmost publicity, as we feel quite sure that no retail merchant would buy "imitations" even if the prices were a little lower for a short time.

The rococo style of carving is rapidly giving place to the more artistic "art nouveau," or similar patterns, which depend on symmetry and proportion for their attractiveness. This style has just sufficient carving to relieve the hard appearance of an article manufactured of iron and steel, like a stove or range. It is easier kept clean but requires to be made of better materials, as a florid style of ornamentation hides many of the small blemishes in casting or pressing.

Notwithstanding the criticisms on nickel work, we must state that every year we continue to add more nickel work. We would very much prefer to make less, but our customers demand it and some of our competitors, more particularly in eastern Canada and in the United States, are beginning to nickel plate parts such as base, feet, high shelves and high closets, so as long as they continue to keep up this practice, we will have to follow them to a certain length, but are quite sure that a reaction will take place, as polishing and nickeling are gradually becoming important items in our cost sheets.

There is no doubt whatever that the sale of high grade steel ranges is increasing and from our experience will continue to increase, notwithstanding the fact that many customers prefer the cast pattern.

The steel range, when properly made and protected from fire and rust, is almost indestructible. It is also better adapted and takes less room in a modern kitchen.

MOFFAT STOVE CO., LTD.

Thomas L. Moffat, Jr.
Weston, July 20.

Other Replies.

Telephone City Stoves, Limited, Brantford, wrote saying that as their product was confined to one line they did not feel in a position to contribute anything of value.

The Down Draft Furnace Co., Limited, Galt, say that as they are just entering into the stove business they are not in a position to give any information.

The Record Foundry & Machine Co., Limited, Moncton, N.B., wrote that from orders received it looked as though carry-over stocks from last season were nil. They announce that they cannot get anything better than Admiral and Caloric furnaces and Penn Esther ranges, and so have nothing new to offer the trade.

Practical Methods of Stove Display

Interesting ideas outlined in an address by F. R. Currie before the Iowa Retail Hardware Association.

In the purchasing department of every hardware business whether the store is large or small, as much thought and care is given to the purchasing of stoves, perhaps, as any one item, and this can well be. For as to single items, I believe the stoves sold represent larger amounts of money per single item than any other one item in the hardware business. You could buy several dozens of steel goods for what you pay for one range. Several dozens of pocket knives could be purchased for what you pay for one base burner, and the majority of houses built in the State of Iowa are trimmed with builders' hardware for an amount not exceeding the price of a range.

And if we will look at the advertising campaigns of the hardwaremen in the state, we will note that more money is

and merchandise; that the stoves be arranged in groups of a class, for instance, oak stoves side by side, base burners, ranges, and so on, to complete the line. Stoves should be shown in as good light as possible.

We will begin with the condition that confronts the majority of hardware dealers, a limited amount of store help in the sales department and the fact that most stoves are displayed on the same floor with the general line of hardware. In the display of stoves, under these conditions you can begin with the fundamental principles laid down above. My experience is that the best way of lining up the stoves is to make a double row of stoves back to back through the centre of the store. This would apply, of course, particularly in stores of ordinary width, in which there were no

of a range. While this increases the floor space for the display of stoves, it is not clear cut display and does not have the effect upon the purchaser like stoves in the open, arranged in the right manner. Of course, it may be where stores use counters the entire length, that it will be necessary to set aside a certain portion of the store near the centre or rear in which the stoves will have to be differently arranged.

It also pays to change the location of stoves, or rather, exchange location. Put your ranges where the cook stoves are, and your cook stoves where the heaters are. You will be surprised to have people remark when they call in your store that you have been getting in some new stoves and maybe these very stoves have been in another position on your floor for two, three, four weeks or more.

The Ideal Way.

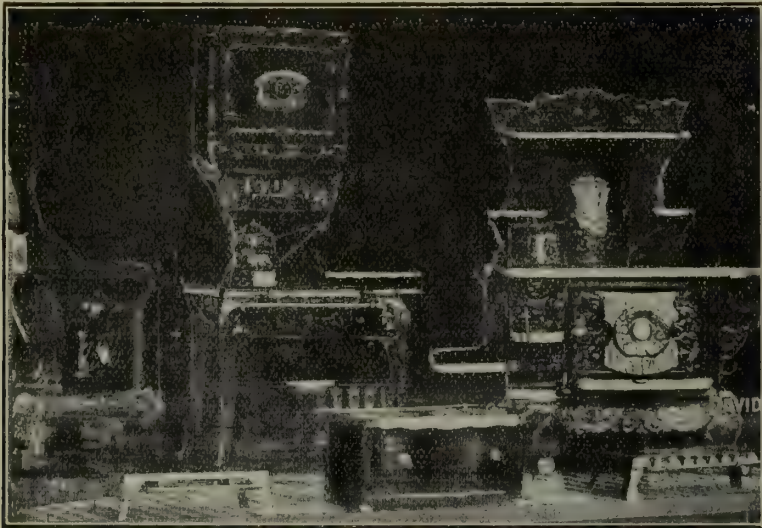
I consider the ideal way of displaying stoves, that of a separate and exclusive stove room or department. This will only apply to the stores where they always have two or more salesmen available. In our own store the stove room is in the basement, we having set aside the front portion entirely for a stove display and sales room. We chose the front part of the basement because it had a fair amount of light from the front, and because the stairs to the basement were short and went down. People will go down a short pair of stairs more willingly than they will go up a long pair.

In our room, which had a rough cement floor, we spread three or four coats of good floor paint over the cement, put on a light pattern steel ceiling over the joists and covered the supporting timbers with the same, plastered the walls and frescoed the entire walls and ceiling white. We erected platforms twelve inches high on both sides of the room, with a double row down the centre. We were liberal in the distribution of electric lights, each aisle controlled by an electric button. The platforms are painted bright red, the floor grey, and a strip of carpet in harmony runs down each aisle.

If you can arrange a room of this description and then follow the principles laid down in your arrangement of stoves, you will have a most pleasing effect and the appearance of it all creates an impression upon the purchaser which certainly backs up the advertising and certainly is a first aid and a last aid to the salesman.

Nothing but Stoves.

We have been entreated time and time again to put a display of utensils or enamelware in this room, but it would be damaging, both in its effect upon the appearance of the room, and the greater fact that it would be a hindrance to a stove salesman. When you take a customer to a stove room described above, you blot out everything else from his mind but the subject in hand—stoves. The average customer does not buy a stove often. They are not able to concentrate their mind upon this subject



A Summer Window Display of Stoves and Ranges.

spent in advertising stoves than any other one commodity of the retail business. And then if we wish to go further we can safely say that the successful selling of stoves requires better salesmanship than the average item sold in the hardware store. You do not object to letting the new clerk show a utensil or tool, or some other small item in your store, but you may hold a clerk back for two or three years before you allow him to approach the prospective stove customer.

No matter how much care is exercised in the purchasing of stoves, they must be sold, and a good display of stoves is certainly one of the requisites in the dispensing of them. It is the first aid to the salesman and certainly must be depended upon to back up the advertising.

Fundamental Principles.

If there are any fundamental principles they could be briefly summarized thus: Stoves should be well blackened; the nickel put in place and polished well, and the stoves kept free from dust and dirt, as well as miscellaneous hardware

counters. You will then have aisles of good width on each side of the store. Use platforms not less than nine inches high and paint them a bright red, and keep them well dusted and swept, the same as the floor or the shelving, and you can rest assured that the display will be detracted from if you use these platforms for miscellaneous hardware, stove castings, etc.

In the lining up of your stoves be sure and keep the classes in groups. This gives a comparison of size and makes the best impression, and you will find it easier to lead up a customer from a small stove which carries a small price to the larger stove with a larger price. We believe, in the display of stoves as an aid to salesmanship, it is a good idea to have where you can find them sections of fire backs, steel ovens and sectional parts of the stove which will be of material aid to the salesman.

The writer is not at all in favor of a system advanced by some—that of erecting platforms directly against the side of the room and starting the shelving high enough to clear the high closet

HARDWARE AND METAL

when there are other items about the room that detract from its appearance and also attract their attention. Many women, for the time being, would be more interested in a bright, new teapot

this in itself would call the attention of people to the fact that you had stoves for sale.

But we have forgotten so far the aid our windows are to be to us. Stoves

the anvil sits is made to represent a solid brick base, while the old-fashioned forge is also made to represent solid masonry, being surmounted by a hood from a portable forge. The top of the forge is covered with coal and red tissue paper, under which is placed a 32 C. P. electric globe, which at night made a splendid imitation of a forge in full blast. Scattered about the floor were rasps, hammers, farrier knives, horse shoes and nails, calks and punches. Horse shoes arranged in pairs hanging from spikes in the wall. A first-class "smithy" is made by using a "Frictionless Metal display card man," costumed appropriately to represent a blacksmith, all the advertising words being removed. A wreath of holly rests against the anvil, while a wreath of roses hangs from the corner of the forge. One of the panels of the back window is open, at which appears Santa Claus, who has lowered to the floor, by means of a cord and hook, presents suitable for the different members of the blacksmith's family, and he is finally in the act of lowering a golden horse shoe, thereby wishing the "smithy" a year of prosperity. Cards are placed, with the wording "A Smithy's Christmas" and "Dear Old Santa leaving presents for the entire family." A few prigs of holly appear upon the floor. The window proved a great attraction and added most substantially to the holiday trade.

Striking Pacific Coast Window.

The locomotive display shown in the engraving illustrates another method of attracting attention to kitchen goods during the stove selling season. R. J. Stevenson, Pomeroy, Wash., who arranged the display, says it brought considerable trade to his store.

The base is made from No. 27 sheet iron, mounted upon trucks composed of bucket covers soldered to tin tubes



Blacksmith Shop Display in Alberta Hardware Store Window.

to take the place of the old one with the lid gone and the handle loose.

Another advantage a room of this kind has is the fact that it is much easier kept clean. As you have no small items about it the stoves are not covered up; and as you only take people into the room when they want to buy a stove you do not have loafers or customers with wet clothing lean against them, spoiling the blacking and marring the appearance of the nickel.

One criticism is that the everyday customer, the drop-in customer, does not see your stoves. You should have one or two stoves on the main floor and

should often go into the window. The stove window is the easiest one to prepare, and you can most profitably spend time and money in fixing up good stove windows.

Another thing in favor of the separate department, is the fact that there are no neighbors or friends to make suggestions and interfere with the salesman. While we all have had aid in our sales by the right word from some other customer in the store, yet we have had sales spoiled by the wrong word from the other man. When you have your customer in the stove room he is not annoyed by his neighbors.

STOVE WINDOW DISPLAY PROBLEMS

Large articles, such as stoves, offer little opportunity for effective window display—especially as the average hardware window is too small to allow of many changes in arrangement. Some dealers have endeavored to overcome this by arranging for stove and cooking demonstrations in co-operation with a neighboring grocer, and this is a plan usually productive of good results in localities where the idea has not been overworked.

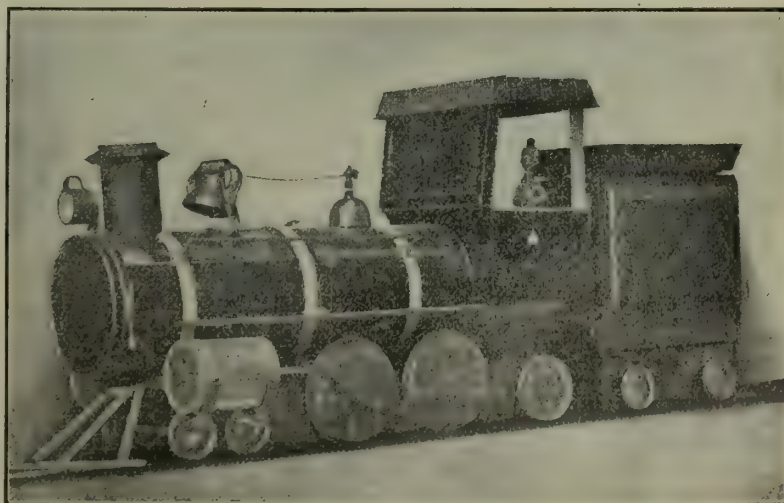
The window, however, offers opportunities for securing publicity to the merchant who has some ingenuity or who has a clerk with energy and brains. No matter how large articles, or how small the window or panes of glass may be, a little thought will suggest ways and means of attracting attention to the fact that a specialty is made of handling certain lines of goods.

Novel Display in Alberta.

An example of this is shown in the accompanying illustration showing a "blacksmith shop" display made under difficulties in the store of A. F. Grady, MacLeod, Alberta, the work being done by W. H. Jeffrey, one of the sales staff.

The small windows divided by frames enclosing lights of glass only 24 x 36 inches was a serious obstacle to the

window trimmer, but he managed to arrange a display which attracted considerable attention last December.



A Pacific Coast Window which brought results.

The walls of the blacksmith shop were constructed of brick paper, with three windows, through which snow can be seen falling. The block upon which

shaped in bead form for eavetrough. Upon this are placed two flour cans fastened together by means of a galvanized iron band, drawn together under

neath by stove bolts. Two other bands are placed around the boiler at equal intervals, which adds to its appearance, also serve to hold the hand rails, which consist of nickel-plated towel holders, in place. On the boiler is mounted a half-joint of 5 inch stove pipe, with two pipe collars reversed on upper end, making a very good smoke stack. In front of this is a headlight which consists of a pint tin cup, into which is soldered a small funnel with the spout removed, serving as a reflector; into this is set a two-candle incandescent electric light, which served as a very good headlight. The bell consists of a team

bell soldered into a teakettle handle. The steam dome and whistle consists of a copper oiler with the spout removed, and in its place is set a 3/4-inch pet cock. The cattle guard, or cow-catcher, is built of dipper handles soldered to tin plates at either end. Five handles were used in its construction. A bread box forms the cab, over which is placed a drip pan upside down, which serves as the roof. The tender is composed of a gas stove oven mounted upon a base constructed of sheet iron, which, in turn, is mounted upon wheels in the same manner as the engine.

values and you can depend upon it that his goods are about right. It's not his word I take as gospel in the matter, but his shrewd business sense. Because it would be utter folly to spend thousands of dollars in creating a market which his goods couldn't hold.

Take stoves for instance. The dealer finds it much easier to sell the goods of

Effective Hardware Advertising HOW TO PRODUCE IT

By T. Johnston Stewart.

BIG PUBLICITY CAMPAIGNS.

Trade journals south of the line are discussing whether the dealer pays for the big publicity campaigns of the large manufacturers, with a certain amount of "sweet reasonableness." Hardwaremen are delivering addresses on "Publicity Advertising" with more vim than logic. They believe, generally speaking, that the dealer pays for big campaigns, while a few are clear-seeing enough to realize that publicity advertising worthy of the name, is a sure and certain trade creator.

The American Artisan sums up the situation cleverly in the following words: "There are always two sides—and sometimes more—to every question. Any innovation, especially of a commercial character, will be met by those who welcome and those who deprecate. And human nature is such that almost invariably the former will be those who think they will profit by the innovation and the latter will be those who think they will lose. The intrinsic value of the thing is nearly always lost to view."

Thus far we agree with our contemporary.

"There is nothing sordid or mercenary about this condition; it is the natural law and works to conserve the interests of mankind. A new method of carrying on business must prove its worth to the greatest number or it has no right to interfere with the old established methods."

And that's all there is about the proposition! We agree with the New York Herald in designating that, and all such logic, as pure and unadulterated tommyrot. Just as soon as any method of doing business has proven its worth to the greatest number that method is outclassed by saner and better business systems. And as a mere matter of fact, big publicity campaigns—big enough to be national and international in scope—are hardly what one would call innovations. "Bold and audacious pioneers" tested the matter a decade ago and are now enjoying the fruits of their daring and scheming brains.

Who pays for the immense advertising campaigns conducted by manufacturers in the United States and for the lesser publicity advertising of the Dominion.

It's an easily demonstrated fact that advertising of a wide and judicious na-

ture has created stupendous markets. Indeed, if we could eliminate all advertising and its direct results during the last ten years, there would be no commercial history to narrate. It is well known that judicious advertising has been an immense boon to the consumer and that it has practically doubled the business of many jobbers and retailers, as well as increasing the manufacturer's output by a great big margin.

The consumer does not pay for the manufacturer's advertising because he finds advertised goods cheaper and better as a general rule. The jobber does not pay for it, for even although his margin of profit may be curtailed on single articles, the volume of his business is immensely greater. The same applies to the retailer. The economic law of concentration explains the whole business. I know of two manufacturers in this Dominion who have been competitors for years. Their product is a few simple articles of absolute necessity in every household. A. advertises systematically and judiciously. His factory is constantly enlarging. He cannot meet the demand, but keeps on advertising as a mere matter of business insurance. B. can meet the demand—his demand all right. He does not advertise—except spasmodically. His competitor outsells him as a natural result and it's only a question of time until A. captures the whole market.

Who pays for A's Advertising? The consumer is benefitted. The jobber and retailer find it good business sense to stock A's goods. And B pays for A's advertising in lost business and prestige.

Mr. Dealer! You can turn this subject upside-down, look at it from every point of the compass and then take a squint at it through a microscope, and if you can come to any other conclusion there's something the matter with your optic nerve.

The manufacturer, the jobber, the wholesaler, the retailer who does not advertise are bound to pay the advertising bills of the fellows who do. There's no other way for it.

It's a pretty safe proposition handling the goods of the manufacturer who advertises systematically and judiciously. He spends money to tell you about his

SPECIAL

For TEN DAYS Beginning
SATURDAY, JUNE 22nd

We will sell at 25 per cent Discount our entire line of
Rust Proof Blue and White
three coat enamel ware.

This enamel ware is our regular line which we have sold for the past two years and has proven very satisfactory. This will give you an opportunity to restock your kitchen with high class cooking ware at a small expense. Here are a few of the bargains:

6-quart preserving kettle, regular price 50c	35c
sale price	
8-quart preserving kettle, regular price 65c	50c
sale price	
12 quart seamless water pail, regular price \$1.25, sale price	95c
1-quart milk pan, regular price 15c sale price	10c
2-quart milk pan, regular price 30c, sale price	20c
3-quart milk pan, regular price 35c, sale price	25c
10-quart dish pan, regular price 65c, sale price	50c
2-quart seamless coffee pot, regular price 75c, sale price	60c
2-quart seamless tea pot, regular price 75c sale price	60c
6-quart mixing bowl, regular price 55c, sale price	45c
Pitcher and Bowl, regular price \$1.00 sale price	75c

The stock is complete now but is sure to be broken the first day of the sale. Our advice is to come the first day and make your selections, as you will be more liable to get what you want.

ROELL HARDWARE COMPANY

Opposite Morrill Hotel

the manufacturer whose advertising he reads in his trade journal or favorite newspaper. He finds all the selling points of that stove in a series of ads. in the former and his probable customers very likely know a good deal about that stove through daily paper advertising.

It is quite a difficult matter finding a real good stove ad. over a dealer's name and as we haven't time to look for one this issue, we do the next best thing by reproducing a very neat enamel-ware ad., which is just as strong and effective as any we've seen lately and a dealer cannot go far astray if he takes it as a model.

There are a number of ads. on hand which we'll criticise in our next talk. If this talk has done anything to convince the dealer that the manufacturer who advertises is his best friend, then it has served its purpose.

Some Stove Selling Suggestions

Practical Plans Proposed for Displaying, Advertising and Increasing the Sales of Stoves and Kitchen Furnishings

BUILDING UP A LARGE STOVE BUSINESS

By Thos. G. Suggett, bookkeeper for Henry Jones, hardware merchant, Uxbridge, Ont.

First, have a good sample of ranges and heaters in stock and have them well placed on the floor so that customers cannot help seeing them as they come in and out of the store. Always have them neat and clean and have the clerks draw the attention of every customer to your fine range of stoves at every opportunity. If the customer is not ready to buy at present, but may later, then make a memorandum in a book kept for the purpose of the name and address of the customer and do not fail to follow up each prospect either by a letter or a personal interview. Keep everlastingly at it and the trade will come to you.

Specialize on One Line.

Do not try to push too many lines of stoves. Find out the style or make of stoves most suitable to your district and in most demand, then push that particular line all you can. Give it a conspicuous place near the front of your store and in the window and talk it more than any other stove to your customers. Have a memorandum book to enter the name of every purchaser, and the name of the stove purchased.

About July of each year send the manufacturer whose stoves you are making a specialty of, a list of all who have purchased his make of stoves from you and have him supply you with advertising matter giving the names of the people in your district who have already purchased his stoves. Mail these circulars to every one in your district who has not already purchased your line of stoves. It should bring a great many new prospects, as neighbors like to imitate each other in a great many things they purchase. Always try and keep as near the one price and terms on a certain stove as you can, so that your customers will not find fault about your selling the same stove at different prices, and staying with the one price will enhance your profits and gain the confidence of the people. Always sell a stove on its merits and see that it does just what you say it will do.

Some Points About Delivery.

When you make a sale always deliver the stove yourself, and have a man go with it who understands stoves and how to put up pipes to look well and draw properly as well as knowing when a stove is properly connected with a chimney. When he sees a chimney, he will know whether it would have a good draft or not, so as not to allow your customer to condemn the stove when the whole fault would be that of the chimney. If the chimney is defective, have your man draw your customer's attention to it while he is putting up the stove, thus giving your customer no chance to find fault with your stove, for the first impression generally completes the sale of the stove.

Have your man start a fire in the stove and do not allow him to until your customer understands how to

operate it thoroughly. This all takes time, but it is good advertising and will bring its reward more than money spent in newspapers. Of course I would have the picture of the stove you are pushing in your local paper with a good ad. Have the name of the line you are pushing on your delivery wagon and it will help when driving through the town or country.

Discourage Stove Peddling.

Do not encourage the peddling of stoves, as it leads to expense and to the cutting of prices and would eventually destroy the retail stove trade.

Second-hand stoves, if in fair condition, should be thoroughly cleaned both inside and out and any requiring new

repairs should have same placed in them. Place such stoves in your showroom and do not look for too big a profit and you will find a ready sale for all second-hand stoves that are worth displaying.

Easy Payment Sales.

I would not sell a stove on the easy payment plan unless I could receive twenty per cent. of the retail price in cash, and I would want a lien agreement for the balance specifying a weekly payment such as I would consider my customer able to pay out of his salary. I would insist on the agreement being carried out to the letter wherever possible. Where a weekly payment is arranged, customers will generally pay before their money is all gone. In a monthly payment the amount would be larger and a great many customers would not make a provision to meet it and you would find them a little short many times during the year.

STOVE WINDOW DISPLAYS SUGGESTED

By K. A. Cameron, with H. S. Howland, Sons & Co., Toronto.

I have much pleasure in taking advantage of your invitation in Hardware and Metal to present my ideas on the best means of promoting business in the stove and kitchen furnishing branch of the trade.

It will hardly be necessary to deal with the purchasing of these lines as it is everywhere recognized that "goods well bought are half sold." As to the best means of promoting their sale in the fall and winter seasons, I would suggest that early in September the cooking and heating stoves be given a conspicuous place in the store, say where the lawn mowers, washing machines, or other spring or summer lines have been displayed. In the same way have an attractive stand or table of kitchen furnishings, such as tinware, enamelware, pots and pans, food choppers, mincing knives, stove brushes and polishes, sad irons, and the many other lines used in connection with the kitchen, placed in a prominent part of the store, where they can be examined by the casual customer. They are usually sold to women and most women prefer to "shop" rather than to set out with definite purchase in view.

Let the Window Help.

It is good policy to have a "stove" window early in the season and this should be made as attractive as circumstances will allow, assisted by appropriate window cards. In arranging this display, some idea which will attract attention should be followed out. For instance, have a coal stove illuminated at night from the inside by means of a red light. Another idea would be to have an ancient fireplace represented in the window illuminated as above, with a card suggesting that this style served in the olden days and referring the observer to the firm's stock for the most modern and most useful cooking and heating stoves. This window display should be followed by a

window of household utensils, also made up as attractive as possible.

Use Printers' Ink.

Advertising is something which must be indulged in according to the trade and circumstances of the advertiser. It must be observed, however, that advertising should be followed with a definite idea in view and done in such a way as to interest the possible buyer. The everyday merchant can undoubtedly greatly improve his business by a judicious expenditure in this means of securing publicity for his business. The circular idea is not new, but if properly managed brings splendid results. Have your circular well gotten up and given somewhat of a personal touch in the wording. Particularize, but do not go into useless detail, being brief and spicy in your remarks and to the point. Begin by exciting the curiosity of the recipient; create interest when naming prices or referring to quality of your goods and close with an invitation to come in and look the goods over. In this connection I might say it is well that the circular and newspaper advertising of the large departmental stores contributes very largely to their success in the sale of kitchen furnishings and the method can invariably be used successfully by the retail merchant. By giving the circular the personal touch, the merchant at one and the same time meets the necessity of canvassing the district and avoids the disagreeable or difficult features of doing so in other ways.

The Second-hand Problem.

Disposing of second-hand stoves is a problem which is sometimes hard to solve. Possibly the best way of dealing with this feature successfully is to put them in as good shape as possible at nominal expense and draw the attention of any of your less pretentious customers who would be possible purchasers to their good value.

It hardly pays to advertise this class of stock, which usually accumulates through sales of new goods, but at the same time a profit is assured when a proper value is placed on them in the course of the exchange, and they are subsequently sold before being further shopworn or dilapidated.

Rules for Credit Sales.

When selling stoves on credit, which, by the way, will be a necessary evil for at least some time to come, several rules should be observed: (A) A cash payment of at least one-third the value should be insisted upon in all cases excepting where customer has a running account in good standing; (B) The balance should be divided into payments as

mutually agreed but not to exceed say three months' time with the distinct understanding that a good rate of interest will be charged on overdue payments; (C) Where possible, a promissory note should be secured for the balance after cash payment is made. This system of selling stoves on the installment plan can be successfully carried out if the above rules are adhered to and moreover under this arrangement the danger of large outstanding accounts crippling the capital is minimized.

In conclusion, I would refer to the old saying: "Nothing succeeds like success." Establish your business in this branch of the trade and with reasonable attention it will continue to be a good source of profit.

SPECIALIZE ON CAREFULLY SELECTED LINES.

By Chas. D. Chown, Advertising Department Caverhill, Learmont & Co., Montreal.

The first requisite is to select lines most suitable for the trade to be catered for, good class, city or town trade; medium class trade, prosperous farming trade, struggling farming trade, etc., selecting a line suitable to the class of fuel to be used, hard coal, soft coal or wood.

Selecting the Line.

For the better class of trade, it will be desirable to adopt lines of cooking and heating stoves that the manufacturers advertise in newspapers, magazines, etc., that reach the general public. The points of merit are set forth in their advertisements, so that persons having in view the purchase of a stove or stoves, familiarize themselves with the points of merit and name of the stove. The dealer should connect such advertising to his business by using either similar advertisements in the local newspapers or by other means such as posters, circulars, etc., at the proper season.

Advertising Suggestions.

Many of the manufacturers supply their customers with electros to illustrate their lines free of charge. These are often complete in themselves, so that the only thing to be arranged for is to insert the advertiser's name and address. This style can be varied by using small electros of stoves only sufficiently large to identify. Then fill in space to be occupied with name and points of merit. It is not necessary to make use of illustrations other than to attract attention as very few can judge or identify from an illustration. Give the further space to be used to the name and points of merit.

For the cheaper class trade—price is the main thing, rather than advertising or high finishes.

Good Reasons for Specializing.

Confine selection to as few lines as possible and push their sale. 1st. Because the salesman can become acquainted with points of merit and present same more thoroughly. 2nd. Customer's attention is not taken up with the deciding between two lines appearing about equally good. 3rd. It makes possible to keep a fuller line of repairs with less stock to carry.

Large Second-hand Stoves Unsaleable.

To handle second-hand stoves it is desirable to have a reliable handy man who can put them in proper order to give fair satisfaction. They should only be allowed (in taking them in exchange) for on a basis that will permit of them being repaired and profitably sold. A very large size may be less value in this respect than the smaller sizes usually needed by the class of customers that buy second-hand stoves.

As far as possible follow up a sale until satisfied that customers know how to handle satisfactorily and the stove is giving results expected from it.

The Housefurnishing Department.

As far as possible, it is desirable to sell one maker's line of enamelled ware, etc., carry as full an assortment as trade will warrant, and displaying to

HAVE COLLECTING DONE BY YOUNG LADIES

By K. G. Dreyer, salesman with H. Macaulay, Chatham, Ont.

In the first place (and I consider it the most essential) select one make of ranges and stoves. Let this line be the best make you know of, for it is impossible for a man to be enthusiastic over an article unless he really believes it to be the best.

Give your ranges and stoves a prominent place in your store. Do not hide them under piles of hardware or other goods or, worse still, under dust. Keep them always bright and clean. A clean range is half sold.

Testimonials as Selling Helps.

During the early part of the summer write your customers (the lady of the house) who are already using your ranges, asking her opinion in a few words regarding its good qualities, and also for the names of three or more in their vicinity who intend buying stoves during the fall. Cut this correspondence down as much as possible and put each lady's name at the conclusion of her remarks. Get these printed in pamphlet form, having as frontispiece a good cut of your range. Head the printed matter "What Your Neighbors Say." Then mail a pamphlet personally to each address you received from your customers. In the early fall mail them a second one. If this does not have the desired effect mail them a third. Watch the results. The sale of an extra range will pay all expenses.

Don't Neglect Collections.

When your customer comes in, see that he is handled by your stove man, not by anyone who happens to be at liberty at that moment. It carries great weight to have your customer turned over to a man who knows his business.

Take old stoves in exchange, allowing what you see fit. A corner of your warehouse arranged for well cleaned second-hand stoves will pay for itself. If you wish to sell stoves on the easy payment plan, the system I favor is to have payments made weekly if possible. Arrange to call on your customers on Monday morning where customers are paid on Saturdays.

I would suggest that a girl do the collecting, as you will find that people are not so ready to give a girl a stand-off as they are a man, and in many cases people do not care to have

a man calling at their house weekly, as it shows too plainly that he is "collecting."

These are my personal ideas and they may prove of interest or beneficial to

MR. CHOWN WINS PRIZE.

Some weeks ago the editor asked readers of Hardware and Metal to send in letters outlining suggestions for increasing the sale of stoves and kitchen furnishings in the fall and winter season, referring incidentally to methods of advertising, display, canvassing, disposing of old stoves and selling on easy payments.

In reply a large number of answers were received, six of the most practical being submitted to a committee of President W. G. Scott, Mount Forest, and Vice-Presidents J. R. Hamblin, Barrie, and J. Walton Peart, St. Marys, of the Ontario Retail Hardware and Stove Dealers' Association. These gentlemen were asked to select the most practical replies, their choice being the one forwarded by Charles D. Chown, of Montreal, the articles by Messrs. Cameron, of Toronto, and Dreyer, of Chatham, being considered as very close to the prize winner.

In accordance with the committee's decision the prize of \$10 has been awarded to Mr. Chown, and the articles of the other leading contributors are being published along with the prize winning letter.

Another interesting friendly contest is announced on page 49 and if merchants, clerks, travelers and wholesalers co-operate as has been done in this contest some helpful ideas for holiday business will be published next October.

some, should you consider them worth space.

I thank you heartily for the many good and practical thoughts you have given me from time to time in your columns of Hardware and Metal and also for the opportunity you have given me to express my views.

Molding sand used for making molds for aluminum alloys should be worked dry as it is possible to use it and must be well vented. A slight "blow" from the sand, which would not injure other metals will invariably produce dirty castings in aluminum alloys. The metal is thus agitated from a "blow" of this nature and dross is always produced under such conditions.

best advantage possible. When desirable, to take up a newer line, push sales at reduced prices of the line to be dropped or substituted. This is the course pursued by departmental stores—proper window display with price ticket is the best aid to increase sales of these lines.

PROMOTING STOVE SALES IN WINTER SEASON

By E. A. White, with Thomas A. White, Bruce Mines, Ont.

In order to have a successful season in stoves and kitchenware and make it a profit-maker it is necessary to plan your campaign ahead. Do not wait until the season is on before making a move—get busy early—lay out where and how you can display them to the best advantage, have your advertisements written up ahead, and have your list of prospective buyers made out so that you will be in a position to go right after them as soon as you have your goods on display.

Interior Methods.

I find it is convenient and necessary to have stoves on trucks or casters, and ranges and heaters on raised platforms with a neat stove board underneath. They can be neatly arranged in rows, so that they can be immediately drawn out for inspection. A very necessary adjunct to the stove business is to know the stoves that you are selling, study up what the manufacturers say about them, and examine the stove fully. Find out all about it so that you can tell a customer all its meritorious points. When a buyer comes in don't be afraid to run the stove out where it can be seen. Take it apart, and have him examine its interior, fittings, grates, fire-back, etc. In fact, show every detail about it, no matter how small it may seem, it all helps to pile up evidence that you have a good stove and that you are proud to let it be known.

Kitchen Utensils and Furnishings.

Advertise liberally and have the goods neatly arranged in the centre of the store. I find taking one line of kitchenware in different sizes and displaying them prominently with price of each article plainly marked is a good way to get exchange for cash. As a matter of fact, they sell themselves, the people notice them and know at once what they can be bought for and they generally realize that they need just such an article. A price card, too, has an attraction for most people, especially the ladies, and they are the ones that buy kitchen utensils. Of course, it is quite necessary to change this display every few days if you have not the space to display a whole kitchen outfit at once.

Try this idea in your store and when you come to small articles lay out a 5, 10 and 15-cent table of goods plainly marked, "Any article on this table for 10 cents," whatever price it may happen to be. But always bear in mind not to dump the articles on the table in hopeless confusion, as you know the phrase, "Goods neatly arranged are half sold."

Going After the Stove Business.

But the real energy is put forth in advertisements, personal letters and

To sum up, select carefully; confine lines to as few lines as possible and push them and limit credit to the shortest possible time, subject to a lien contract. A satisfied customer is a great aid to making further sales and he or she is more likely to be such when he or she has paid for articles purchased.

canvassing. Use printers' ink liberally but systematically. Have your ads. written weeks ahead, though you may be able to improve them before they are used. Have a cut of each stove you wish to advertise and give your attention to each one in turn, beginning on your leader and following it up with lower priced stoves. Tell all the points about it and give a synopsis of its construction, metal used, grates, size of oven, cooking surface, etc. Be as brief as possible, but to the point, and above all, state the price and terms on which it may be purchased. Follow this up week after week; have a new ad. each week and something new to say, and you will be agreeably surprised at results, as it makes immediate sales and lays the foundation for future trade. But while the newspaper is busy talking for you, be busy yourself. Take an hour each day and go out to see your customers and friends. Don't let them forget that you sell up-to-date lines of stoves and kitchen ware. Make it habit to go out as you will meet your friends who will likely become customers. If you have a slack day go out among your farmer friends; get thoroughly acquainted with them; and take an interest in their work and show them by your manner that you would like them to get along well.

Make their interests your interests, study their needs and incidentally tell them of fine lines of goods you carry, and always be pleasant and sociable. It doesn't cost anything to be pleasant and pays big dividends in the way of business. You will find that they will make it a point to call at your store the next time they are in town. They generally stick and make good customers. A little time spent in canvassing your business territory will pay as surely as it does the man who goes about to sell a binder or a cream separator.

Compile a Mailing List.

Another thing that helps to get trade is to keep a list of your customers and another list of those who are not, but whom you would like to have as customers. Write personal letters to them and if you have any snaps going, tell them about them. Tell them candidly about your goods and quote prices on some of the articles. They will certainly be interested, and come to your store to see and perhaps buy some of the goods you mention.

I have found from experience that it pays to write personal letters. I wrote letters to twelve different farmers who were not steady customers, and tried to interest them in a new style of barn door hanger, and I noted that nine of them came to the store to see the model, and seven of them bought the hangers and other goods, and I now count them on my steady list.

Second-hand Stoves Pay.

Always try to keep in touch with the people, and at all times be ready to make a deal. You can take second-hand stoves as part pay on a new one. There is money to be made on them and they can generally be handled to advantage by giving them a thorough overhauling and supplying a new grate or fire-brick, by giving the oven and fire-box a coat of whitewash or red oxide and the interior a liberal coat of black lead.

I find it to be one of the best paying lines and that it certainly pays to take them in exchange. We generally sell them by means of newspaper advertising, and by enclosing a short letter with our monthly accounts to the effect that we have a number of second-hand stoves, giving description and price and mentioning that they may be bought on an easy payment plan. It generally brings results, besides taking the sting off of being invited to square up accounts, as some people hate to receive a dunner.

Method of Securing Payments.

I find a good plan to follow when selling a stove is to have a sliding scale of a cash payment down, according to price of stove and from \$5 to \$10 a month and take a lien note on the stove, something like the following:

Bruce Mines, April 18th, 1907.

This note, given to for one stove, name, No. this stove to remain the property of said and may be taken at any time without process of law if payments are not made as hereinafter agreed upon.

Payments to be made as follows:—
Ten dollars (\$10) down, at time of sale, and \$8 per month until paid in full. Value of note \$34 (thirty-four dollars).

Signed

By using above form we are fully protected, as if payments are not made monthly, we can take the stove and it can be sold again to advantage, as the use of it for a month or so would not decrease its value to the amount we receive in payment on it. Payments generally are made promptly and it eliminates the six months' note and you have a certain amount of cash coming in monthly. I have used the note and find it a good plan and a safeguard against unscrupulous buyers, and I hope it may be of some benefit to my fellow hardwaremen.

HARVEST COOKING EXHIBIT SPECIAL SALE.

By A. Webber, Travelling Salesman for Merrick, Anderson & Co., Winnipeg.

At the proper season of the year the merchant should have all his floor samples and new stock and keep them well to the front of his store; make them attractive to the eye, occasionally moving their position. Do not let them appear as a shop fixture by placing them in a row at the back end of the store covered with horse blankets and other matter so commonly seen in hardware stores to-day.

For display set aside one week after the harvest is over for a cooking exhibit, and if carried out along the fol-

lowing lines will meet with good success. One week before so doing, use a half-page of your local paper, drawing your customers' attention to the event to take place at your store. Make this advertisement pay for itself by following it up with an invitation sent by post inviting the lady of the house to come and partake of hot biscuits, etc. During the sale, give as a souvenir to all purchasers of ranges, their choice of some household necessity, the value to be mentioned on your invitation.

During the sale week equip your window as a model kitchen. If possible arrange a full line of ranges you are demonstrating well up to the front of the store. Have your clerks well schooled to talk stoves and stoves only during that week, and your success is assured.

During the stove season contract for a space in your local paper, make it attractive by changing it according to the conditions of your locality. In sending mail matter to your customers always enclose some circular relating to the different lines of stoves you are selling and offer to take their old stove in exchange.

Canvass District for Business.

By all means canvass your district for business. It does not necessarily follow that you, personally, do this work. Learn by inquiring from your customers from time to time parties who are about to buy a stove in the near future. When hearing of a proposed customer, mail him printed matter of your line of stoves carried and invite him to call to see you. If this does not bring the desired effect, follow it up with a personal call, and no doubt you will close the deal.

To sell old stoves at a profit to the business, thoroughly overhaul them, getting all necessary repairs; black lead them well; paint the interior, fire-box, top of over, either a red color or white. This will make them attractive to the intending purchaser. Sell with a guarantee that if not satisfactory, you will exchange for any other stove they might desire. This practically closes the sale.

Have Country Customers Sign Notes.

To sell on easy payments, if in a city, endeavor to get on first payment 25 per cent. of purchase price paid down, make the balance a weekly installment payable at your office. Have a lien drawn up and properly executed on these conditions. Should a payment be missed write or call to know the reason why. Use judgment in finding out the responsibility of your customers. The above conditions apply to a person working on a weekly salary. Conditions can be easily changed if monthly payments are more requisite. If your customer should be in the country, get your first installment according to conditions; make out the balance in notes payable in three different payments; these the bank will handle for you, and your account is secured.

SLIGHTLY MIXED ON HOSE.

Now and then a bit of humor comes to cheer the everyday life of the man who goes "out on the road" to sell goods. A recent experience of one of the salesmen for the Crane Co. is an illustration in point.

It was the salesman's first trip. In a small town in Arkansas, business was

greatly crippled, owing to high water, and he was not surprised to be told by the buyer for the leading hardware store that, in the circumstances, there wasn't a thing in the traveler's line that the buyer could use.

The abundance of water everywhere visible suggested a question to the salesman, so he inquired: "Don't you intend to carry any garden hose this season?"

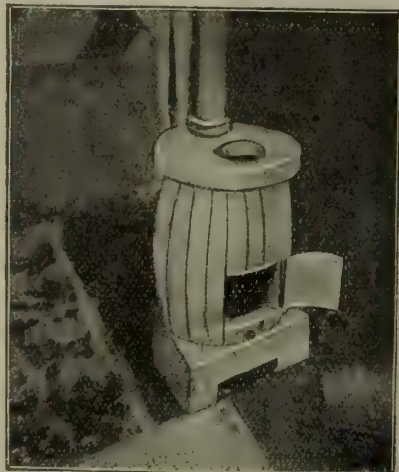
"Oh, yes; I carry a stock of hoses all the time. Do you mean to tell me that the Crane Co. sells hoses?"

"Yes, indeed. We carry at our branch a full line of all kinds of hose."

"Well, that's a new one on me. I never heard of a plumbing supply house selling a line like that."

"You haven't? Why, all first-class houses in this line handle hose."

"Well, our principal demand in this country is for cotton hoses; so if you have the kind we want, I guess I could give you a small order."



Reinforced Concrete Stove.

Thus encouraged, the salesman produced a sample of three-quarter inch cotton hose. Then the buyer laughed and the salesman joined in the mirth, and both decided, as with a single voice, that it was up to each to inquire "What's yours?"

HOW TO MAKE A CONCRETE STOVE

A cement residence in which the building, roof, chimney porch, and a good portion of the interior finishing was made entirely of concrete, led the owner to build a cement stove with which to heat the conservatory. We do not understand that any heating advantages are claimed over an iron stove, but the novelty of the thing makes it interesting.

The stove was made in three parts, the base, the body and the top. The base was made with concrete grate bars in an ordinary box, the top was made in a round form with a piece of sewer pipe put in for the base of the stove pipe, the hole in the top was made by setting a tin pan, bottom of which was covered with oiled paper, right in the form. The body of the stove was made

by setting a small barrel inside a large one and filling the space between the two with concrete, the door being blocked out in the barrel, hinges set in while the concrete was wet. The whole stove was reinforced with "lock-woven steel fabric" at a cost of about one-sixth of what an ordinary iron stove would be.

DELIVER THE GOODS.

The world will buy largely of anyone who

Will deliver the goods;

It is ready and eager to barter if you Can deliver the goods.

But don't take its order and make out the bill

Unless you are sure you are able to fill Your contract, because it won't pay you until

You deliver the goods.

And rude or refined be your wares, still be sure

To deliver the goods;

Though a king or a clown, still remember that you're

To deliver the goods.

If you find you are called to the pulpit to preach,

To the playhouse to play, to the forum to teach,

Be you poet or porter, remember that each

Must deliver the goods.

The world rears its loftiest shafts to the men

Who deliver the goods;

With plow, lever, brush, hammer, sword, or with pen

They deliver the goods.

And while we their eloquent epitaphs scan,

They say, in the world's work, they stood in the van,

We know that the meaning is, "Here lies a man

Who delivered the goods."

—Nixon Waterman, in Success Magazine.

BRITISH TRADE NEWS.

W. Willis Mitchell, representing Jas. Cartland & Sons, of Birmingham, is now on his way to Canada, having sailed by R.M.S. Virginian from Liverpool on the 19th inst. Mr. Mitchell has completely recovered from the serious illness that cut short his last Canadian trip, and hopes to renew acquaintance with his friends amongst the trade during the next few weeks.

U.S. TRADE NEWS.

Mr. George F. Bradford has been appointed editor of Hardware, to succeed Henry Hopkins, who held the post for eleven years previous. Hardware is a semi-monthly magazine, published at 415 Produce Exchange, New York City. Mr. Bradford is known to the printing and publishing trade as the former editor of Wesel's Message, and advertising manager for the F. Wesel Manufacturing Co. He is the son of the late Hunter Bradford, favorably known in the Eastern Townships as the former editor of The Sherbrooke Gazette.

Construction of Chimneys and Flues

Extracts from the Report of the Committee on Chimneys and Flues to the National Fire Protection Association.

In all chimneys and flues of brick construction only good, hard, well burnt brick should be used; soft or "salmon" brick should be prohibited; all joints should be struck smooth on inside excepting where the flue is lined with well burnt clay or terra cotta pipe; no pargeting mortar shall be used on the inside; for bake ovens, low pressure boilers and similar purposes the brickwork shall be at least 8 inches in thickness and lined continuously on inside with well burnt clay or terra cotta pipe and be capped with terra cotta, stone or cast iron; for high pressure boilers the brickwork shall not be less than 12 inches in thickness, with the inside 4 inches of this wall built up of fire-brick laid in fire mortar for a distance of 25 feet in any direction from the source of heat; for smelting furnaces or of steam boilers or other apparatus which heat the flues to a high temperature, shall be built with double walls of suitable thickness for the temperature, with an air space between the walls, the inside 4 inches to be of fire-brick laid in fire mortar for a distance of not less than 25 feet in any direction from the source of heat. All other chimney flues shall be lined continuously on the inside with well burnt clay or terra cotta pipe made smooth on inside from the bottom of the flue or throat of the fireplace, if flue starts from the latter; chimneys not in continual use, or in dwellings from fireplaces or stoves, need not be lined, but must be struck smooth on inside.

House Chimneys.

It is not advisable to have any bends or curves requiring a smaller upward inclination than 75 degrees, and all curves and bends are to be deprecated. No flue should be less than 8 x 8 inches. No chimney shall be built up from any floor, shelf or beam of a building where these are of wood. In a frame building where the chimney is not built up from the ground, it should rest on a base of masonry of firebrick set in fire mortar not less than 12 inches thick, this base resting on supports independent of the construction of the building. In a brick building where the chimney is not built in the wall, it should be built as in similar cases in a frame building, or the wall should be corbelled out so as to support the chimney, which should then be properly anchored into the wall. In a stone or concrete building the treatment should be the same as in a brick building. All unused flue holes in chimneys should be bricked up, or closed with permanent, tightly fitting metal covers, but no papers, bags, cloths or other inflammable materials must be used for this purpose. Horizontal brick flues should be covered on their tops with neat cement.

In the consideration of the best methods for protecting woodwork and other inflammable materials from the effects of heat from metal heat conveying flues we are brought face to face with a question of diversified and various aspects; as, for instance, the thickness of the metal, the temperature, the distance from the woodwork, the continuous length of time that heat is being conveyed, air drafts, and the amount of ventilation about the flue. The class of protection must be considered and required in conjunction with and is dependent upon these conditions. In some places metal shields with air spaces of varying depths on each side will be sufficient; in other places a heavy coating of asbestos on the flue and an air space between it and the woodwork will answer; in other places the woodwork should be protected with asbestos overlaid with tin, following all lines and angles of the woodwork, standard tin clad, but your committee is unable, under the varying conditions, to lay down any one method and can only recommend that the protection shall be adequate for the conditions involved and shall consist of practically one of the three above-mentioned methods.

Protection Around Stove Pipes.

Sheet metal stove pipes should be prohibited where passing through roofs, sides of buildings, where in concealed spaces or where subject to sufficient moisture to cause rusting. Where passing through partitions, floors or other inflammable materials they should be surrounded with thimbles of metal so constructed as to maintain an air space of at least 2 inches between the pipe and the thimble and with ventilating holes so placed as to carry off the heat from within the thimble, or be surrounded with metal pipe and so placed as to maintain a clear space of at least 1½ inches between the smoke pipe and the surrounding pipe, or be held in a soapstone collar or well burnt clay ring of not less than 2 inches in thickness, and so placed that no wood will be within 2 inches of the pipe; should enter the chimney in full sight, fit the chimney hole closely; should not enter a chimney hole within 12 inches of any wooden floor, partition, or of any ceiling, other than fireproof construction, unless there is a metal shield with ventilating space on both sides between the pipe and the woodwork, when the distance may be not less than 8 inches, or if the woodwork is covered with asbestos overlaid with tin standard clad, then the distance may be not less than 2 inches. All joints must be tight.

Tile flues, whether of well burnt clay or of vitrified tile, should not be used; these are subject to breakage, not only from physical shock but from the ef-

fects of heat, moisture and cold, through contraction and expansion, especially where the variations of these conditions are extreme. If permitted, they should not rest upon any wooden shelf, flooring, etc., and should have a space of at least 2 inches between them and all woodwork through which they may pass; they must not be used in concealed space. Clay pipe flues or chimneys are prohibited.

Any hollow, continuous space in a building constructed of hollow building brick, tile or cement blocks cannot be made use of as a flue or chimney. This practice is extremely dangerous and is prohibited.

Protection Around Steam Pipes.

Steam pipes should under no condition be allowed in contact with wood or any other inflammable material; where on the side of a room they should be hung on iron hangers of approved design; where overhead they must be hung on iron holders; where on floors they should be supported on bricks, approved iron supports, iron pipes, or should be hung from above; where passing through floors the floors must be cut away so as to allow a clear space between the pipes and the wood, and the pipes must be properly bushed; should not be in any location where they cannot be easily reached for the purpose of cleaning all dust, rubbish, etc., from them, such as behind benches, false flooring, etc.; wherever placed, or however hung, they must be permanently fixed so as not to be affected in their position by "hammer," expansion and contraction. The overhead method of steam piping is preferred.

Foundry cupolas should have cast iron or steel charging floors; should extend at least 10 feet above highest point of any roof within a radius of 50 feet; be covered on top with a heavy wire netting; be capped with a spark arrester, and in all parts be at least 2 feet from all surrounding woodwork.

The size of all dampers in all flues should be limited in area; those in furnace and boiler flues should advisably be of a size of but nine-tenths of the area of the flue opening.

In addition to the points already brought out we would suggest:

That all chimneys be cleaned out yearly, at least.

That regular rules be insisted upon as to cleaning of all dust, rubbish, waste, etc., from all steam pipes, and particularly from the tops of horizontal heat conveying pipes.

That all heat conveying pipes receive regular inspection in order to see whether they have become loose at the joints, whether they have sprung so as to come in contact with wood, whether they are properly supported.

Selling Stoves on Easy Payments

Methods used by some retailers and samples of notes made.

While there is an undoubted tendency in the retail hardware business in Canada towards the cash system, the plan of selling stoves on easy payments seems to be firmly rooted in our mercantile life. It is doubtful, therefore, if it will be discontinued as it meets a popular demand, and being done on a note basis, is very close to cash.

leaving the account open to a verbal agreement. It gives the creditor something to think of, and makes him feel that it is an agreement that he has entered into and he thus provides to meet it. Our business on the installment plan is done mostly with mechanics and railroad employees, and we find it works out satisfactorily. Only in one case do we

of payment. They may have some fat cattle to sell in a couple of months, or a load of pigs to sell after a while, but cannot say just when, at any rate, they will pay before long. And we are generally so glad to make the sale that we do not ask them to set a date for payment. We generally find our farmer customers good pay, while they are not all prompt pay by any means. On the whole, we lose very few accounts with the farmers. With a certain class of town trade we find the easy payment plan a good one. We always insist on a good-sized payment at time of purchase, and arrange the balance to be paid semi-monthly or monthly, as our customers may desire. We find that clause in our note which says the goods and chattels belong to us and remain under our direction until fully paid, has had the effect of insuring prompt payments. I have used this form, or a similar one, for ten years, and as yet have never lost a cent on a stove or range covered by one of these notes, and in very few instances have had to take back a stove."

In no case shall the interest on this note be less than the cash price of the goods sold, or any of the remaining classes. Any other alterations must be made by the maker of the note.

The following blanks must be filled in carefully and correctly:

NAME

P. O.

Lot

Con.

Township

Owner of

Acres

Renter of

Acres

Remarks

Agent

\$ 100 Tillsonburg, 190 No. 190

On or before the day of 190 for value received

in the purchase of

I promise to pay to The McClary Manufacturing Company, or beaser, at the office of

the sum of Dollars,

with 7 per cent. interest until due, and with one per cent. interest per month after due until paid.

I also agree to furnish security satisfactory to you at any time if required. If I fail to furnish such security when demanded, or if I make any default or payment of this or any other debt to you, you may declare this note due and payable, even before the maturity of the same, and suit therefor may be immediately entered, tried and finally disposed of in the Court for the division in which the office of C. W. Conn, agent for The McClary Manufacturing Co., is located; and you may retain possession of the property for which this note is given without process of law, and at any time thereafter, without notice to me, may sell the same at public auction or private sale, the proceeds thereof, less proper charges of retaining possession and sale, to be applied on account of the purchase price and interest then unpaid. Such repossession, sale or right to sell shall in no way affect my liability for, or my right to recover from me the amount of the full purchase price and interest, less any sum credited on account as before provided. Upon such sale, if any, my right to possession and delivery before and after full payment, and all my other rights and claims thereto shall forever cease. Subject to these provisions I am to have possession and use of the property for which this note is given at my own risk of damage or destruction from any cause, but the title thereto is not to pass to me until payment in full of the purchase price and interest.

This is a copy of note given by of

P. O. Agent.

Duplicate Form of C. W. Conn's (Tillsonburg) Lien Note.

The methods adopted by different firms differ considerably, and Hardware and Metal gives the opinions of two firms below, also reproducing two or three of the notes forms used in different parts of Ontario. The varied character of these notes is such that steps might well be taken towards the adoption of a uniform contract drafted in clear legal language. This is a matter of interest to every hardwareman, and if readers of the paper will forward to the editor samples of their contract forms, together with a brief review of their experiences in selling stoves on easy payments, it will be a step towards the desired uniformity.

Due Cargill, Ont., 190

Months after date promise to pay T. H. LATIMER on

order at the

sum of Dollars

Value received, with interest at per cent., and after maturity ten per cent. interest will be paid. This note is given for the purchase of the Goods and Chattels mentioned below, which Goods and Chattels will remain the property of the said T. H. LATIMER, and under his direction until this note is paid in full, it being optional with the said T. H. LATIMER, upon default of payment, to take possession of said Goods and Chattels, or to collect this note by process of law; and in case they shall take such Goods and Chattels, the said T. H. LATIMER shall not be liable to refund any moneys heretofore paid by the purchaser thereof, and I acknowledge having received a copy of this note.

P. O. Address

Note used by T. H. Latimer for about Ten Years.

Name Richard's Landing, 189

P. O. On or before the first day of 189

Lot Con. for value received I promise to pay to JAMES R. MOORE, or order, at his store

Township DOLLARS,

Owner of acres with interest at 7 per cent. per annum until due and 10 per cent per annum after due until paid

Renter of Acres

Given for

I hereby acknowledge having this day received a copy of this note.

No.

Form of Lien Note used by James R. Moore, Richards Landing.

H. H. Otton & Son, Barrie, in a recent letter, said they offered a cash discount off all stoves to encourage a cash sale. When selling on easy payments they sell at four months, occasionally stretching the term to five. They get one-third of the price down and divide the balance into four installments. They continue:

"We like the lien note plan where stoves are sold on credit, rather than

know of having had to take back a stove not paid for."

T. H. Latimer, of Latimer & Elliott, Chesley, Ont., expressed his opinion as follows:

"In selling stoves on easy payments I find the practice is not a good one with country customers. They prefer to pay for the stove at time of purchase, or if in need of time they do not like to bind themselves to any set date

SPECIALIZING IN STOVE MANUFACTURING.

Address by Lewis Moore, before the National Association of the Stove Manufacturers of America.

"Are the most profitable results obtained by the manufacturer who specializes his business, or by one who adds to his stoves and ranges such goods as furnaces, hot water and steam heating apparatus, gas and gasoline stoves?" The question does not seem to me to be susceptible of a categorical answer of general application.

Most of you can recall the early triumphs of the celebrated P. P. Stewart cook stoves and the P. P. Stewart parlors, yet the makers of these renowned and profitable specialties have been tempted into other and wider fields of effort. The early reputation of the great Detroit houses was founded on the hard coal base burner. Yet, has the large measure of success which has been theirs, satisfied them? They have almost without exception added one or more new branches to their business.

The Round Oak, which has made Dowagiac famous, is probably the best example of the wonderful success which lies in a specialty adapted to a wide market.

Changes of Patterns.

It may not be amiss to call attention to the disposition of manufacturers to change patterns about as often as women change the style of their hats. Patterns, which have not had more than one or two years' sale, are discarded; others substituted in which the castings are not interchangeable, which have no improvement in construction, usefulness or appearance, and the result is that the death of the one and the birth of the other adds greatly to the ultimate cost of stoves. This course is not beneficial to the manufacturer, dealer or consumer, and it is difficult to assign a satisfactory reason for the condition.

The more natural method would be for the manufacturer to build a line of

energies over a diversified product. He is employing the minimum of capital, he is taking the minimum of chance, and he is providing himself the maximum of contentment.

But suppose this man is not satisfied with his profit, and thinks he might just as well increase it by adding another hundred thousand or more dollars to his volume by putting in furnaces. If he goes at it in a whole-souled way he will have to make special provision in shop equipment; he will be compelled to create special factory and selling organizations; he will be forced to supply a lot of extra capital, also take additional chances, and devote a large part of his own time to the new venture.

Again, this manufacturer makes up his mind he wants to add hot water and steam heating apparatus to his present line. This calls for a very material increase in capital, in shop facilities; also an expensive organization and great ad-

in his business. Theoretically, the man who makes and sticks to a specialty should win more easily than his rival who diversifies his product.

THE EVOLUTION OF THE STOVE.

The advantages and comforts we derive from our ranges and gas stoves in this twentieth century do not suggest much regarding its primitive form. It is a long way from the camp fire of the Indians and savages of Europe to our modern heater. They are both equally indispensable in their places, the one in the twentieth century, and the other in the first, and they both supplied a demand.

The log fire of the Indians answered its purpose, but it was soon found by the users that there ought to be some way of carrying farther away the offensive smoke. It was a long time before a method was found to do this. They readily saw that their fire must be confined to a limited space before the pipe could be adjusted. We have the fire-place as the modern representative of this method. It was a long time before the stove, with its still more confined fire-box and bake oven, with a boiler attached, was invented. A large majority of homes in our own time preserve in the parlor the antitype of the stove and spend pleasurable hours before it.

It is hard to say what the twentieth century has yet in store for us in the way of an improvement on the range and heater. Such great improvements have been made in the past that we can not set any limitations on what improvements may be made.

HOW TO MANUFACTURE METAL POLISH.

Metal polish is one of the easiest things in the world to manufacture, and, as the cost of materials is little or nothing, the profits are very large. Take any quantity of yellow or blue clay, perfectly free from sand, and allow it to dry. Pulverize by pounding it and run through a flour sieve, or a finer sieve if one is available.

To five pounds of this sifted clay add one pound of sifted wood ashes and mix to a very stiff paste with a solution of water and lye, in the proportion of one gallon of water to two heaping table-spoonsful of lye. Spread this mixture on a flat, planed board and level off the top until it has a uniform thickness of about one inch. When it has become set, mark it off into squares about two inches on a side and cut apart.

To use this polish, scrape off a little on a moist cloth and rub the article to be polished, thereby giving it a glittering, lustrous shine. To my own knowledge, one man has made a good living making and selling this polish. If the material is sifted carefully in the making the preparation will not scratch the finest polished surface.—Contributed by James E. Noble, 999 Queen street west, Toronto, Ontario.

G. H. Clark & Co., Hardware, Etc., Erie Avenue, Niagara Falls, Ontario.

DESCRIPTION AND VALUE OF GOODS		Amt. forward	Duplicate Contract	
			This is to certify that I have received from G. H. Clark & Co. goods as noted hereon, which I will keep in the same good order as when received. The goods to remain the property of G. H. Clark & Co. and for the use of the same I will pay G. H. Clark & Co. or order as follows: on the delivery of the goods dollars, and on every thereafter dollars, until the full amount of dollars has been paid.	
			Upon failure to pay any of said payments or if I shall sell, or offer for sale, REMOVE OR ATTEMPT TO REMOVE THE SAID GOODS FROM without the written consent of G. H. Clark & Co. or if G. H. Clark & Co. has any reason to deem themselves insecure, in any of said cases the said G. H. Clark & Co. or their agents may enter into or upon the premises wherever the goods may be, and resume actual possession of said goods with or without process of law; and the payments heretofore made shall be for the use thereof.	
			It is further agreed that any other goods that may be taken as an addition to this contract shall be a part of the same and bill of sale will not be given for any part until the total of this and all additions, has been paid.	
			I have received a duplicate of this contract.	
		Advance to make time price		
		Total		
Amount Forward			Signature	
Date	190		Residence	
Witness				

NO OTHER AGREEMENT WILL BE RECOGNIZED.

Contract Blank with Space for Checking Payments.

stoves suitable for the territory in which he operates, and make common to all as many of the parts as possible. This would permit the profitable use of molding machines and other equipment which would tend materially to reduce the cost and improve the quality, the pattern to be continued until some real improvement in construction, usefulness or appearance makes a change desirable.

This method would effect economies which would make possible lower selling prices, and at the same time insure better profits. In this way the stove business would be more nearly specialized, and the opportunity for getting out of a meritorious construction all there is in it would be greater.

A man who develops his stove business along these lines and whose shop and selling organizations are properly adjusted, would be far better fitted to produce results in the way of dividends, than if he were forced to divide his

ditional hazard. He then branches out into the manufacture of gas stoves, which demands new capital to provide the equipment, the organization and to promote the venture.

Now, this manufacturer, whose time at first was devoted to one thing, is spreading himself over four distinct branches. He cannot give the same careful thought and strong effort to any one of these departments that he originally did to the making of stoves, and the chances are that his product will not be of as high grade as it once was.

Where he formerly had to deal with stove molders, mounters and polishers, he now has to deal with a large number of other trades. His shop troubles are multiplied; his peace of mind is gone, and it is not improbable that at the end of the year the additional money he may have in the till will not be sufficient to compensate for all the hazard and worry that have attended the increase

Practical Talks on Warm Air Heating

The First of a Series of Articles by E. H. Roberts.

Heating Plan for School Building.

The plan here shown consists of a battery of two 27-inch round firepot furnaces set portable and connecting by means of five round galvanized warm air pipes to the classrooms and hall on the first floor, and to the classrooms on the second floor.

The advantage of using round instead of square pipes to conduct the warm air is apparent to anyone who has had experience in warm air heating, for heat

cannot get into the shaft from basement.

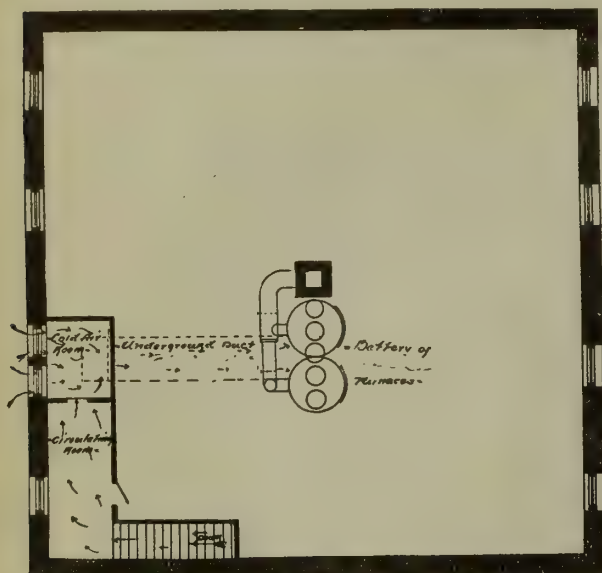
Radiation from Pipes.

There is no real necessity for covering the warm air pipes with asbestos, although this can be done if desired, for the radiation from the pipes tends to increase the strength of ventilation and is, therefore, not a waste, but a positive benefit. The vent shaft extends from first floor to attic and the foul air is drawn out of attic through a 24-inch

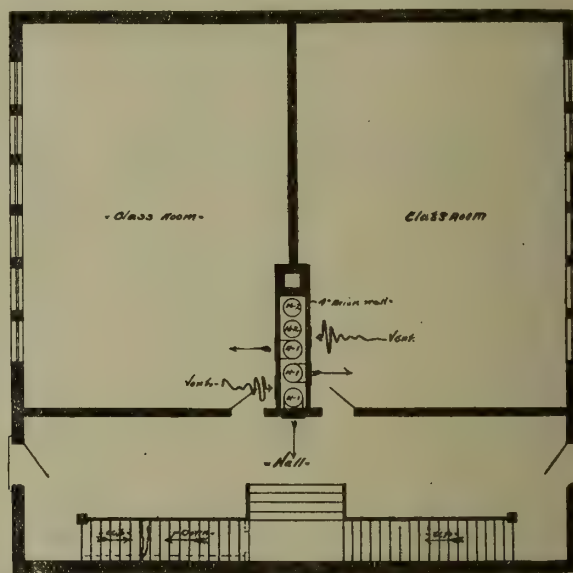
blackboards, but in the hall on first floor the register should be as near the floor line as possible or, if desired, a floor register may be used instead of one in side wall, as shown on our plan.

To Regulate Temperature in Classrooms

The simplest way is to provide a lever damper for each pipe, the lever connecting by means of a chain running through vent shaft with the regulating plate in classroom above.



Basement Plan.

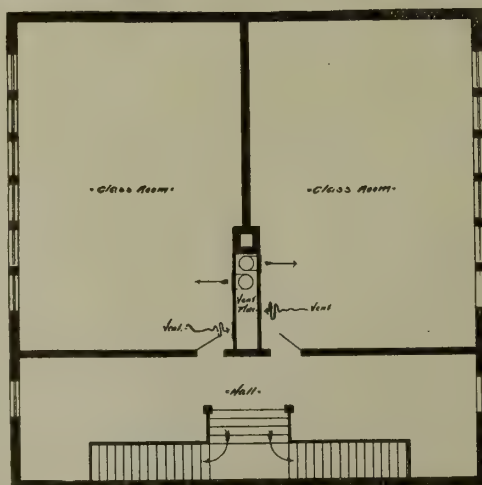


First Floor Plan.

will travel much more rapidly through round than through square pipes. Round pipes are also cheaper and more convenient to install, but in this instance the greatest advantage of the round pipes is due to the fact that the air spaces surrounding them can be utilized for ventilation and the heat radiated from the warm air pipes creates an upward draft that insures a thorough and rapid means of exhausting the foul air from the upper classrooms.

Undoubtedly, to those who are familiar with the old method of building the warm air and ventilating flues of brick and extending them to the basement floor, this arrangement may seem a radical innovation but it is no exaggeration to say that by placing the furnaces directly under the warm air flues instead of off to one side and using round, galvanized pipes, instead of the rough brick ducts, the heating power of the furnaces is increased at least 50 per cent. The circulation of the warm air to the classrooms and the exhaust of the foul air from the building, is also made very much more positive and rapid.

The walls around the warm air pipes should be made of brick, so there can be no danger of fire from that source, and the bottom of the vent shaft should be closed off on a level with first floor by brick and cement, so that the air



Second Floor Plan

Globe or Star Ventilator in the roof. This ventilator is not absolutely necessary, for the ventilation will be found almost as successful if the air is simply allowed to pass out of the attic through open shutters in the gables, but we advise using a ventilator, as it adds to the strength of the foul air exhaust and makes the ventilation perfectly independent of outside atmospheric conditions.

The warm air registers or grilles in classrooms should be placed above the

The more scientific method, however, is to make the connections from the cold air room to the warm air pipes just over furnaces and supply these with double-acting valves, so that the temperature of the air can be perfectly controlled from the various rooms of the building without reducing the quantity of pure air delivered by each.

The chimney, which we have located in about the centre of the building, should have a flue 16 x 16, which is more than sufficient to supply draft for both furnaces. By connecting the hoods of the furnaces or by using what is called a battery hood, one furnace can be used in mild weather to supply heat for the entire building.

The Cold Air Supply.

Now in regard to the cold air supply; you will notice we have indicated a cold air room directly back of furnaces and an underground duct connecting this room with the pits under heaters.

This cold air room prevents the positive atmospheric pressure from the opposite side of the building, and it also makes the cold air pressure more constant than it would be if the vertical shaft were the same size as the underground duct.

In order to secure the greatest economy of fuel in schoolhouse heating it is necessary to use inside circulation dur-

ing those hours that school is not in session. To accomplish this we have partitioned off a passageway between the cold air room and the basement stairs so that when the basement stair door and the doors of classrooms are open, the air can be drawn down from both the first and second floors of the building through this basement passageway into the cold air room and from here through underground duct to furnaces.

Of course, when using inside circulation, it is necessary to close off the outside air by shutting the windows in cold air room and the vent registers in class rooms should also be closed so that the warm air cannot pass out of the building through the ventilating shaft.

It is possible to heat this building with a single furnace of the large horizontal type, but, in our opinion, the two portable furnaces will do the work more positively, with less fuel, and in every way prove more satisfactory than a single furnace, no matter how large or powerful.

One very attractive feature of a plant such as we have shown here is the low cost of installation, but from every standpoint of fuel economy, pure air supply and general efficiency, it will compare favorably with a steam plant costing three or four times as much.

HEATING POWER OF WOOD.

Contrary to a widespread belief that hard woods give more heat in burning than soft varieties, the scientists at Washington are contending that the greatest heating power is possessed by the wood of the linden tree, which is very soft. Fir stands next to linden and almost equal to it. Then comes pine, hardly inferior to fir and linden, while hard oak possesses 8 per cent. less heating capacity than linden and red beech 10 per cent. less.

DIRECTIONS FOR OPERATING STOVES.

The following directions for the operation of cook stoves and ranges are given in the catalogue of an American stove manufacturer:

To secure good operation in cook stoves and ranges, make sure: 1st.—That the flue stopper is in its place. 2nd.—That the chimney is clear and has a good draft at pipehole. Many chimneys are made too low, and draw better when a "smoke-stack" is put on them. 3rd.—That the pipe fits closely on the stove and in the chimney. No air should go outside of the pipe. 4th.—That the pipe does not go too far in the chimney. 5th.—That no ashes from chimney get into the end of the pipe. 6th.—That there are no pipe holes open on the opposite side of the chimney, either above or below, and that there is not unused stove, with draft slide open, leading into the same chimney. 7th.—Avoid having the pipe telescope at the elbow. If you have all these parts properly adjusted and well arranged, open the direct-draft damper and see if you can get a good fire in the stove, together with a strong draft. If the stove will not burn well then, the

trouble is not in the stove, but above it.

If the fire burns well on the above direct draft, close the oven damper; then if it will not heat the oven and bake well, examine the flues and damper, and see: 1st.—That all the flues are open and clear, so that the smoke can freely pass through them. In cleaning flues, many do not clean all the flues, and frequently push soot and ashes into back corners, and in that way stop them up. 2nd.—Examine all the dampers in the flues and see that they open and close tightly, and do not get out of place. 3rd.—Be sure that you know how they operate, so that they may not be open when you think they are closed.

If you are trying a stove without a hot water reservoir and have everything in good order as heretofore described, it cannot possibly fail in operation if you close the direct draft damper and throw all the heat around the oven.

Time should be given to get the oven hot before trying to bake.

If you have a stove with a reservoir, be sure that the damper (if one is in the stove) to force the heat under the reservoir is closed, so that all the heat must go around the oven. Many reservoir stoves have two dampers, and in that case both should be closed.

We have known many persons who have tried to use such stoves with that damper under the reservoir open when they thought it was closed. On that account the oven heated too slow, but worked fast enough when they closed the damper.

It is possible that the draft of the chimney is so strong as to carry the heat so rapidly round the oven as not to be absorbed by the plates, and the oven fails to heat sufficiently from that cause. A damper in the pipe will relieve this.

SALES RECORD OF COOK STOVES

[From "Hardware Store Business Methods," price \$1.00, MacLean Pub. Co., Toronto.]

The accompanying reproduction of a portion of a page from a sales record illustrates a system for keeping a record of goods sold. A complete memorandum is to us presented of each cook stove sold—the date of the sale, name of the purchaser, name, style, or number, terms, selling price, cost, date of purchase, of whom purchased, and remarks. This gives a condensed but comprehensive chronicle of the entire transaction, and it becomes of greater value every year as a reference book. From a record of this kind repairs for the article sold can be ordered at any time, without waiting for particulars to be furnished by the purchaser and the annoyance of delays and errors.

the record book are set aside for each of these lines of goods, and only one class of goods is entered on the same page.

HOUSE HEATING 1,800 YEARS AGO

An unusual type of Roman villa has been unearthed on the site of the ancient Roman encampment in Britain at Caerwent. The remains have been found to be in an excellent state of preservation. A departure from the conventional practice of the Romans in the designs of their residences, as revealed by previous excavations in that country, is the provision of extra rooms abutting on

Date Sold	Name of Purchaser	Name, Style, or Number	Terms	Selling Price	Cost Price	Date Bought	Of Whom Purchased	Remarks
Sept 2	Jno. Claudeman	1/2 Hot Stove	Cash	25.00	21.50	Aug 1896	C. Currier	Stove No. 120
" 4	A. A. Dixon	1/2 Hot Stove	Note	14	15	" "	" "	" "
" 8	E. J. Williams	1/2 Hot Stove	Cash	25	21	June 1896	W. H. Harrison	" "
" 10	R. J. Rowe	1/2 Hot Stove	"	24	20	Nov 1896	Wm. S. Foster & Co.	" "
" 11	W. Rowe	1/2 Hot Stove	"	26.50	22	Nov 96	C. O. F. Foundry Co.	" "
" 12	A. L. Jagger	1/2 Hot Stove	"	29.00	25.15	" "	" "	" "

Sales Record of Cook Stoves.

At the end of each month or year the merchant can determine whether a certain line has been a profitable one, can see how many goods have been sold and note the most salable sizes, styles, or kinds. The record is considered of sufficient importance to justify recommending any merchant to have one made to order, of any desired capacity, from one to ten years. Of course it should be kept up-to-date.

The same form of record can be used for cook and heating stoves, steel ranges, bicycles, breaking ploughs, harrows, walking and riding cultivators, binders, mowers, wagons, drills, hay rakes, corn planters, hay carriers, refrigerators, buggies, carriages, and creameries. From two to ten pages of

the four sides of the courtyard. In the basements two completely perfect heating devices or hypocausts were found, together with the peculiar blue tiles utilized by the owners for conducting the heat from the stove in the basement and radiating it through the upper rooms of the dwelling. In the basement some exquisite specimens of Roman paving were unearthed.

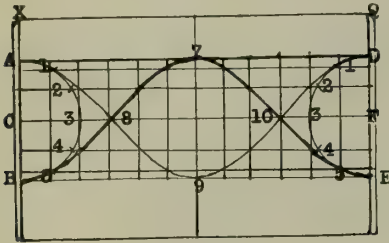
Small, neatly printed circulars or mailing cards advertising prices on gasoline stoves, would help the sales wonderfully about now, if sent to a selected list of customers. Put a good cut of the stove on the circular.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are requested to make use of this department. Comments on articles and questions regarding other patterns will be published and answered.

ELBOWS, ANGLES AND TEES.

A very convenient method of cutting a square two-piece elbow of 90 degrees is to lay out the blank of sufficient length to make a pipe of the desired size, 18 $\frac{1}{2}$ inches for 6-inch pipe, or 22 inches for 7-inch. Then allow as much on each side as will be required for



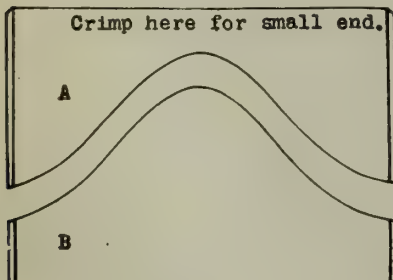
Elbows Fig. 1.

locks, or lap if to rivet, writes H. E. Osborne in the American Artisan.

To cut a 7-inch 90-degree elbow in two pieces take a piece of sheet iron about 23 x 14 inches and mark the lines XY and QZ 22 inches apart and parallel. This will leave a half-inch for lock on each edge of we have previously cut it 23 inches long.

On the line XY, about 3 inches down from X mark A; 3 $\frac{1}{2}$ inches from A mark C, and 7 inches from A mark B. In the same manner, and at the same distances mark on line QZ the points D, F and E. A and B, and D and E are each 7 inches apart on their respective lines XY and QZ. This is the correct distance, because the rise or backset of a 7-inch elbow is 7 inches, or just equal to the diameter of the pipe. This is the same in any other size, that is, the rise for any size of 90-degree two-piece elbow is just the diameter of the pipe.

Now span the dividers 3 $\frac{1}{2}$ inches, the radius of the pipe, and with one foot at C, describe the semi-circle A to B. And



Elbows Fig. 2.

with one foot at F describe one from D to E. Next draw the centre line from C to F and with the dividers unchanged place one foot at 3 where the centre mark crosses the semi-circle and mark short arcs at 1 and 5. From A, same span, mark 2, and from B mark 4. Proceed the same at the other end of pattern, thus dividing each semi-circle into 6 equal spaces.

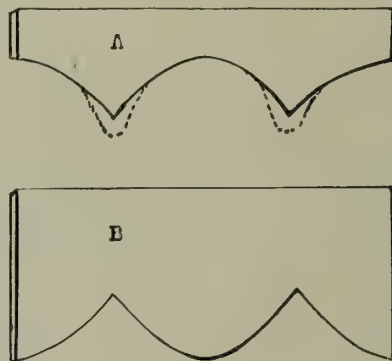
Draw parallel lines from XY to QZ through these points, dividing the pattern into 6 unequal spaces, as shown in Fig. 1 of elbows.

Space any one of the parallel lines, or the bottom edge of sheet into 12 equal spaces, and draw lines from the points perpendicularly, crossing the horizontal lines as shown, and draw a freehand line through the alternate points of intersection, from B to 5, to 8, to 7, to 10, to 5 and ending at E. This line is clearly shown by the heavy curved line in Fig. 1.

Cut on this line, and we have the two pieces A and B shown in Fig 2, which, when formed up and locked will make a two-piece 90-degree elbow with one seam in the throat, and one on top.

To make a roof saddle for the side of a half-pitch roof, cut on same line.

But if for comb of roof, cut from B to 8, then down to 9, up to 10 and down to E, and use the lower piece shown by B of Fig. 3. The other piece resulting from this cut is a tee pattern, but without allowance for lap,



Elbows Fig. 3.

which may be added as desired, as shown by dotted lines in A of Fig. 3. It is, however, the true intersection line of the tee.

A of Fig. 3 is also the pattern for a stove-pipe thimble to fit in a corner. And the other piece, B, is a thimble to fit the projecting corner of a chimney.

Thus far we have only been working with angles of 90 degrees. To make patterns for other angles it is only required to get the rise of the mitre line and span the dividers to equal one-half of it, after which the process is the same. The semi-circles must be of a diameter equal to the required rise.

SHORT RULE FOR CHIMNEY BASE.

In Fig. 1 is shown a perspective view of a smokestack base in which A is the base, B the flange, which rests on the chimney and is cemented, and C the collar, which fits into the chimney D. When making up the complete base it is constructed as indicated in Fig. 2, in which the base A has a $\frac{1}{2}$ -in. flange at (a), which is riveted to the collar and

the flange B at (b). It will be noted that the collar and flange is doubled at (c) with a hem edge at (d). The short rule for obtaining the pattern for the

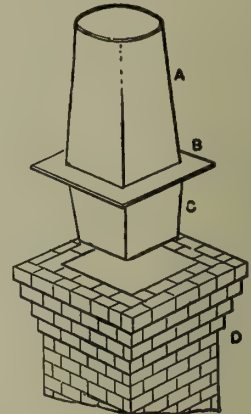


Fig. 1—Smokestack Base.

base is shown in Fig. 3, and can be used for any size chimney or pipe. While a full plan is shown, a one-quarter plan is all that is required.

Let A B C D show the size of the opening in the chimney and E H the size of the smoke pipe. Draw the two diagonals A C and B D intersecting each other at E, the centre point from which the circle is struck, and which intersects the diagonal at H. Now from H at right angles to E B draw the line H J equal to the height of the base. Also from E draw the perpendicular E F indefinitely. Draw a line from B through J until it meets the centre line at F.

With radii equal to F J and F B and with F1 as centre, draw the arcs L M and D1 D2. Starting from D1 step off on the arc drawn divisions equal to D A, A B, B C and C D in plan as shown by similar letters in the pattern, from which points connect lines as shown, and add the lap indicated by the dotted

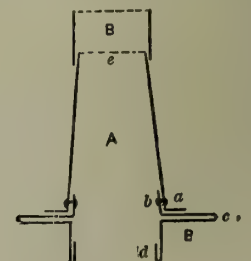


Fig. 2—Constructio .

line. Take one-half the girth of the circle H in plan and place it on either side of the pattern, as shown from J1 to M and from J1 to L. Draw lines from D1 to M and from D2 to L. Allow a lap for riveting as shown by M. D1.

We now have an accurate pattern, with the exception that the lines D2 L and D1 M are not true radial lines, and give

an acute angle, shown by the arrow points L and M. This will in no way interfere with the pattern nor require any trimming, because the upper joint of smoke pipe will cover it when lap-

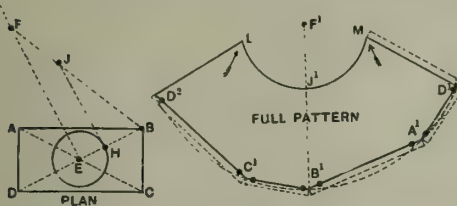


Fig. 3—Pattern for Base.

ping, as is shown in Fig. 2, when B overlaps A at e.

The patterns for the flange and collar combined are shown in Fig. 4. Obtain the girth of b c d in Fig. 2, and place it on any vertical line in Fig. 4, through which draw the usual measuring lines, as shown. Now, take the distances of A B and B C in plan in Fig. 3, and

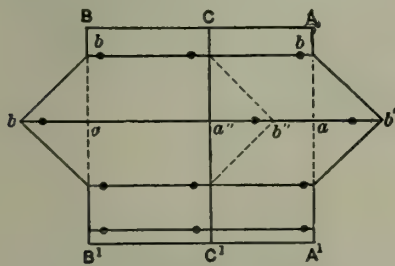


Fig. 4—Pattern for Flange.

place them, as shown, by A B and B C in Fig. 4. Draw vertical lines A A', B B' and C C'. Now, take the distance from a to b and place it, as shown, from a to b' on both sides, and from a'' to b''. Connect lines, as shown, then A B B' A' and B C C' B' are the patterns for the long and short sides of the flange, to fit into the base, as indicated in Fig. 2.

Sometimes instead of using a flange, the entire chimney is covered the same as an inverted pan. The method here shown gives the best results.—W. C. N. in the Metal Worker.

PATTERN FOR CHIMNEY TOP.

For the pattern of a chimney top or transformer from square or rectangular base to round top draw the plan Fig. 1, writes H. F. Munroe. Divide circle into any number of equal parts and connect points on circle with two corners, as shown on plan. Draw triangle or from A lay off height B. Draw line C-D to begin pattern. Take distance from C to 1, which is the same as A-1, lay it off on triangle from A-1. Take distance from 1 to B and from C strike an arc. From O take same distance and cut this arc at E. Take next line C-2. Do the same thing with each until C-4 is finished, establishing F-F'. In taking these distances an arc should be swung from C and D on pattern and cut from E, and so on.

To find length of seam take distance 4-C, lay it off on triangle, and from 4 or F on pattern swing an arc cutting this arc at H-H, with half the length of the side the seam is on, C-C and D-C. This gives one-half pattern.

This method holds good for a transformer with the round end over any part of the square end.

CARELESS CHARGING FOR WORK.

One of the most frequent causes of complaint in the metal working business is the lack of system in keeping track of the cost of job work and making charges for it, writes H. A. Just, in the Metal Worker. Most shops have a system which depends entirely on the completeness with which the workman fills out the card, and in actual practice this will, by close observation, be found deficient.

If the workman's time is made up from these time cards he will usually get all his time charged up, but very often he fails to charge it correctly, as he neglects filling out the time card until the day's work is finished, or sometimes until several days have elapsed, and then he is unable to remember exactly the time that he put in on job work which is charged to customers.

He has charged A with 4 hours' repairing his roof and B with 4 hours erecting leader, when the charge should have been A 5 hours and B 3 hours. A pays his bill, paying for the material used and for 4 hours' time, when there was actually 5 hours put in on the job, then B disputes his bill and will pay for only 3 hours' time, as he kept track of the time and knows how much was put in. The result in this case is that the employer has lost 1 hour of the workman's time unless he charges it up to him, and B has gained the impression that the employer was trying to cheat him out of the price of 1 hour's time.

Importance of Small Items.

Another drawback, and one which is a rule rather than the exception, is the failure of the mechanic to charge all

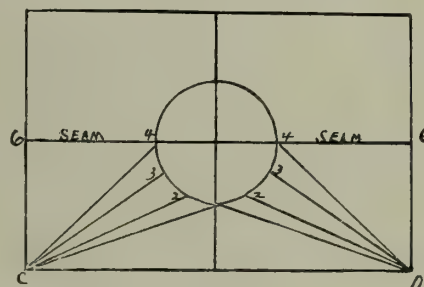


Fig. A.

the material, etc., sent to the job. He charges 10 sheets of tin and (through a miscount) took out 12; charges two bars of solder when he had in addition a half bar in his tool box; fails entirely to make any charge for acid, nails, charcoal or other small but needful accessories, and all of which must be paid for. He is 15, 20 or 30 minutes in the shop getting his tools, etc., ready to go on the job, but fails to charge it against the job, and he forgets to make a note on his time slip that the wagon had to make a trip to the job to take the ladder and materials and another to bring them back to the shop.

All these are small items, but in the course of a year the aggregate will probably more than pay the rent of the shop. If charcoal is used in the firepots a shop employing 6 to 10 men will use from 600 to 1,200 bushels a year, and at 15 cents this aggregates \$90 to \$180 a year, and this item must be charged on many bills in the course of the year if a loss is not to result.

The 10 or 15 cents an hour difference between the amount paid the workman and the amount charged for his services is a close margin on which to conduct the business, pay rent, superintendence and make up for bad debts, even if all materials and accessories are charged for at fair prices, and it will require only a little inattention to these details to spell the difference between success and failure.

Value of a Daily Time Card.

The best way is to check up these charges incessantly and let the men know that everything taken to the job was charged to the shop and must be charged to the job when it is taken out. By keeping everlastingly at it the men will finally learn to be careful, but it cannot be done in a month or a year, and after they are well broken in they

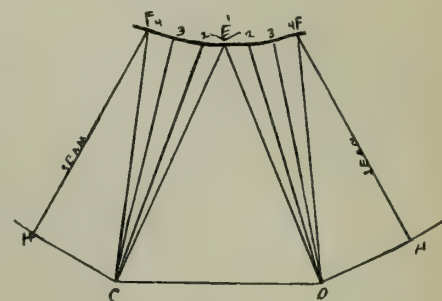


Fig. B.

must be watched and held up to the standard established or they will get careless. This carelessness and lack of system is the cause of a very serious and demoralizing drain on the resources of the employer, and its effect is so insidious that he often thinks, until the end of the year, that he has been making money when he has actually stood still or gone backward.

A daily time card should be provided, and probably the best plan is to have a separate card made out for each job worked on, and it should be made an invariable rule, without any exceptions whatever, that the card for a job should be made out before any other job is started, and the employer should see that this rule is enforced by inquiring frequently in regard to the cards and

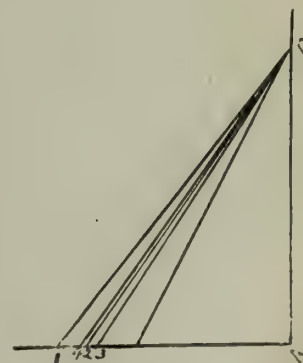


Fig. C.

looking them over during working hours to see that the men have made them out. A place should be provided on the card to note cartage, materials taken out, charcoal, acid and miscellaneous items of expense.

Cost of Heating Storehouses

H. O. Lacount, Boston, Mass., before the American Society of Mechanical Engineers.

In the work of the Associated Factory Mutual Fire Insurance companies the problem of protecting storehouses and their valuable contents against fire has required careful study. In nearly all classes of manufacturing properties experience has conclusively demonstrated that the automatic sprinkler, supplied with ample water, is the best means of protection. As is generally known, the automatic sprinkler has an orifice about

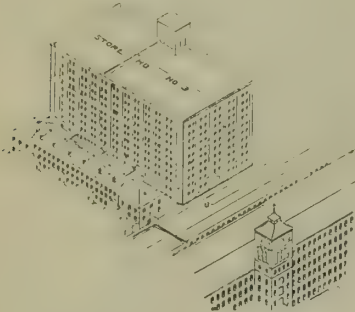


Fig. 1.

$\frac{1}{4}$ -inch in diameter, which under normal conditions is closed by a valve held in place by links or struts, so arranged that on the melting of some fusible solder the valve is liberated and water immediately discharged. For the average case a temperature of 160 degrees F. is sufficient to open a sprinkler, and the great work which the automatic sprinkler has done in reducing fire losses comes from the fact that it stands ready night and day instantly to deluge a fire with water at its start. The records show that the majority of fires are held in check, or even extinguished, by the opening of less than a half-dozen sprinklers.

The larger part of the storehouses are not heated, so that in winter water in the sprinkler pipes would freeze. This led to the development of several types of automatic valves which would permit draining water from the sprinkler system during cold weather and filling the pipes with air under pressure. The valve, ordinarily known as a "dry pipe valve," was so designed that on the opening of a sprinkler and the escape of the air, the valve would let in the water. They require frequent attention while in service, and there is always the chance of a system being put out of commission for some time, due to water freezing in the pipes in case they were filled and could not be promptly drained. For these reasons it has always been considered preferable to have the full water pressure constantly on the heads, and this raised the question of the possibility of economically warming storehouses just sufficiently to prevent freezing.

Difference Between Inside and Outside Temperature.

In 1901 we did not know of any heated storehouses where a test could be made of the actual amount of steam required to keep the temperature in such buildings above freezing, say, at 40 to

45 degrees F., and therefore as a preliminary step a series of tests were carried on during the winter of 1901-1902 in several storehouses in different parts of the country to determine the average difference between the outside and inside temperatures of unheated buildings when used in the ordinary way for storehouse purposes.

It was assumed that the temperature inside light wooden buildings would necessarily closely follow the outside temperature and therefore this class of building was not included in the test, but only those of brick, in which an appreciably higher inside temperature might be expected. However, buildings of different sizes were chosen, to see what influence this item of cubical contents might have on the relative inside and outside temperatures, and by selecting storehouses in different sections of the country a wide variation of weather conditions could be studied. These results showed that as a general rule:

- (a) The inside temperature changes gradually and does not follow the sudden temperature changes out of doors.
- (b) The inside temperatures were a fairly good average of the outside temperatures. With but few exceptions, they never reach either the highest or the lowest outside readings, even when the outside conditions remained reasonably constant for a number of days. It was noted that the temperature inside a brick storehouse at Baltimore, Md., kept well above the freezing point throughout the winter.

Test of Steam Heated Storehouses.

During the summer of 1902 No. 3 storehouse of the Hamilton Manufacturing Company, of Lowell, Mass., (Fig. 1), in which temperature readings had been taken the previous winter, was equipped with steam heating pipes, so that water could be kept on the sprinklers during cold weather. This offered an opportunity to determine the amount

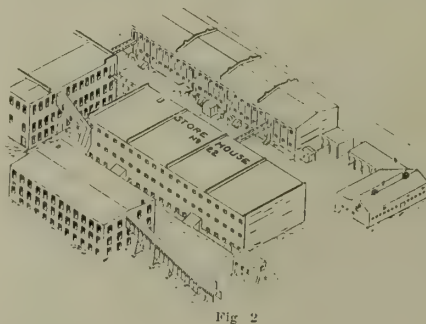


Fig. 2

of steam necessary to keep the building warm. About this time storehouse No. 22 of the Lewiston Bleachery & Dye Works, Lewiston, Maine, (Fig. 2), in which temperature readings had also been taken during the winter of 1901-1902, was piped for steam, and during the summer of 1903 the large four-section storehouse (A) of the Bates Manufacturing Company, Lewiston, Maine, (Fig. 3), was built and also piped for

steam heating. At the Androscoggin Mills, Lewiston, Maine, (Fig. 4), the building known as storehouse No. 6, was heated. These buildings gave additional opportunity to obtain data on the cost of heating.

The buildings and heating systems are briefly as follows:

The storehouse in Fig. 1 was of brick, plank and timber construction, 100x192 feet, 10 storeys and basement. The building was divided into vertical sec-

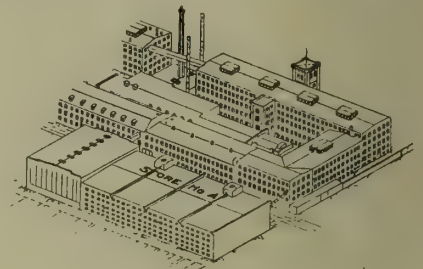


Fig. 3.

tions by a blank fire wall. Access to the several floors was obtained through double tin-clad fire doors in a common elevator and stair tower, the tower being open on one side out of doors. The surrounding buildings were comparatively low, affording no wind protection to the upper stories. The building had a large number of windows of small area, made of ordinary glass in wooden frames. There were a few doors on the first floor for shipping purposes in addition to those in the tower. There were numerous cracks in the floors, due to the shrinking of the planks. The floors contained cotton in bales and cloth in bales and cases, with the exception of two floors of one section, which were vacant. The storehouse was possibly two-thirds full.

The heating system consisted of one line of $1\frac{1}{2}$ -inch pipe near the ceiling, about 3 feet from the outside walls of each floor, with an additional loop in the top floor under the roof. These pipes were supplied from two risers, one in each section, the lower half of each riser being 3 in., the upper half 2 in. The pipes also connected with two drains, one for each section, the lower half of each being 2 in., the upper $1\frac{1}{2}$ in. Steam could be cut off from any floor by gates at the risers, and approximately every alternate floor was kept shut off during the test, which probably could not have been done had it not been for the cracks in the floors, which allowed the heat from one storey to pass into the one above. The steam was taken from one of the main mill supply pipes and tapped at different points for various purposes. By means of a reducing valve at the point of entrance to the storehouse the pressure in the heating system was kept at 2 lb. or less, by gauge, except for a few hours one afternoon, when the pressure was increased to from 6 to 10 lbs. in anticipation of an exceptionally cold night. The drain pipes from the heating system were run to one "dump" trap, which delivered all

condensed steam into the barrels used in the test.

The storehouse, (Fig. 2), was of brick, plank and timber construction, 74x280 feet, two storeys and basement, divided into four vertical sections by fire walls having double tin clad doors at the openings. There were no openings between the basement and first floor, but from the first to second floor were two open stairways and one open chute. The storehouse was shielded from the wind to some extent by buildings on three sides. The building had several windows, but of small area, made of ordinary glass in wooden frames, and there were four or five outside doors; the basement contained chemicals and miscellaneous storage, and the first and second storeys cotton goods in bales and cases. The storehouse was about two-thirds full.

The heating system consisted of one line of 1½-in. pipe near the ceiling, a few feet from the outside walls of each storey, with an extra loop in the top storey of one end section to take care of the extra cold due to the roof and wind exposure from that direction. The steam was taken from the mill boilers. The boiler pressure was 80 lbs.; pressure in the heating system, 12 to 15 lbs. by gauge. The heating pipes in the storehouse were drained into a trap which delivered into the barrels used in the test.

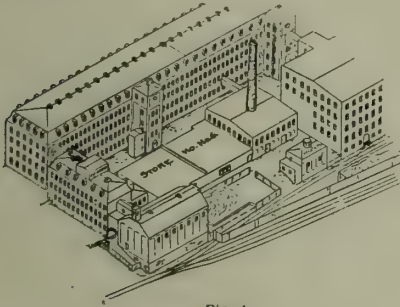


Fig. 4.

The storehouse, (Fig. 3), was of brick, plank and timber construction, 113x254 feet, four storeys and basement, divided into four vertical sections by blank fire walls, access to the different floors being obtained through tin-clad fire doors in the elevator and stair towers. The building was protected from the wind to some extent by surrounding buildings. The building contained numerous windows of small area, made of wired glass set in metal frames. With the exception of two warm opener rooms, each 22x34 feet, not included in test, the basement was vacant. The upper floors contained cotton in bales and cased goods, and were nearly full.

The heating system consisted of one line of 1½-in. pipe near the ceiling, running entirely around each section in each floor, the pipe being located a few feet from the walls. There were two supply pipes and two drain pipes for each section, and a sufficient number of gates were provided, so that the heating pipes could be controlled in four divisions in each floor. In addition to the above, three radiators were placed in each section of the first floor along the north-east wall to prevent freezing of the water in the sprinkler pipes near the doors, which were necessarily opened from time to time when making or receiving shipments.

Steam was supplied from the mill boilers, about 380 feet distant. The steam main for mill service was tapped

a short distance from the storehouse for a 3-in. supply for this heating system. The boiler pressure was 65 lbs., and at

Summary of Data Regarding Heated Storehouses.

Items.	Fig. 1.	Fig. 2.	Fig. 3.	Fig. 4.
Cubical contents, cu. ft.:				
Exclud. tower not heated	1,786,000	646,464	1,275,764	149,760
Exclud. basement and tower	1,622,800	646,464	942,956	149,760
Outside surface exposed, sq. ft.	75,360	36,824	56,028	16,616
Roof, sq. ft.	19,200	15,392	28,702	11,520
Walls exposed, sq. ft.	56,160	21,432	27,326	5,096
Windows :				
Total number	565	100	92	4*
Glass area, sq. ft.	3,690	1,207	1,164	128
Per cent. glass area to wall	6.5	5.6	4.7	2.5
Glass area to cubic contents	1 to 440	1 to 396	1 to 810	1 to 117
Outside doors :				
Number of	30	8	10	2
Area, sq. ft.	900	344	350	52
Per cent. door area to wall	1.6	1.6	1.41	1.02
Ratio door area to cubic contents...	1 to 1,803	1 to 1,878	1 to 2,690	1 to 288
Per cent. total door and window area to wall	8.15	7.23	5.54	3.51
Ratio total door and window area to cubic contents	1 to 354	1 to 416	1 to 623	1 to 830
Heating system :				
Total heating surface, includ. risers, sq. ft.	3,006	690	3,730	316
Per cent. in top storey	16.3	45	20.8	
Ratio heating surface in top storey to area of roof	1 to 39	1 to 44	1 to 40	1 to 36
Ratio total heating surface to cubic contents	1 to 594	1 to 936	1 to 342	1 to 473
Ratio total heating surface to area of roof and walls exposed	1 to 25	0 to 534	1 to 14	1 to 53
Per cent. of heating surface used in test	58	100	75	100
Steam :				
Pressure in system	1 to 2	12 to 15	60 and 10	15 to 17
* Double windows.		Items.		

Table of the Cost of Heating Storehouses.

Temperature (degrees F.) :	Fig. 1.	Fig. 2.	Fig. 3.	Fig. 4.
Outside—				
Average	12	14	7	14
Maximum	32	24	18	24
Minimum	1	-14	-4	-6
Inside (exc. warm basements)—				
Average	41	47	48	49
Maximum	51	59	64	56
Minimum	32	37	43	41
Difference between average inside and outside	29	33	41	35
Average outside for coldest 24 consecutive hours during test	8	3	6½	6
Average inside for same period	40	46	47	49*
Steam used :				
Total consumption, pounds	56,929	49,282	70,096	20,007
Average consumption per hour, lbs.	612	380	815	156
Average consumption per 24 hours, lbs.	14,688	9,120	19,560	3,744
Average consumption per 24 hours per 1,000 cu. ft. of contents, lbs....	8.06	14.2	14.8	25.1
Cost of heating :				
Estimated first cost of steam pipe installed, including trap and reducing valve, also gates for each floor of each section. (30 cents per square foot of heating surface).....	\$ 900	\$210	\$1,120	\$95
Same per 1,000 cu. ft.	\$0.555	\$0.325	\$1.19	\$0.634
Cost of steam to heat per 24 hours (assume 8 lbs. of water evaporated per pound of coal, from and at 212 degrees F., price of coal \$4.25 per 2,000 lbs.)	\$3.90	\$2.42	\$5.20	\$0.99
Cost of steam per 24 hours per 1,000 cu. ft. of st. h.	\$0.0024	\$0.0037	\$0.0055	\$0.0066
Number cubic feet of st. h. heated per pound of coal per 24 hours	884	566	385	319
Average cost of steam per 24 hours per 1,000 cu. ft. of storehouse for the above three brick buildings is \$0.00386.				

the entrance to the storehouse 60 during the first part of the test, but during the final test the pressure was reduced to about 10 lbs. by throttling the valve at the entrance, no reducing valve having been provided. The system was originally laid out with a trap at the bottom of each vertical drain pipe, these traps discharging into a common return drain. However, they did not operate satisfactorily and were cut out and a large trap was inserted in the common return pipe for the tests, this trap discharging into the barrels.

The storehouse, (Fig. 4), was of wood, 72x160 feet, one storey high, having plank and timber roof and floor and walls made of two thicknesses of boards, with two thicknesses of heavy building paper between them, a total thickness of 2½ in. The building was divided into two vertical sections by a fire wall containing one opening, protected by a double tin-clad fire door. The building had four large windows, protected by outside storm windows. There were also two outside doors. The building contained mostly cotton in bales, and was nearly full. The heating system consisted of one line of 1½-in. pipe, located near the ceiling, a few feet from the outside walls, and an additional length of 1½-in. pipe through the centre of the building. Steam pressure at entrance to storehouse, 15 lbs. by gauge. The condensed steam was piped to a trap, which was discharged into the barrels used in the test.

During the tests the storehouses were used in the usual way, and the steam was turned on and shut off by the mill employes as they had been accustomed to do, so that as far as the use of the buildings was concerned the conditions during the tests were in no way special and, therefore, were representative of the average service. At the Bates' storehouse (Fig. 3) the preliminary tests showed that the buildings were being kept at an unnecessarily high temperature, and a correspondingly excessive amount of steam was being used. In the final tests at this storehouse the steam pressure was reduced, as previously mentioned, with a view to keeping the temperature, say, between 40 and 45 degrees, which practice was followed after the tests.

Results of Tests.

It was found that:

(a) The temperature inside of each storehouse was quite uniform in the upper stories, but varied somewhat in the first storey, due to the frequent opening of the outside doors for shipping.

(b) The variation in the steam consumption corresponded roughly to the changes in the outside temperature.

(c) While the temperature of the condensed steam varied considerably in some of the tests, the average temperature was about 200 degrees F.

(d) Storehouse, (Fig. 1). The effect of cracks through the floors is clearly shown, in that alternate floors could be kept sufficiently warm without steam in those floors, although the temperatures were uniformly a few degrees lower in those floors than where the steam was in the pipes.

(e) Storehouse (Fig. 3): With the storehouse tightly closed, as during the night and on Sunday, the building cooled very slowly. Therefore it had been

the practice to keep the steam shut off during these times, but of course keeping watch of the inside temperature. The tests also show that the storehouse required several hours with the steam on to regain its normal condition. With about 10-lb. steam pressure in the heating system night and day, the average temperature throughout the storehouse was substantially the same as when the steam was in the pipes during the daytime only—that is, from 6 a.m. to 6 p.m., but at 60-lb. pressure. It is also of special interest to note that under these conditions, the steam consumption per 24 hours was about 35 per cent. greater with 60-lb. steam pressure during the days than with 10-lb. continually.

Another table gives a summary of the inside and outside temperatures and the cost of heating for the period during which storehouses were under test.

Estimating the Heat Losses.

Having obtained definite information regarding the amount of heat necessary to keep these storehouses at the desired temperature, it has been of interest to apply formulae and compare the actual with the estimated cost. The heat required for each of the four storehouses under the conditions of the tests has therefore been estimated using formula $H \text{ equals } k (t_1 - t_0) S$ and constants as clearly described by Prof. J. H. Kinealy, Washington University, St. Louis, in a useful little book, entitled "Formulae and Tables for Heating." H equals British thermal units per hour, k equals constant, value being as given in "Formulae and Tables for Heating," t_1 equals average inside temperature, t_0 equals average outside temperature. S equals area of cooling surface in square feet. Applying this formula to the storehouses in question gives results shown in the table following, where are also given for purposes of comparison the figures obtained from the tests:

Storehouse	B.t.u. per hour.		Per cent. difference.
	By formula	By test	
Hamilton, (Fig. 1)	620,000	626,000	0.97
Lewiston, (Fig. 2)	373,000	369,000	— 1.6
Bates, (Fig. 3)	682,000	800,000	17.3
Androscoggin, (Fig. 4)	151,000	148,000	— 2.0

In the case of the Hamilton and Bates storehouses the figures given by the formula were increased 10 per cent. on account of exposure, and for the Bates storehouse a further increase of 5 per cent. was made because of the unusually high wind which prevailed during a considerable part of the test. The table is of special interest as showing how accurately the required heat may be calculated, and the author finds peculiar satisfaction in this close check between the estimated and actual results, believing that the work here described will still further increase the confidence of engineers in the results obtained from using the formula and constants mentioned. In the case of the Bates storehouse it may be that the outside shipping doors were open more of the time than was noticed, so that a special allowance for this should have been made when applying the formula. If so, this would account for at least a part of the difference between the estimated and actual results.

HANDLING STOVE REPAIRS.

From the experience of some who have tried it there is a profitable opportunity in many sections for a hardware merchant who will make himself headquarters for stove repairs. This is a line in which, judging from complaints frequently heard, the consuming public often find it difficult to secure prompt and satisfactory service. Many merchants seem to hold the short-sighted view that after they have sold a stove they are through with it, forgetting the importance to the purchaser of being able to secure when wanted parts and fittings required as a result of accident, loss or wear. This is a mistake, not only because of the actual loss of profit on the repairs, but also because good service along this line helps to hold old trade and often acts as a feeder for new. It is the merchant who makes a specialty of repair work—who knows where there is an opportunity to sell a heater or exchange an old range for a new one.

A Specialist's Methods.

The Scott Hardware Company, Trenton, N.J., is a firm which, according to the Iron Age, conducts the stove repair business in an enterprising way, and on account of its methods will doubtless be interesting and suggestive to many of our readers. This company makes a specialty of this class of work, and has familiarized itself with all makes of stoves used in the surrounding country. Lining and parts for all makes and designs in any way common are regularly carried in stock and the basement of the store is largely devoted to storing them. Anyone acquainted with the stove business is aware that such articles are not packed like shelf hardware in neat, labeled boxes, but are bulky and dirty and are shipped loose, often undistinguished by marks of any kind. Some means must be found to avoid spreading the dirt, while keeping all

parts of the same stove together in the same known place. This is not an easy matter, where so many styles and sizes must be accommodated, but the problem has been effectively solved by building tiers of bins, with aisles between them, extending from floor to ceiling, and which occupy a large portion of the basement. The bins are perhaps 2 ft. wide by 2 ft. deep and 1½ ft. high. Each one is numbered and labeled, as shown in the accompanying cut, with the name and size or number of stove the parts of which it contains. No care is required, of course, to arrange the bricks, cross pieces, grates, lids, &c., in the bins. They can be thrown in any way, the only necessity being to get them in the proper compartment. An index, with diagram of the bins, is kept at the desk on the store floor, so that when a part is called for the clerks can find the number of the bin and look up its exact location before going after it in the basement, thus saving the time which would be lost in aimless searching.

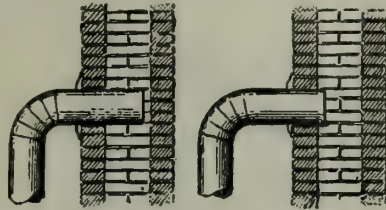
Outdoor Rack.

On the outside wall of the store facing a private driveway is a large rack of bins to accommodate the company's regular stock of firebrick. This cannot be hurt by ordinary exposure, but at night and in stormy weather it is protected by a light frame, sliding front, covered with galvanized sheets and hung on common barn door rail. This slide or door incloses the entire rack, which is perhaps 15 ft. long, 12 ft. high and 1½ ft. deep. The bins themselves are perhaps 3 ft. square, the upper tiers being reached by means of a ladder. The ground tier is used for storing surplus stocks of sash weights.

Perhaps the most original and valuable feature of the company's stove repair business is its method of handling special orders for parts not carried in stock. Many such orders are of course received, and no little confusion and loss might result if they were not kept track of in a systematic manner, since they would be entirely useless except for the special purpose intended, or if the parties for whom they were ordered should fail to take them off the company's hands. Moreover, they usually have no distinguishing marks so that if they were once mixed up it would be very hard, if not impossible, to locate them. According to the company's system, each special order has a number given it when first taken and entered in the order book. This number refers to one of the empty compartments in a special rack of about 20 numbered bins built to accommodate orders of this kind. The manufacturers are instructed to put the number on their shipment, which when it arrives is immediately placed in the proper bin. A postal card is then sent out to the customer, advising him that his order, No.—, has arrived, and re-

A COMMON DEFECT IN DRAUGHTS

When a stove doesn't draw properly the trouble can often be found where the pipe enters the flue. The pipe is often pushed too far in, thus making the space at the end so small that the smoke cannot rise naturally. To avoid this a correspondent of the Metal Worker bends a piece of sheet iron 1 inch wide and 5 or 6 inches long, so that a ¼-inch edge turns over the bottom side



Remedy for Poor Draught.

of the stove pipe, then when it is pushed into the chimney far enough the other end of this piece of sheet iron is turned down against the side wall to prevent the stove pipe being pushed in too far.

A GOOD SIDE LINE.

The hardware merchant who sells sewing machines along with his other merchandise is the one who of all in the business needs instruction and whose case is most difficult to meet. Speaking from experience, G.H.D., in the Iron Age, says the hardware merchant is apt to let sewing machines speak for themselves. This won't do. People do not yet look on them as hardware or granteaware.

The machine must be talked up and shown up. The hardwareman who cannot have a sewing machine department should at least have some one about his place who is competent to use the machine, show it up, give instructions and do a little repairing. Such men are easily found. Half the young clerks can qualify themselves for the work in a few days, if it is made their business. It is certainly a great mistake for the hardware dealer to have sewing machines standing around with the idea that they will sell themselves. It is also a mistake for him to be offering them as bargains.

Some hardwaremen look for large returns without much effort. They expect the agency for sewing machines to be profitable without the usual requirements of business. The merchant who takes hold of the business with a full understanding that it is simply a good opportunity which he must improve by the legitimate efforts that would bring success in any branch will find sewing machines an excellent and profitable line.

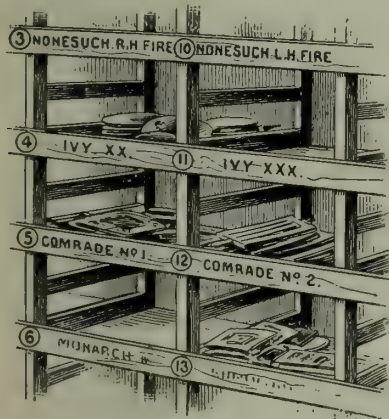
Your Own Versus Competing Machines.

First become familiar with your machine, learn its advantages over others, for all machines have some advantages peculiar to themselves; pay particular attention to the strong "talking points." Next, learn all that you can about the other machines that are being sold in your territory, so that when you come in competition, you can explain the superiority of your own. This is legitimate and honorable competition, but to

repeat the old song that your rival's is made out of soft material and will not wear, that it is cheaply made, that you or your neighbor had one and it wore out in a year, or any other lie, is dishonorable and an injury to the trade which you, as well as your competitor, will feel. The idea in a nutshell is to know the strong points of your own machine and the weak ones of your rival's, and to bring them out in a comparison that will be plain and convincing to your customer.

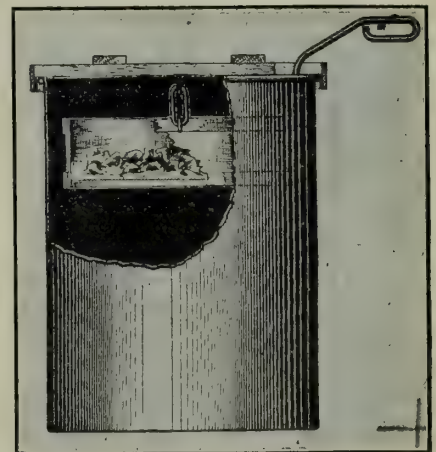
While favoring machines that have an established reputation, I do not advise the handling of such as may be so generally sold in your neighborhood that there is a temptation to cut prices. There are so many good machines that this is not necessary. If you cannot get machines that you can control, you can at least get such as have been kept up to a fair price. The reason for such a course is due to the fact that every hardware dealer must, more or less, sustain the good reputation of the machines he sells, and although you have less permanent interest in them, you represent a larger number than the special agent does. In other words, you have more burdens to bear and less pay for your work, and therefore, I say, carry as small a variety as will fully satisfy and meet the requirements of your trade.

Many things can be said to the hardware dealer in the way of advice, but I know of no definite plan of making sewing machine sales. After all, there is nothing like hard work and plenty of it. This will eventually bring results, while any set plans for selling sewing machines must vary according to the characteristics of your customers as well as the conditions of your territory.



Section of Bins Containing Stove Repairs.

questing him to call for it. When he does so the pieces can be located without loss of time, but if he delays they will remain out of the way in a place where they cannot be lost or mixed up with parts of other stoves. At the same time they furnish a reminder for sending other notices or taking the first opportunity to deliver. The system of the company has been founded on many years' experience in handling stoves and stove repairs, and has proved entirely practical and efficient for the requirements of their large business.



Dustless Ash Sifter.

A DUSTLESS ASH SIFTER.

To make this device all that is needed is a galvanized iron can, such as is generally used for garbage or ashes; a circular sieve, a wooden cover and some round iron for making the links and handle. The links are hung on screw hooks screwed into the cover and support the sieve by means of hooks fastened to the sides. In operation the sieve may either be moved backward and forward or it may be given a revolving motion. The revolving motion is more effective at first, but soon causes the ashes to pile up around the edge of the sieve.

Tiling and Its Uses

Charles J. Fox presents some strong arguments in favor of hardware dealers looking after this branch of trade.

As many dealers in hardware handle tiling as a side-line, it is well for them to have at least a general idea of the practical uses of tiling in the private

or even decorative. Those who have this superficial view and place the decorative or artistic qualities of tiling before the sanitary, are usually the peo-

quick to adopt this same non-absorbent, washable floor and wall covering for the kitchen, butler's pantry and laundry. The advantage of tiling these rooms are many. The floors and walls of the kitchen are constantly being splashed with water and food of all kinds, and if this animal and vegetable matter is absorbed by the floor or retained in the cracks between boards, it soon decomposes and forms in the warm damp atmosphere of the kitchen an excellent breeding-place for bacteria of all kinds. The only floors and walls from which these splatterings can be removed by simple washing is the one made of clay tile, which is rigidly set in cement and is so completely non-absorbent that when it is used, the entire kitchen can be quite safely washed out with a hose. The tiled floor is so easily kept clean that its use in the kitchen greatly lessens the amount of domestic drudgery, and its constant bright and cleanly appearance has a most excellent effect upon those who are employed in the kitchen, by inducing them almost unconsciously to live up to the appearance of their surroundings.

Durability of Tiled Floors.

The extreme durability of the tiled floor, which, when properly set, will outlast the building in which it is placed, makes it especially appropriate in the vestibule. The same holds true of the tiled wall or wainscot. The floor of the vestibule is one of the most abused parts of the house because it is the first to receive the street dirt which is carried in on the shoes; and it is also used by many persons who never



A Tiled Verandah Floor.

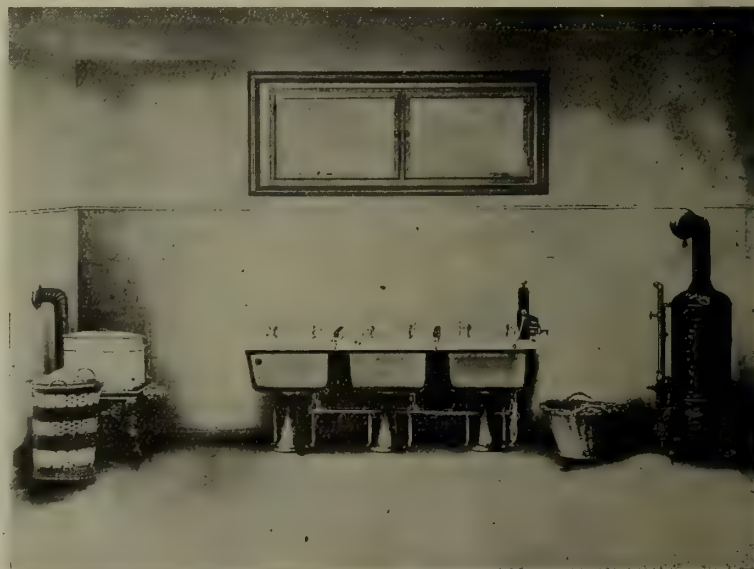
residences and of its several advantages which make its use in many parts of the house advisable. Owing to its extreme durability and to its decorative possibilities, tiling is used extensively for the floor and wainscoting of public buildings of all kinds. As a rule, however, these larger jobs are looked after by regular tile contractors who do practically nothing else than set tile or ceramic mosaic, which is nothing more than tiling, in which the individual pieces, called tesserae, are rather minute.

The use of tiling in the house, however, is of direct interest to most hardware dealers, as they are often visited by home owners who wish to examine the samples of tiling before they decide whether or not to place it in their bath rooms or other parts of the house. If the tile salesman in the hardware store is able to make an intelligent presentation of the real value of tiling and especially of its economy, the possible customer is seldom lost. In this country, tiling was first used as a covering for floors and wainscoting of the bathroom. As it is a non-porous, washable and germ-proof material, its sanitary value in the bath-room was recognized so quickly that although at first regarded as a luxury, tiling was soon looked upon as a hygienic necessity in the bath-room to such an extent that the municipal authorities of many American cities soon made its use obligatory in tenement houses and other semi-public buildings.

The hardware dealer will discover that many prospective purchasers contemplate tiling their bath-room chiefly because they wish it to look attractive

ple who purchase some cheap tin, paper, rubber or other imitation tile, which usually merely hides and covers up the dust dirt and moisture, instead of absolutely preventing its retention, as does the real clay tile.

Those house keepers and home builders



Tiling in the Laundry.

who appreciate the hygienic advantages of the tiled floor and wall in the bath-room which contribute so much to the health of the entire family, have been

enter farther into the house. As it is the part of the house which is first scrutinized, it is quite essential that it should be kept always neat and attrac-

HARDWARE AND METAL

tive in appearance. The most appropriate covering for the floors and wainscoting is the baked clay tile because it is very easy to keep clean; because it virtually never wears out or looks shabby; and because it is made in such a variety of colors and form that the tiled vestibule can be made as artistic as the architect or designer can conceive.

Another part of the house in which the tiling is almost invariably used is for the facing of the open fire-place. As a fire-baked material that has been subjected to a temperature of about 2,500 degrees Fahrenheit and as a poor conductor of heat, the tiled fire-place facing not only looks appropriate, but it is an absolute guarantee against danger of the fire so heating its immediate surroundings as to ignite the combustible material in which this housing of the fire-place is often placed.

Tiled Fireplaces.

The greatest competitor of tiling in the fire-place is marble. Although a most beautiful building material, marble is cold in appearance and consequently does not suggest the warmth that should always be associated with the

baked clay tile and is easily scratched, scorched and otherwise damaged by the

Your customers will notice that tiling is as a rule somewhat more expensive



Tiling in a Modern Kitchen.

iron, steel or brass implements that are always kept around the fire-place, or by

than the numerous perishable imitative materials which are used in its place; but in a very short time the cost *of the repairs that are necessary in these other materials, makes the amount sum up to an excess of the original cost of tiling. The clay tile is not only a substantial, beautiful and cleanly floor and wall covering, but is an economical one as well.

CANADA'S IRON PRODUCTION.

The pig iron production of the Dominion is keeping pace with the growth of other industries. In thirteen years the increase has been about 1,200 per cent., an average of nearly 100 per cent. per year. In 1894 the output was 44,791 tons, and in 1906, 541,957 tons. The production of last year was double that of 1904, when the output was only 270,942 tons. The output per year since 1894 up to last year is given in the following table:—

1894	44,791
1895	37,829
1896	60,030
1897	53,796
1898	68,755
1899	94,077
1900	86,090
1901	241,976
1902	319,557
1903	265,418
1904	270,942
1905	462,003
1906	541,957

Last year there were thirteen blast furnaces in operation, and in 1905 there was thirteen during the first half of the year and twelve during the latter half. The outlook this year is exceptionally bright, and when the immense iron ore discoveries around Port Arthur are developed, an output of at least half as much again as that of 1906 may be looked forward to.

If a man feels that he has been insulted there is no use trying to convince him otherwise.

When a man has greatness thrust upon him the more liable is he to praise himself for it.



Bath Room with Tiled Floor.

fire-place as the source of all heat. Furthermore, marble is far softer than the

the hot coals which frequently fall upon the hearth.

The Production of Pig Iron

Illustrated in the new blast furnaces of the Hamilton Steel and Iron Co.

In Canada the production of pig iron is assuming large proportions. Few realize the amount of iron which is now being turned out from Canadian furnaces, but the building of the new 300-ton blast furnace by the Hamilton Steel and Iron Co. is ample evidence of the importance of this industry in Canada. The development of the iron industry in Canada, and particularly in Ontario, can be well shown by a short history of the development of the Hamilton Steel and Iron Co., Hamilton.

In 1896 the Hamilton Blast Furnace Co. erected a blast furnace on the picturesque shore of Burlington Bay, and in February of that year the first pig iron made in the Province of Ontario was produced. The furnace was designed to give a production of 150 tons per day, and during the first few months of its operation the many difficulties incidental to any new enterprise were encountered. Men accustomed to blast furnace work could not be found in Ontario, and green men had to be trained for the work. The use of Canadian ore alone was found not to be satisfactory, and a mixture of imported ore had to be adopted. In addition to this the price of pig iron during the two years following the establishment of the furnace was probably the lowest ever recorded in the history of the iron trade.

Two Firms Amalgamate.

The company, however, did not lose heart. In June, 1899, the Hamilton Blast Furnace Co. amalgamated with the Ontario Rolling Mills Co., Hamilton, under the name of the Hamilton Steel and Iron Co., Ltd., with a capital of \$2,000,000. At the time of the amalgamation the plant consisted of one blast furnace, two rolling mills and a forge and washer plant. Immediately after the consolidation the blast furnace was altered so as to increase the output from 150 tons to 200 tons per day. An open hearth steel plant and a steel rolling mill were added. Since then additional furnaces have been added to the open hearth plant, one of which has but very recently been completed.

The company have now under construction a second blast furnace, which, it is expected, will be in operation by August. The furnace is up-to-date in every respect, but before describing this furnace plant in detail, something of general interest might be said concerning the operation of the blast furnace in the smelting of iron ores.

The Blast Furnace in Theory.

Everyone knows in a general way the construction and operation of a blast furnace. Iron ore is the oxides of iron. In the blast furnace the oxygen is removed, leaving the iron. The furnace

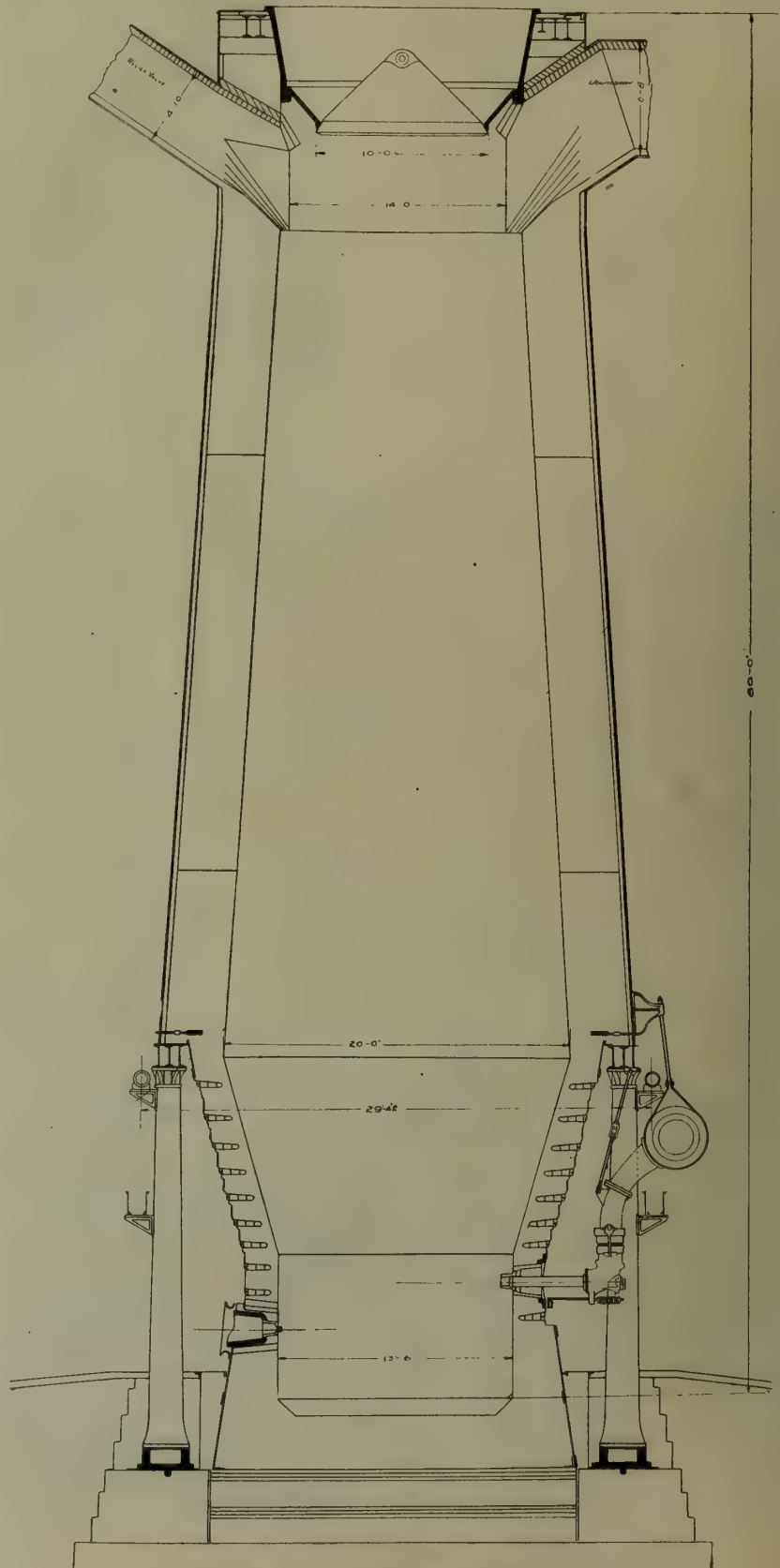


Fig. 1—The New Furnace—Hamilton Steel and Iron Co.

consists of an immense stack, as shown in Fig. 1 of the Hamilton Steel and Iron Co. The parts of the furnace are the hearth, the bosh and the stack. The stack is the upper part of the furnace; the bosh is the bulging part, and the hearth is the lower part. The ore, coke, limestone and other necessary commodities are charged at the top of the furnace. Air is admitted at the bottom; the burning of the fuel creates a great heat. The mixture at the top is heated, gradually sinks down, and is melted in the bosh. The melted iron runs down to the bottom of the hearth, where the slag is removed and the iron poured. In brief, that is the operation of the blast furnace.

At Hamilton a mixtures of ores is used, the best mixture for the different irons required being determined by practice.

Kinds of Pig Iron.

There are two distinct classes of pig iron—white iron and grey iron. In white iron, the carbon and the iron are chemically combined, while in the grey

the skip to the top of the furnace. Here it is dumped on to a bell. This bell is dropped, allowing the mixture to fall into a chamber on top of a second bell. The first bell is then closed and the second one dropped, which allows the mixture to fall into the furnace. This two-bell arrangement prevents the escape of gas from the furnace. The metal is tapped from the hearth of the furnace into a runner. From this runner the metal is poured into sand moulds, or is transferred to a pig casting machine.

In the new furnace at Hamilton the weighing and mixing of the different ores and constituents is done automatically. The mixture is conveyed up the skip and is dumped automatically. The new furnace is provided with a modern double bell arrangement.

The furnace is 85 ft. high, having a 20 ft. bosh and 13 ft. hearth. The top of the furnace is provided with explosion doors, as shown in Fig. 1, and the bell is operated by hydraulic cylinders. The stock is distributed by an apparatus driven with an electric motor.

bon monoxide and carbon dioxide, is brought from the top of the furnace to the gas main through a large pipe called the down-comer. In this pipe are devices for catching the dust which the gas contains. The gas is then mixed with air and burned in the cold stoves as before described. The burnt gases travel up a flue to the open air.

Construction of Furnace and Stoves.

The outside shell of the furnace consists of steel sheets. The furnace is lined with fire brick, and rests, as is shown in some of the illustrations, on cast iron columns. The hearth is built up inside these columns. The hearth is the hottest part of the furnace, and in order to keep down the temperature as much as possible, and thus lengthen the life of the hearth, it is water cooled. The tuyeres and tuyere connections are also water jacketed. In the Hamilton furnace the capacity of the pumping plant which supplies the water for these cooling jackets will be twelve million gallons per day. The ordinary requirements for the whole plant is about



Fig. 2—Foundation of Three Stoves and Furnace, Showing Old Furnace and Boiler House.



Fig. 3—Steel Construction of Ore Bins, Showing Stoves and Furnace in Background.

foundry iron the carbon is mixed mechanically with the iron. Pig iron must contain carbon and silicium to give it the desired properties, and it always contains manganese, phosphorus and sulphur.

Each constituent in the charge to the furnace has its use. The ore is there to be smelted; the fuel (coke) is to supply heat and to supply the reducing agent, carbon; the limestone combines with the excess of silica (from the clay in the ore), and is also supposed to unite with the sulphur. The presence of sulphur weakens the iron, and to get rid of it is one of the problems in the blast furnace practice.

In Canada and the United States, 86 per cent. of the fuel used in smelting is coke, 12 per cent. is anthracite and 2 per cent. charcoal. The advantages of coke as fuel are its rigidity, strength and porosity. Coke makes the stock porous and prevents it from crushing together and forming arches, etc.

The different constituents of the stock are taken from bins, weighed and mixed. The mixture is conveyed by means of

Cycle of Air Blast.

From the blowing engines the air blast is conveyed to the hot stoves through the cold blast main. In the stoves the air is heated and passes to the bustle pipe, through the hot blast main. The bustle pipe is a large pipe which completely surrounds the hearth of the furnace. From the bustle pipe the air is led through the tuyeres into the furnace, where it produces combustion.

These stoves are immense circular fire brickwork constructions. The hot gas coming from the furnace is burned in these stoves, and the checker brick work absorbs the heat. When one stove becomes sufficiently hot, the gas is led into a second stove and a cold blast connection made to the hot stove. This provides for the heating of the air.

The Hamilton furnace is provided with three stoves, with provision for a fourth. These stoves are of the two passage type, and are each 90 by 20 feet. The valves and valve seats of these furnaces are of the latest design.

The gas, which consists chiefly of car-

six million gallons. This will be pumped by electrically driven pumps. Auxiliary steam pumps are provided in case of accident to the electrically driven pumps.

The stoves are also built up of steel sheets. They are lined, and the sections are built up of fire brick.

Everything in connection with the furnace is being built in the most substantial manner. The foundations are of concrete resting on over one thousand piles. The Hamilton Bridge Works, Hamilton, furnished and erected the cast house, skip hoist and ore bins. Tallman & Sons, of Hamilton, are responsible for the brass and copper work, including the tuyeres, and Purdy, Mansell & Co., Toronto, have put in all the steam and water piping.

The ores, coke and limestone will all be handled through steel bins, and will be delivered at the bottom of the double skip hoist by electric cars.

The pigs in this plant will be cast in sand. A Brown hydraulic pig breaker will be installed, and each bed of iron will be carried by an electric crane tra-

veling the whole length of the cast house, and will be delivered to the breaker, where each thrust of the ram will break two pigs and the connecting sow into six pieces; these pieces will drop into a chute, which will deliver them into a railway car for shipment.

To Produce Foundry Iron.

The new furnace will be engaged solely on the production of foundry pig iron. It will be the largest furnace in Canada engaged in this work. As soon as the new furnace is blown in, the present furnace will be used for producing basic iron for the open hearth furnaces. It will be taken to them in a molten condition. A fourth furnace has just been added to the open hearth furnace plant, which brings the capacity up to one hundred thousand tons of open hearth steel per year.

DRAFT CAPACITY FOR SELLING STOVES.

It has been a mystery for many years why some men in the stove trade can select for their leading lines stoves which will invariably operate, and others, having sometimes a longer experience in the same line of business, will have considerable trouble with ranges which they claim will not bake.

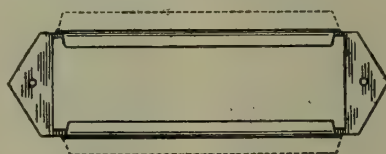
I note the recent suggestion of a stove dealer, writes "S. F.," in *The Metal Worker*, and feel very sure that the use of a water column draft gauge, used by the average stove dealer to test the chimneys found in the average dwelling house when it is cold, will afford very little information toward removing from the stove trade one of the causes for annoyance. Even if the U-shaped glass tube should have one end connected with a funnel of sufficient diameter to entirely cover the pipe hole in the chimney, it is a question in my mind if it will show the effect produced when a piece of paper of considerable size, crushed into ball, and thrust into the pipe hole, is lighted to create temporarily a draft. If you could measure the draft of a chimney with as much certainty as you can measure the diameter of a stove pipe with an ordinary rule, it certainly would be a mighty good thing, for there are many chimneys which have a weak draft, and to demonstrate this conclusively to the owner so as to have it rebuilt is a contract of considerable magnitude.

The stove dealer might just as well become familiar with the old-fashioned plan of knowing what constitutes a good chimney, and seeing whether it was straight from top to bottom without a lot of cracks for leaks into it. He will realize that whenever he connects a cooking stove up with a chimney that is not 8-inches square, and straight from top to bottom, he is taking chances and should be thankful if he escapes successfully from the risk he is taking. A chimney must have some height, and if it only runs up to 10 feet from the stove pipe hole it is but little better than to have no chimney and run the stove pipe up the same height with a suitable cap.

The dealer who has trouble with ranges, as a rule, is not as conversant with their flue construction as he should be, and is liable to select a stove of attractive appearance without going over the general make-up and finding out whether the flues around the oven are of ample and sufficient size at all points. This "all points" is the nigger in the woodpile. If there is any point where the flue is contracted or entails excessive friction to make the turn in traveling through it, the draft is hindered and impaired to an extent which, with some chimneys, will prevent the satisfactory operation of the stove.

LABELLING DEVICE FOR STORAGE BINS.

Keeping track of stove castings in the bins is always a troublesome matter. Some dealers label bins by means of shipping tags, others have pieces of cardboard nailed on the front; but these are often unsatisfactory, as they entail considerable trouble before they can be removed or changed. A little device which can be made in a tin shop by a boy in less than a minute is shown in the accompanying illustration. It consists simply of a piece of tin about 8 in. long and 1½ in. wide with a lock of ¼ in. folded over each side. The name of the stove, as well as the part, written on a slip of paper of such a size that it can be easily inserted in the groove, is held in place by slightly hammering or pressing the lock. Should



Labeling Device for Storage Bins.

occasion arise when it is necessary to remove it the tin can easily be forced up with the blade of a jack knife and a new slip inserted.

CHECKING INVOICES.

It is a much better idea to have the man who is unpacking the shipment make out a list and then have the list checked off by the inventory. It looks like a little extra work but it is a guard against errors at the same time. A checker may mark certain goods and think they are all in the books and check them up, while they may be one or two items missing.

More than this, it is not always wise to permit the clerks to know the original cost of goods. There are some things it is always better for a store keeper to keep to himself, and this is one of them. In an establishment where one price is charged for goods it is not at all necessary that the clerks should know the cost price.

This is only necessary when it is the habit of the establishment to sell at any old price so long as there is profit shown over cost price.

There is no use staying in business and paying wages to employees unless you make a profit on your goods.

Every year a very large number of retailers throughout the country close their establishments and start elsewhere looking for work. Many of them can charge their downfall to trusting and lax credit methods. Others may directly trace failure to their neglect to put a profit on their goods.

The fault lies at the door of a merchant who fails to consider the cost price of his goods.

Have you added freight? Have you added drayage? Have you prorated the different expenses of your office and have you added your own wages so that you know exactly the percentage to add to the jobbers' price to show exactly what the goods cost you? That is the first thing to be done, and then after that you may make your prices with a view to profit.

At a recent hardware convention in this city one of the speakers said that he did business on a ten per cent. basis. That is he added ten per cent. to the jobbers' price and had then established his own cost price. A man who does business on a ten per cent. basis must do an enormous business yearly. Of course, the larger the business the less the expense prorated. That is, a man doing a \$50,000 yearly business who figures on a ten per cent. expense would be allowing much more for the expense account than the man who did a \$10,000 year business on a ten per cent. basis. Any man doing a small business on a ten per cent. basis will probably join the hordes of those who have abandoned business and gone to work for someone else before very long.

A man who sells goods on a fair profit basis, figuring in his own wages and expense of operating the store, freight on goods, charities, etc., quality considered, will probably remain in business for many years.—*The Hardware Trade.*

FLUCTUATIONS IN SHEET COPPER

The following table gives the fluctuations in sheet copper for the past seven years on the New York market:

December 10, 1898	.....16½c. base
January 19, 1899	.....18½c. base
January 24, 1899	.....19½c. base
February 2, 1899	.....21½c. base
May 2, 1899	.....22½c. base
August 22, 1899, tinning, per square foot	.....2½c.
January 19, 1900	.....20½c. base
March 21, 1901	.....21c. base
January 2, 1902	.....18c. base
January 23, 1902	.....16c. base
February 3, 1902	.....18c. base
March 12, 1903	.....20c. base
January 19, 1906	.....19c. base
August 22, 1905	.....20c. base
August 31, 1905	.....21c. base
May 24, 1906, tinning, per square foot	.....3½c.
September 20, 1906	.....24c. base
October 4, 1906	.....25c. base
October 11, 1906	.....27c. base
December 20, 1906	.....29c. base
January 10, 1907	.....30c. base
February 7, 1907	.....32c. base
July 20, 1907	.....28c. base

CATALOGUES AND BOOKLETS.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning **HARDWARE AND METAL** to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Gurney Oxford Catalogue.

While closing our forms for this issue a copy of a magnificent catalogue just gotten out by the Gurney Foundry Company, Toronto, has been received. Space does not permit a lengthy description but a hurried glance proves the book to be one of the most complete of its kind ever published in Canada. The cover is a typical foundry scene while inside are about 200 pages illustrating and describing the complete line of heating and cooking apparatus (including the hotel outfits) made by this ever growing and progressive concern. The dealer who is not on the Gurney Company's mailing list should lose no time in forwarding an application for one of the books.

Moffat Stove Catalogue.

An elaborate and artistic 8½x11-inch catalogue, containing 103 pages, recently issued by the Moffat Stove Company, Weston, Ont., is devoted to an exposition of the merits of various lines of National stoves and ranges. The publication, which is printed in colored inks on tinted paper and bound in covers of embossed design, is, without question, one of the finest productions in the catalogue line that has fallen under our notice this year. The catalogue is profusely illustrated throughout with handsome engravings of their many varieties of stoves, ranges, and heaters, and from cover to cover, is neatly printed, artistic in appearance, and cleverly compiled. As an up-to-date stove catalogue the publication leaves nothing to be desired, and in every detail, is one of which the company may feel justly proud.

A striking feature of the early pages is a full page group photo of the members of the company, comprising the late T. L. Moffatt and his five sons who succeed him in the business. Following this is a picture symbolic of the policy of the concern in "forging ahead," the main feature of the design being a warship under full steam.

Many pages are devoted to attractive designs of steel ranges. Following these a number of pages are given up to cast goods, embracing a wide variety of patterns of ranges and cook stoves, made in the usual modifications.

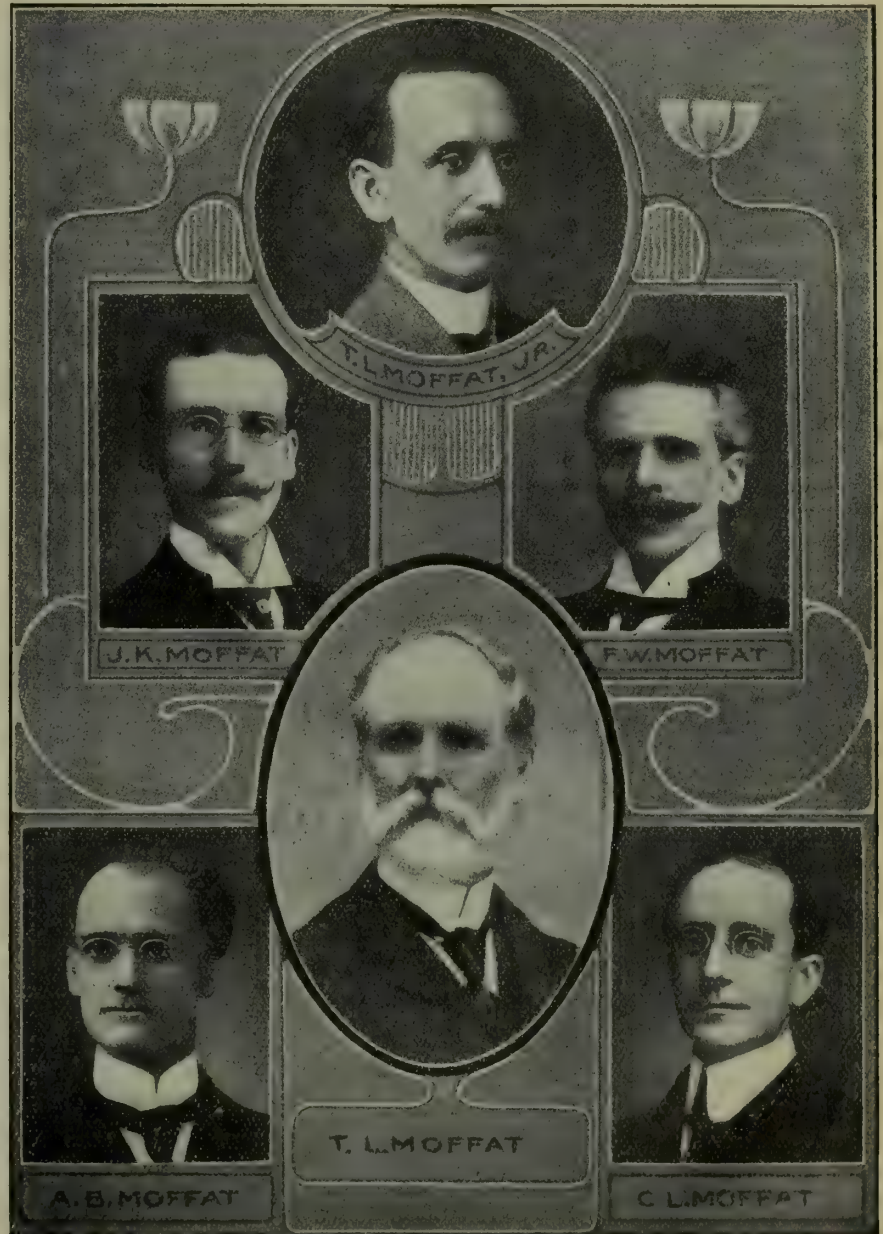
The latter half of the catalogue is devoted to heating stoves, the Royal Opal base burner for hard coal occupying the position of honor. This stove is made with or without oven, has ample mica illumination, and the ornamentation includes a liberal use of nickled parts judiciously disposed. Next in order comes the King National, after which attention is given to oak stoves surface burners, airtights, etc. One of

the most interesting and most convenient features of the catalogue is that portion devoted to repairs, the various parts of leading styles being marked in such a way that the retailer in ordering repairs will be enabled to designate them by their proper name and thus avoid many of those annoying mistakes which are incident to this important part of the stove business. There is also a page on chimneys and drafts, and others are devoted to advertising cuts. The entire make-up of the book is exceedingly at-

some catalogue. It is profusely illustrated with half-tone cuts of many varieties of brushes and brooms manufactured. The little book will prove a useful guide to every buyer. The company will be pleased to forward a copy to any dealer upon receipt of a post card, mentioning this notice.

PERSONAL.

J. W. Evans, formerly of Evans & Chisholm, New Glasgow, has accepted



The Men Behind Moffatt's "National" Stoves.

tractive, and the matter, from start to finish, has been compiled with every regard for the requirements of the trade.

Copies are available to the trade by writing the company, mentioning this paper.

Catalogue Worth Having.

Stevens-Hepner Company, Port Elgin, manufacturers of all kinds of brushes and brooms, have just issued a hand-

some position with the A. C. Thompson Co., North Sydney. This company are adding to their already fine plant a new and modern equipment for making the Thompson steel range, and Mr. Evans will have charge of this department.

Necessity is the mother of invention, but the children don't always turn out well.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 93.)

MONTREAL HARDWARE MARKETS

Montreal, July 26.—A considerable falling off has occurred in the demand for the various lines of hardware during the past week or ten days, owing partly to the warm weather prevailing and to the fact that many of the wholesale staffs are holidaying. It is quite probable that the volume of business transacted this year will be a record-breaker.

The wholesale houses are now making elaborate preparations for the fall trade and even now orders are arriving for horse blankets, tie-chains, and winter goods. Quite a number of orders have been booked up by the travelers.

Quite a demand is still being experienced for campers' supplies, gas stoves, tents, awnings. Supplies are now adequate in almost all lines and prices are firm and unchanged. The advances on tacks and screws are well maintained.

Screws.—The advance made last week in prices has tended to stimulate the demand, and the factories will be kept busy filling orders. Supplies at present are adequate.

Building Paper.—The situation remains unchanged with a steady demand and adequate supplies. Prices are unchanged. Tarred felt is quoted at \$2.25 per 100 lbs., and slaters' felt at 70 cents per roll.

Cement.—Never before has there been such a demand for cement as this year. Conditions continue unchanged. Prices are firm and the demand brisk.

Fire-brick.—The demand for this has temporarily subsided, but will revive again in a month or so.

Green Wire Cloth.—The call for this has lessened, and the manufacturers are now afforded the opportunity to replete their stocks in readiness for the fall demand. Prices are firm.

Sporting Goods.—Business in these has slackened, most of the retailers being well stocked up to meet all further demands during the hunting season.

Mechanics' Tools.—Excepting for orders for lumbermen's outfits, as axes, shovels, and canthooks, business in these at present is quiet. Some demand is still experienced for domestic utensils for the preserving season. Builders' hardware, such as house fittings, are being called for and a brisk business is still looked for in this line.

Many of the travelers of the various wholesale firms are in the warehouses at present preparing for the fall business, and for this reason great activity is seen in all the houses.

TORONTO METAL MARKETS.

Toronto, July 26.—Broadly speaking, a general mid-summer dullness has settled upon the metal markets here. A good average business, however, is being done in the various metals for this time of the year, with local supplies quite adequate to meet the demand. The metal houses here have done a bumper business this season, and many heads of departments are now afforded an op-

portunity to take a well-earned fortnight's vacation before trade begins to boom again, as it undoubtedly will immediately after the holiday season. Meanwhile, little buying is being done and, with the exception of lead, the market is easy. Within the last few days lead has assumed a much firmer tone locally, in response to the recent advance in the primary markets of supply.

Antimony.—The market on antimony is weak and the price is still declining. Cookson's is now held locally at 17c., and Hallett's is quoted at 16½c. The London market has taken a sharp decline, and the American market continues weak and flat with very little doing.

Pig Iron.—The iron and steel markets are very quiet with very few new orders coming in. Both the British and American markets are weak. The following extract from the Journal of Commerce on the iron situation in Germany shows the state of depression on the foreign markets: "There are indications of an impending crash in the German steel and iron trade. The prices of manufactured products have been steadily falling for weeks, and a simultaneous slump in the shares of great foundry and furnace companies has been registered on the Berlin, Hamburg, Frankfort and Dusseldorf exchanges. The mills are working, at present, up to their full capacity and, in some cases, are unable to make deliveries, owing to the rush of work, but orders for deliveries far in the future have come to a complete standstill, and manufacturers will face the prospect of orderless books in a comparatively short time. As German steel and iron plants have increased their capacity enormously in recent years, they are confronted with the problem of finding fresh markets abroad, as their output has largely been for domestic consumption. It is likely that in order to avoid a catastrophe the German steel and iron combination will turn to the British market and engage in a wholesale dumping process and slaughter of prices."

Tin.—The demand has slackened somewhat; the market is quiet and uninteresting with prices firm at figures last quoted.

Lead.—The local demand is fair and supplies are adequate. Lead has taken a firmer tone here within the last few days. A foreign advance of twenty cents is reported but, while this has greatly stiffened Toronto prices, there has been no general advance locally.

Copper.—There has been no change in price since the decline of one-half cent last week. The London market was weaker yesterday, but the American market was firmer and assumed a more settled tone.

Old Materials.—The local market is

extremely dull just now and there has been a consequent decline in several lines. Heavy copper and wire has declined 1½c. and is now quoted at 16½c.; light copper scrap and heavy red brass have both dropped 1c., and are now held at 15c.; heavy yellow brass has declined from 13c. to 12c., and light brass from 10c. to 8c.; old rubbers are a cent lower, and at present are quoted at 10c.

MONTREAL METAL MARKETS.

Montreal, July 26.—A slight anomaly is in evidence in local market conditions. During these days a lull is generally looked for, but present conditions go to prove the contrary. An activity, although not marked, is sufficient to make it an unusual state of affairs. Enquiries of considerable size have been coming to the dealers during the past few days. One was for 2,000 tons of pig iron. No fresh cargoes of any size have arrived, and those which came a week ago are now well distributed. Prices are steady and in some cases will strengthen during the next few days if the present enquiries are maintained.

The English market has been fluctuating. A week ago it was strong, three days ago it was weak, and yesterday it again strengthened. The American market is very weak, prices are easy, and the demand is small. It is probable that it will not long continue so, as the foundries will not lie idle this year as long as usual, owing to the increased call for their products. The causes for the weakness that has prevailed in the English and the American markets are not the same. Speculation was the cause of the depression in the English market, and the closing down of the foundries in the United States for repairs was the cause there. A fair tonnage is moving through the local market.

Pig Iron.—English iron is stronger. The demand in various American centres has dwindled to three or four hundred tons every little while. Local prices are firm and unchanged. Middlesboro, No. 1, \$21.50; No. 2, \$20.50; Summerlee, \$25.50.

Ingot Tin.—Is easier. Premiums for spot are still lessened and are now \$3, thus putting the market in a healthier condition. Lamb, Flag, and Straits are still quoted at \$44.

Ingot Copper.—There has been an easing off in local prices, corresponding to a similar movement in the New York market. English prices are stiffening. Prices now are probably as low as they will be for some time.

Sheet Zinc.—The market is quiet.

Zinc Spelter.—American spelter is going down. The demand is moderate and prices are weak. Domestic is quoted at \$6.50.

Lead.—Is very firm, and a good demand exists. Supplies are equal to the demand. Pig lead is still quoted at \$5.45.

Antimony.—Little buying is yet being done, as there is a lack of confidence

amongst the buyers. Cookson's still quoted at 18c.

Old Materials.—A little activity is noticeable this week, but a general quietness rules. Prices are weak. No changes are made this week. Machinery cast scrap, \$17; heavy red brass, \$15½; heavy copper, \$17.

TORONTO HARDWARE MARKETS.

Toronto, July 26.—The holiday quietness has at last struck the hardware trade and the general demand has fallen off to a considerable extent during the last week. In an ordinary year the hardware trade begins to get quiet about the first of July, but the unusually late spring this year has served to prolong business farther into the summer, and only within the last week has the usual summer lull fallen upon the trade. However, while the season's rush is over for the present, the volume of business for the holiday season remains satisfactory and, considering that so many members of jobbing stalls are away on holidays, is quite sufficient to keep the remaining members busy.

Screws.—Since the slight advance of last week there has been no change on screw quotation, the price remaining firm at the advanced figures. At time of going to press last week only the discounts on flat and round head bright steel screws were at hand, we, therefore, herewith produce the new discounts on brass and bronze screws. Flat head, brass, are quoted at 75 and 10 off; the new discount, both on round head, brass, and flat head, bronze, is 70 and 10 off, while round head, bronze, are now held at 65 and 10 off list.

Nails.—A scarcity still exists in the best selling sizes, though the manufacturers are doing what they can to get up with the trade. Prices remain firm at figures last quoted.

Green Wire Cloth.—This commodity remains very scarce, the makers being still away behind in their orders. While retailers are still experiencing a strong demand for this hot weather requisite, the season is now so far advanced that jobbers have ceased to worry about it. The American manufacturers have practically decided to change the color of wire cloth from green to black, but enquiry throughout the trade here would seem to indicate that so far there are no signs of the move being followed in Canada.

Builders' Hardware.—The extraordinary amount of building being done all over the country maintains the strong demand for builders' supplies and mechanics' tools that has characterized this season. This season an enormous business has been done in cement, which is coming more and more into favor as a building material.

Sporting Goods.—Fishing tackle for summer resorts and holiday seekers still continues to be the leading seller. Large shipments of tents and prospectors' outfits are still being shipped into Cobalt, and the northern demand for this class of goods continues strong. It is a trifle early for firearms and ammunition to move, but increased enquiries are coming in for shot-guns.

Cutlery.—At a meeting of all the American shear manufacturers, held at the Hotel Astor, New York, the latter part of last week, standard list prices were adopted for all kinds of steel laid shears and scissors, which, generally speaking,

amounts to a slight advance. We quote the new prices for some of the leading lines: Straight trimmers, 6, 7 and 8-inch, \$13, \$15 and \$17 per dozen, respectively; bent trimmers, same sizes, \$1 extra per dozen; desk scissors, bankers' and paper hangers' shears, 10, 11 12 and 13-inch, are now \$27, \$31, \$34 and \$38 per dozen; 7, 7½ and 8-inch barbers' shears are now, respectively, \$15, \$16 and \$17 per dozen; pocket scissors, 4, 4½ and 5-inch, are now held at \$11, \$11.50 and \$12, respectively. Add for all left-hand straight trimmers, \$5 to list of straight. Add for all left-hand bent trimmers, \$6 to list of bent. Add for all left-hand barber shears, \$5 to list of barbers'.

U. S. METAL MARKETS.

Cleveland, Ohio, July 25.—The Iron Trade Review to-day says: By the recent purchases, lake and rail transportation interests evince a refreshing confidence in the future. Within the month contracts for seven large boats have been placed with lake shipbuilders, and the purchase of three more steamers is pending. Steel contracts for the former aggregate 20,500 tons, and about 10,000 tons will be required in the construction of the latter. The principal orders for railroad cars are 3,000 for the Illinois Central, 1,000 for the Central of New Jersey, 3,000 for the Intercolonial and 2,000 for the Burlington, all placed since the first of the month. There is also an excellent demand for traction rails, one large manufacturer having inquiries pending for an aggregate of 75,000 tons. The money situation alone prevents the immediate closing of the bulk of this tonnage. Specifications for the various forms of finished iron and steel show no diminution, but there is a seasonable decline in new tonnage. Pig iron is dull and soft, and scrap continues its downward course.

The strike of dock laborers at the head of the lakes and at the iron mines is very serious and shipments of ore will show a heavy decline this month.

LONDON METAL MARKETS.

London, July 23.—Cleveland warrants are quoted at 58s. 6d., and Glasgow standards at 57s. 9d., making prices, as compared with last week, on Cleveland warrants, 2s. 3d. higher, and on Glasgow standards 1s. 9d. higher.

Tin.—Spot tin opened quiet at £183 10s., futures at £181, and after sales of 20 tons spot and 330 tons futures, closed firm at £184 for spot and £181 10s. for futures making prices, as compared with last week £1 higher for spot and £1 15s. higher on futures.

Copper.—Spot copper opened easy at £93, futures at £87, and after sales of 150 tons spot and 500 tons futures, closed firm at £93 10s. for spot and £87 5s. for futures, making prices as compared with last week 10s. lower on spot and £1 5s. lower on futures.

Spelter.—The market closed at £23 17s. 6d., making price, as compared with last week, 2s. 6d. lower.

Lead.—The market closed at £20 15s., making price, as compared with last week, 15s. higher.



Travelers, hardware merchants and clerks are requested to forward correspondence regarding the doings of the trade and the industrial gossip of their town and district. Addressed envelopes, stationery, etc., will be supplied to regular correspondents on request. Write the Editor for information.

HALIFAX HAPPENINGS.

Halifax, N.S., July 22.—The hardware markets are very steady and prices firm just at present. No recent changes have been made, but some are looked for at an early date. Since the recent meeting of the Maritime Hardware Association at Yarmouth, the jobbers have been expecting to receive a revised price list, but up to date it has not come to hand. It is expected that the secretary will have the lists ready some time this week. Advances in several lines are looked for, and wire nails are sure to be put up. An increase of ten cents is expected. All metals are very firm, and it is likely that they will go higher.

* * *

J. H. Evans, formerly of Evans & Chisholm, of New Glasgow, has accepted a position with the A. C. Thompson Company at North Sydney. This company are adding to their already fine plant a new and modern equipment for the making of the Thompson steel range and Mr. Evans will have charge of this department.

* * *

E. R. Hunt, an American mining engineer, arrived in the city last week from Lunenburg, N.S., where he spent a week looking over the "Ovens" property. He is of the opinion that there is lots of gold there within easy reach. The only drawback is the absence of suitable water power. The "Ovens" is the only property in the world, with the exception of the renowned Australian phenomena, where the anticlinal and synclinal are found in close proximity. Mr. Hunt is returning home with many good specimens and it is not improbable that in the near future the "Ovens" may be the scene of renewed activity in gold mining.

* * *

D. W. Laurie, mining engineer, of London, and a nephew of General J. Wimburn Laurie, arrived in the city last week. He is en route to Cape Breton, to investigate mining propositions.

* * *

A report from Sydney says that a valuable discovery of lead and silver has been made at Moon Lake, near Barrachois. Samples of the ore analyzed have 80 per cent. lead with a percentage of silver sufficient to warrant the operation of the property.

* * *

The Halifax City Council has just decided to expend fifty thousand dollars for the installation of water meters in every house in the city. This action has been decided upon to prevent waste. New pipe will also be ordered for several of the mains.

The work of constructing the new stove foundry at Lunenburg, N.S., is nearing completion and it is expected that it will be in full operation before the autumn.

F. O. Werther, of Sydney, has been granted both United States and Canadian patents for his improved fireproof stove lining. Mr. Werther will form a company to manufacture the linings. He has had several offers from United States capitalists for the purchase of his rights.

Gold mining at Middle River, C.B., is booming. The Great Bras D'or Mining Company have purchased a large crusher at Enfield, N.S., and awarded a contract for taking down the mill and removing it to Middle River. The mill weighs over seven tons.

SCENIC ST. JOHN.

St. John, N.B., July 2.—The hardware trade locally has been running along uneventfully of late. A good trade is moving in builders' hardware. Athletic and sporting goods are meeting with a ready sale and light hardware is in demand.

Douglas McArthur, Wm. Pugsley, H. R. McLellan, M. F. Monks and Esther A. Lordly, of St. John, are seeking incorporation as "The Lordly School Desk and Furniture Company, Limited," with a capital stock of \$9,900. H. H. Dryden, Limited, Sussex, manufacturers of tinware, have decided to vacate their present premises and erect a new building one hundred feet by forty-five feet, three storeys high, to provide for their rapidly increasing business. They will install a lot of new machinery and improve the plant in many ways. About double the number of hands now employed will be secured when the new building is in readiness. Expert tin-smiths will be brought to Sussex and every line of tinware that there is a demand for will be manufactured.

Senator Edwards, of Ontario, and several other wealthy capitalists were in Dalhousie last week to investigate the possibilities of establishing large lumber mills in the Bay Chaleur district. These parties own sixteen miles of timber limits in Bonaventure county, and they are anxious to manufacture somewhere in close proximity to the I.C.R. Inducements have been offered at Dalhousie and Bathurst.

The corner stone of the new wing of the Hotel Dieu Hospital, at Campbellton was laid on Thursday last. The probable cost of the new wing, which has been commenced, is between \$30,000 and \$40,000.

The contract for building the new canoe factory for the Chestnut Canoe Company, at Fredericton, has been awarded to John Maxwell and Harry M. Clarke. The contract price is in the vicinity of \$13,000. The construction will be brick and stone.

B. Mooney & Sons, have signed the contract for the erection of the big cold storage plant on Main St. The work will be rushed right along to completion.

The Canada Woodenware Company, whose factory at Hampton was destroyed a short time ago, are likely to locate at Chatham.

A disastrous fire visited Hartland, Carleton county, last Monday morning and destroyed the greater part of the business district. The damage is estimated at over \$100,000, with insurance of less than \$20,000. The fire was evidently of incendiary origin and a reward has been offered for the evidence that will lead to the conviction of the guilty parties. An investigation is going held. Among the business houses that suffered were: Thomas Nelson, harness-maker; Hagerman & Baird, farming machinery; Keith & Plummer's large general store; Horace Nixon's, general store; Massey-Harris agency; Hartland Monument Works and a number of others. Keith & Plummer's loss will be about \$50,000. They had the largest business block in Hartland and one of the largest in the county.

The world-wide stringency in the money market is now affecting St. John. The banks have raised the discount rate from 6 to 7 per cent., and one bank is charging 8 per cent. for casual business.

The C.P.R. steamships will again make St. John, their winter port, the first sailing from here being on November 15. All freight will be handled here, Halifax being again a port of call for embarking and disembarking the mails.

The New Brunswick Southern Railway is being repaired in a thorough manner, and merchants at St. Stephen and St. George, and, in fact, all along the line, are consequently greatly pleased, as the line has long been in need of repair.

The Sussex Manufacturing Company has been running night and day for the past week, filling an order for 400,000 feet of flooring.

CHATHAM CHAT.

Chatham, July 25.—Business continues this week much as heretofore, being pretty brisk, especially along seasonable lines.

H. Macaulay, who has been ill for some time past, was able to sit up last week. His early return to business is expected.

J. H. James is the latest addition to the plumbing fraternity, having at the last meeting of the water commissioners been granted a permit by that body. He has his office in connection with Jas. A. King's hardware store.

As previously intimated, the Chatham Gas Company has substantially reduced their electric light prices. For churches, lodges, residences, etc., the price is cut from 20c. per 1,000 watts to 15c., with a discount of 3c. if paid before the 10th of the month. For business places the price is reduced from 20c. to 15c., with a 5c. discount. The company announce that during the ensuing three months fixtures will be supplied and wiring done at cost.

Contracts for fire escapes at the Central School and the Collegiate Institute have been let to R. Riddell & Sons.

The contracts for the new electric lighting plant have been finally concluded between the city and the Colonial Engineering Company, of Montreal, represented by L. G. Read. The new plant is to be installed by Nov. 15th. The end was not reached without a certain amount of hard feeling, Ald. Westman charging that certain competing firms had not been given a chance to tender for the work, after having been given to understand that full specifications would be submitted to them for this purpose before the matter was finally closed up. In recommending the acceptance of the Colonial Company's proposition, Chairman Potter, of the property committee, frankly admitted that one company had not been given the promised chance to tender, adding that he desired the contract concluded at once in order that the new plant might be installed as soon as possible. Ald. Westman contended that the matter should be thrown open for tenders, even at the cost of delay; but the council took the contrary view, and the question was closed forthwith.

Anent the transient trader question, an important decision was handed down last week by Magistrate Houston in the case of Rex v. Brody, an action brought by the city against Benjamin Brody, a peddler who refused to take out the required \$100 license. The evidence was all taken some time ago, the magistrate asking the prosecuting attorney, City Solicitor Lewis, and Mr. Stanworth, counsel for the defence, to submit written argument. On consideration of same, the magistrate handed down judgment dismissing the defendant without costs. His judgment comprises upwards of five typewritten pages, and he goes into his reasons in some detail.

The magistrate points out that there is no doubt at all that the object of the council in passing Bylaw No. 111 was to make the granting of a license prohibitory, or exclusive, to one man. This was done indirectly with the same effect as if it had been done directly. Further on the magistrate says:

"This bylaw, No. 111, was passed on the nineteenth day of March, 1907, and not one single license has been taken out under it, and no person has endeavored to take out a license under it. One man only has offered to take a license—Peter Mitgis—and only on

condition that he obtain the exclusive right. That being the case, it is beyond doubt in my mind that the bylaw is such that the general public or people in the business of hawkers or peddlers will not take out a license, if more than one be granted, and that, I find on the evidence, was the intention when passing the bylaw. Under the bylaw in force at the time, the bylaw complained of was passed. The defendant in this case, as he did not use the pushcart or horse and waggon, but carried his rugs, would have been entitled to a license on the payment of \$10. Under this bylaw, he would be obliged to pay \$100, and the only evidence I have, is that a person in that business could not afford to pay that amount. This is uncontradicted."

Questioned as to whether or not the city intended to appeal the case, Mayor Stone stated that he did not know, adding that he would consult with Chairman Austin of the finance committee. It is pretty well understood that as framers of the bylaw, the city council are by no means satisfied with the magistrate's decision. They want the bylaw enforced. The magistrate, on the other hand, takes the view that had he convicted Brody against his own judgment, in the event of a successful appeal by the defendant, the city would have had heavy costs to pay. This is the third decision of the kind handed down by the magistrate.

LEAFY LONDON.

London, Ont., July 24.—There is a remarkable absence of cohesion amongst local hardwaremen if half the reports of price cutting are true. This cutting is particularly noticeable in binder twine, local dealers, it is said, selling at a figure that allows them but 4c. per pound profit, whereas the contracts with the manufacturer provide for a margin of one cent. This way of doing business is foolish in the extreme, as, when the cut is met all round, no one can get any advantage. It is evidently time the local dealers agreed on living prices.

The Cody Manufacturing Co., of Sarnia, are exhibiting in McMurtry's hardware store, their patented inverted are lights for inside and outside use, which, it is claimed, possess advantages over other lights both as regards illuminating power and cost. One important feature is that the inverted burner sends the light downward instead of allowing it to go upward. The Cody oil gas light is another novelty that is likely to grow into general use.

The employees of London industrial concerns have a happy custom in the holding of an annual picnic, whereby the families of the men are brought together in a social way that would otherwise be impossible. Among the dozen or so outings held at Port Stanley on Saturday last were those of the Hobbs Manufacturing Co., the London Wire

and Nail Works, Geo. White & Sons, and the London Bolt Co. All report an enjoyable day at the lakeside.

The McClary Manufacturing Co. are so rushed in their stamping department as to necessitate the working of a night shift. The company are installing a 250 horse-power gas producer plant, which it is believed will prove more economical than Niagara power, even at Beck prices.

The fourth annual convention of the Master Painters' and Decorators' Association of Canada opened in the city hall yesterday morning, and will continue for three days.

The roll call of officers showed all present but two.

The secretary-treasurer's report showed the association to be in a flourishing condition, both financially and numerically.

The first subject taken up after luncheon was the best methods of treating a wall for kalsomining that had been plastered on the bricks so as to prevent the saltpetre from coming through from the bricks and causing the coating of kalsomine to be useless.

A paper was read by William McKenzie on "Finish vs. Varnish." After dealing extensively upon this subject the matter was left open to discussion, there being a wide variance of opinions on the matter.

Dr. Kennedy, of Toronto, then gave a very interesting lecture and practical demonstration on "Color Making." As the different colors were made and explained the glasses were passed to the audience for inspection.

The main hall in the municipal buildings presents a very attractive appearance, the house decorators having been exercising their skill on it to good effect. The galleries and pillars are tastefully hung with bunting, while many companies who manufacture such supplies as are constantly used by the painters have very fine exhibits.

Some of the goods displayed are particularly attractive. The Consolidated Plate Glass Co., of Toronto, has some beautiful mirrors, which, however, are so shaped that they reflect anything but a beautiful image, no matter who stands before them. Despite the uncomplimentary things this exhibit shows up, however, there is an amused crowd before it at all intermissions.

MOOSE JAW'S OUTLOOK.

Moose Jaw, July 22.—An unprecedented era of prosperity has been experienced in western Canada during the past decade and more especially in Saskatchewan and Alberta during the past two years since provincial autonomy was granted.

The influx of thousands after thousands of new settlers has been the active agency in promoting such prosperity. For years, these provinces had been waiting for the inrush of settlers. Settlement was only found in a narrow belt along the main line of the C.P.R. in the

eastern part of Saskatchewan to Moose Jaw, with even narrower belts along the northern half of the Prince Albert branch and along the Calgary-Edmonton line. To-day, the wave of settlement has overflowed these narrow limits in all directions to a distance of from 40 to 100 miles from existing lines of railway. Such extensive settlements make busy times at all stations from which settlers start on their land hunt.

The spirit of expansion evidenced in Winnipeg in the early eighties may have pervaded some of our western cities until they are getting ahead of settlement requirements. Paragraphs in the public press from various points indicate that a time of retrenchment or of "marking time" until the procession catches up has commenced. A slump in real estate is one of the first results of retrenchment. The auction sale of city property in Moose Jaw—estate of the late Octavius Field—on July 3rd, in which thirty-nine parcels were sold at prices exceeding the reserve bid, shows that notwithstanding the stringency in money markets and the tendency of the time for retrenchment, Moose Jaw property remains fixed and solid. This sale amounted to \$76,780, payments, 25 per cent. cash, 25 per cent. in six months, and balance in one year, with interest at 6 per cent. per annum on unpaid balances. One of the parcels, 54 feet, on Main street, sold for \$16,100. The majority of the purchasers at this sale were citizens who have been in Moose Jaw for nearly a quarter of a century. They have made their money here and by their actions, intimate that they have every confidence in the future of Moose Jaw.

During the past two years Moose Jaw has benefitted exceedingly by the inrush of settlers who have located beyond the old settlers north and northwest of the city to the elbow of the Saskatchewan, as well as the platte south of Moose Jaw, until the open prairies to the Coteau are occupied. This year, the inrush is to the lands southwest of Moose Jaw towards Willow Bunch and Wood Mountain, and westerly to the meridian line that runs through Swift Current. The settlement of this district will continue for some years, as there are over two million acres of agricultural land, as well as some five million acres of broken or hilly lands suited for ranching or grazing purposes. The Moose Jaw district that is, the cultivated areas within 35 miles of the city, produced 2,500,000 bushels of wheat in 1905, and over three million bushels in 1906, and yet not more than one-fifteenth of the area has been cultivated. The city has the support of this rich agricultural district, which is equal to that of any other city or town in the province, but it is another support of being an important railway centre. When the main line of the C.P.R. was under construction in 1882, Moose Jaw was chosen as a divisional point, with roundhouse and repair shops. It was also found to be the most favorable location for feeding and watering stock between the ranches and Winnipeg. Twenty-five years of experience has confirmed the wisdom of this selection. As railway business increases, additional roundhouse accommodation and machine shops have been

added. Stock yards costing \$30,000 have been erected. To-day, further additions are under way. A new machine shop, 66x96 feet, is under construction, old roundhouse stalls having been torn down and are being replaced by new ones. A number of new stalls are to be added, which will make a total of 33 this year; five more will be added in 1908. Commodious yardage room for freight will be constructed at an estimated cost of over \$250,000, half of which expenditure is planned for the present year.

The traffic just commenced between St. Paul and Spokane, adds to the accommodation requirements at Moose Jaw. The new line to the elbow, when operated, will add to the importance of Moose Jaw as a railway centre.

The population of Moose Jaw, now over 7,000, is increasing at the rate of over 1,000 a year. Of this population, it is estimated that over 50 per cent. are directly dependent upon wage earners in connection with the C.P.R. offices, shops and train crews, or in the roller mills, planing mills and iron works. No other city in western Canada has so large a percentage of its citizens wage earners. So long as any city has half of its population permanent wage earners, its prosperity is assured.

SASKATOON SAYINGS.

Saskatoon, July 19.—Warm, isn't it? The crops look well but we need rain. Don't forget the fair on August 6th, 7th and 8th.

If you haven't a horse, cow or pig to exhibit, bring along the baby. There is to be a baby competition and the prettiest baby gets a city lot all to itself.

A good deal of building is going on but very few contracts are ready for the goods, so that the hardwaremen and plumbers are still waiting to do business.

VIGOROUS VANCOUVER.

Vancouver, B.C., July 22.—There is some possibility that the whole question of freight rates from Vancouver to Alberta and from Winnipeg to the same province, will be fully discussed. It is ascertained that Jas. Hardwell, traffic expert of the railway commission, is to be in Vancouver soon to inquire into and report upon the alleged discriminatory rates in favor of Winnipeg as against Vancouver and Alberta common points. This may re-open the whole subject which was in some way settled two years ago after long negotiations between the C.P.R. and the wholesalers of Victoria and Vancouver, with the Boards of Trade of the two cities backing up the wholesale trade.

It has so long been contended that Calgary, Edmonton and Macleod should be common points in so far as the freight rates granted to Vancouver and Victoria and Winnipeg jobbers that the matter is familiar enough to all western

business men. It was settled by what was understood to be a practical concession on the part of the railway that the contention of the wholesale trade of the coast cities was just. Since that time little has been heard of the question though there has been more or less dissatisfaction expressed with the way the agreement was working. Now the matter is to be subject of inquiry on the part of the railway commission.

Very shortly the commission appointed by the legislature of the Province of Alberta to inquire into the conditions of coal mining in that province, will be making its report, the investigations carried on having been completed. It is expected that many valuable suggestions will be made. One in particular will deal with the hours of labor, and eight hours from bank to bank is likely to have the support of the commission as that is the demand of the miners, while many operators have already conceded it.

There is no more important industry in Alberta, to-day, than coal mining, albeit it is a stock and grain-growing province. Seventy mines are in active operation in the province, and these average a production of 5 to 500 tons per day. While there are some mines in almost all parts of the province, Southern Alberta, along the Crow's Nest Pass Railway, almost from where it leaves the main line of the C.P.R., and right through to the boundary line of B.C. has the largest number and the largest producers. There is hardly a town all along the way which has not one or more producing mines. As the country develops the value of these mines is growing and the importance of keeping the industry undisturbed is also growing. Not only Alberta, but the two other prairie provinces and to some extent the Province of B.C. depend upon the coal output of the Alberta mines.

In harvesting tools, the dealers report business brisk at the present time. Prices have been advanced for the first time in some years, by the reduction of the discount of five per cent. from list. In builders' hardware there is increased activity as the season progresses. No changes in prices from last quotations are reported. Shipments to the north are still very quiet, though toward the end of the month heavier shipments are expected, owing to the summer commodity rates on the White Pass route going out on August 15. Northern trade has been far from what it used to be, and is not now nearly the factor it was two or three seasons ago. Up-coast trade is growing rapidly each season. Just now there is some dulness in that trade, owing to so many of the logging camps being shut down for the hot weather weeks. Cannery trade has been lighter than usual, owing to anticipated small pack. The quantities of tinplate used or stocked by the canneries are very much smaller.

For the fiscal year ending June 30, the total cut of timber in the coast district of B.C. was 339,343,662 feet. This is taken from the books of the official supervisor of sealing. In the coast district sealing is all done under the authority of the Provincial Government and there are official sealers, so that records are now, for the first time possible. In the interior of the province no sealing by Government officials is enforced, so that but an estimate is available. It is generally considered that the mills of the interior cut as many logs as those of the coast, so that, on that basis, the total log cut of the province for the year just ended would be 678,687,324 feet. The cut in June was not a record-breaker as anticipated, being 39,199,946 feet, which is not as great as in some previous months.

The possibilities of growth in Vancouver harbor are indicated by recent activity in purchase of water front in North Vancouver, across the Inlet from Vancouver City. A recent purchase announced is that by the large shipping firm of Evans, Coleman & Evans, who have wharfs and sheds as yet the largest in Vancouver harbor. They, however, only lease their site from the C.P.R., and it is expected that some day the railway corporation may require it. It is also fully expected that in the near future the city of North Vancouver will have railway facilities and will also be connected across the Inlet by a railway traffic bridge. Then the location of wharves on the north side or south side will be but an incident, practically an unimportant detail.

It is stated that the Granby smelter at Grand Forks, in the boundary district is to be enlarged by adding to its furnace capacity so as to increase the capacity by 1,000 tons of ore per day. That would make the total capacity 4,500 tons per day. When the work is completed, and it is estimated that it will take a year to carry out the plans, the smelter will employ over 500 men at a monthly pay-roll exceeding \$50,000. Estimating the copper recovered at 25 pounds to the ton, a very modest allowance, the daily production would be 112,500 pounds, and the yearly production would reach 40,000,000 pounds of copper.

Steamer Lonsdale of the Canadian-Mexican line reached the port of Victoria from her first round trip to the south, last Saturday. While there is plenty of cargo offering for the vessels, on their outward trips, so far but very little has turned up for the homeward trip. The Lonsdale brought only twenty tons of cargo, chiefly Mexican fruits. On her outward voyage in a fortnight's time, she will take a large consignment of lumber, and other merchandise will also be forwarded so that she is likely to have a full cargo. It is expected that later on larger cargoes of Mexican products will reach B.C. ports for use in Canada. Already it is being arranged to ship in some consignments of mahogany and other Mexican hard woods.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 a.m. Friday, July 26. Room 511, Union Bank Bldg, Winnipeg, Man.

Values are steady this week and there are no quotable changes of importance. Business is fairly active although this is ordinarily a quiet season. Business men are waiting to see what the crop will be before buying very heavily and a quiet condition of trade is expected until it is possible to size up the situation accurately and surely.

ROPE—Sisal, 11c. per lb., and pure manila, 15½c.

LANTERNS—Cold blast, per dozen, \$7; coppered, \$9; dash, \$9.

WIRE—Barbed wire, 100 lbs., \$3.22½; plain galvanized, 6, 7 and 8, \$3.70; No. 9, \$3.25; No. 10, \$3.70; No. 11, \$3.80; No. 12, \$3.45; No. 13, \$3.55; No. 14, \$4; No. 15, \$4.25; No. 16, \$4.40; plain twist, \$3.45; staples, \$3.50; oiled annealed wire, 10, \$2.90; 11, \$2.96; 12, \$3.04; 13, \$3.14; 14, \$3.24; 15, \$3.39; annealed wires (uncoiled), 10c. less; soft copper wire, base, 36c.; brass spring wire, base, 30c.

POULTRY NETTING—The discount is now 47½ per cent. from list price, instead of 50 and 5 as formerly.

HORSESHOES—Iron, No. 0 to No. 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to No. 1, \$5; No. 2 and larger, \$4.75.

HORSE NAILS—No. 10 and larger, 22c; No. 9, 24c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 30c.; No. 4, 36c. per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c. per box. Capewell brand, quotations on application.

WIRE NAILS—\$3 f.o.b. Winnipeg, and \$2.55 f.o.b. Fort William.

CUT NAILS—Now \$3.20 per keg.

PRESSED SPIKES—½ x 5 and 6, \$4.75; 5-6 x 5, 6 and 7, \$4.40; ¾ x 6, 7 and 8, \$4.25; 7-16 x 7 and 9, \$4.15; ½ x 8, 9, 10 and 12, \$4.05; ¾ x 10 and 12, \$3.90. All other lengths 25c. extra net.

SCREWS—Flat head, iron, bright, 85 and 10; round head, iron, 80; flat head, brass, 75 and 10; round head, brass, 70 and 10; coach, 70.

NUTS AND BOLTS—Bolts, carriage, ¾ or smaller, 60 p.c.; bolts, carriage, 7-16 and up, 50; bolts, machine, ¾ and under, 50 and 5; bolts, machine, 7-16 and over, 50; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, cases, 3; square nuts, small lots, 2½; hex nuts, cases, 3; hex nuts, small lots, 2½ p.c. Stove bolts, 70 and 10 p.c.

RIVETS—Iron, 60 and 10 p.c.; copper, No. 7, 43c.; No. 8, 42½c.; No. 9, 45½c.; copper, No. 10, 47c.; copper, No. 12, 50½c.; assorted, No. 8, 44½c., and No. 10, 48c.

COIL CHAIN—½-in., \$7.25; 5-16, \$5.75; ¾, \$5.25; 7-16, \$5; 1, \$4.75; 9-16, \$4.70; 2, \$4.65; 3, \$4.65.

SHOVELS—List has advanced \$1 per dozen on all spades, shovels and scoops.

HARVEST TOOLS—60 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, doz., \$3.15; No. 1, \$1.90; No. 2, \$1.60; octagon extra, \$2.30; No. 1, \$1.60.

AXES—Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.75; Copper King, \$8.25; Columbian, \$9.50; handled axes, North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$11 per dozen.

CHURNS—45 and 5; list as follows: No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16.

AUGER BITS—"Irwin" bits, 47½ per cent., and other lines 70 per cent.

BLOCKS—Steel blocks, 35; wood, 55.

FITTINGS—Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

HINGES—Light "T" and strap, 65.

HOOKS—Brush hooks, heavy, per doz., \$8.75; grass hooks, \$1.70.

STOVE PIPES—6-in., per 100 feet length, \$9; 7-in., \$9.75.

TINWARE, ETC.—Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ per cent.; other galvanized lines, 30 per cent.

CORDAGE—Rope sisal, 7-16 and larger, basis, \$11.25; Manila, 7-16 and larger, basis, \$16.25; Lath yarn, \$11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block-tin is quoted at 45c. per pound.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per dozen.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

LOCKS—Peterboro and Gurney, 40 per cent.

BUILDING PAPER—Anchor, plain, 66c.; tarred, 69c.; Victoria, plain, 71c.; tarred, 84c.; No. 1 Cyclone, tarred, 84c.; No. 1 Cyclone, plain, 66c.; No. 2 Joliette, tarred, 69c.; No. 2 Joliette plain, 51c.; No. 2 Sunrise, plain, 56c.

AMMUNITION, ETC.—Cartridges, rim fire, 50 and 5; central fire, 33½ p.c.; military, 10 p.c. advance. Loaded shells: 12 gauge, black, \$16.50; chilled, 12 gauge, \$17.50; soft, 10 gauge, \$19.50; chilled, 10 gauge, \$20.50. Shot: ordinary, per 100 lbs., \$7.75; chilled, \$8.10. Powder: F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

REVOLVERS—The Iver Johnson revolvers have been advanced in price the basis for revolver with hammer being \$5.30 and for the hammerless \$5.95.

IRON AND STEEL—Bar iron basis, \$2.70. Swedish iron basis, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

SHEET ZINC—\$8.50 for cask lots, and \$9 for broken lots.

CORRUGATED IRON AND ROOFING, ETC.—Corrugate iron 28 gauge painted \$3, galvanized \$4.10; 26 gauge \$3.35 and \$4.35. Pressed standing seamed roofing 28 gauge painted \$3.10, galvanized \$4.20; 26 gauge \$3.45 and \$4.45. Crimped roofing 28 gauge painted \$3.20, galvanized, \$4.30; 26 gauge \$3.55 and \$4.55.

PIG LEAD—Average price is \$6.

COPPER—Planished copper, 44c. per lb.; plain, 39c.

IRON PIPE AND FITTINGS—Black pipe, ½-in., \$2.65; ¾, \$2.80; 1, \$3.50; 1½, \$4.40; 2, \$6.35; 1½, \$8.65; 1½, \$10.40; 2, \$13.85; 2½, \$19; 3, \$25. Galvanized iron pipe, ½-in., \$3.75; ¾, \$4.35; 1, \$5.65; 1½, \$8.10; 2, \$11; 2½, \$13.25; 3-inch, \$17.65. Nipples, 70 and 10 per cent.; unions, couplings, bushings and plugs, 60 per cent.

GALVANIZED IRON—Apollo, 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30 gauge or 10½-oz., \$5.20; Queen's Head, 20 \$4.60; 24 and 26, \$4.90; 28, \$5.15.

LEAD PIPE—Market is firm at \$7.80.

TIN PLATES—IC charcoal, 20 x 28, box, \$10; IX charcoal, 20 x 28, \$12; XXI charcoal, 20 x 28, \$14.

TERNE PLATES—Quoted at \$9.50.

CANADA PLATES—18 x 21, 18 x 24, \$3.50; 20 x 28, \$3.80; full polished, \$4.30.

LUBRICATING OILS—600W, cylinders, 80c.; capital cylinders, 55c. and 50c.; solar red engine, 30c.; Atlantic red engine, 29c.; heavy castor, 28c.; medium castor, 27c.; ready harvester, 28c.; standard hand separator oil, 35c.; standard gas engine oil, 35c. per gallon.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c.; Sunlight, in bbls., per gal., 22c.; per case, \$2.35; Eocene, in bbls., per gal., 24c.; per case, \$2.50; Pennoline, in bbls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; engine gasoline in barrels, gal., 27c.; f.o.b. Winnipeg, in cases, \$2.75.

PAINTS AND OILS—White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c.; in kegs, 3½c.; turpentine, barrel lots, Winnipeg, 90c.; Calgary, 97c.; Lethbridge, 97c.; Edmonton, 98c. Less than barrel lots, 5c. per gallon advance. Linseed oil, raw, Winnipeg, 72c.; Calgary, 79c.; Lethbridge, 79c.; Edmonton, 80c.; boiled oil, 3c. per gallon advance on these prices.

WINDOW GLASS—16-oz. O. G., single, in 50-ft. boxes—16 to 25 united inches, \$2.25; 26 to 40, \$2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, \$4; 26 to 40, \$4.52; 41 to 50, \$4.75; 50 to 60, \$5.25; 61 to 70, \$5.75. 21-oz. C.S., double, in 100-ft. cases, 26 to 40 united inches, \$7.35; 41 to 50, \$8.40; 51 to 60, \$9.45; 61 to 70, \$10.50; 71 to 80, \$11.55; 81 to 90, \$17.30.

WARM ROAST ON POOR U. S. PAINT

In a paper read before the Society for Testing Materials at Atlantic City, Commissioner E. F. Ladd, of North Dakota, who for a couple of years has been making a series of tests of paints manufactured in the States and sold through catalogues houses regular trade channels, said:

Few industries have developed during the past few years more rapidly than the ready mixed paint industry. Probably no less than 70,000,000 gallons of mixed paints are now annually produced and consumed in the United States. Mixed paints are a necessity of our age; they are most convenient for use, the colors easily matched at any time, and it is not strange that the growth has been phenomenal.

I need not dwell upon the products first produced and sold as mixed paints; it is sufficient to consider what we now have to deal with. It is not strange then, with the wonderful development of the industry, and with the multitude of manufacturers now producing paints, some of whom seem to know very little of the business; or of the true principles underlying the manufacture and use

ing as good a paint as they could sell in the face of the competition practised. Unfortunately, there are many other manufacturers producing paint as cheaply as they can, and with little regard for the wearing quality as the first consideration, paints, for example, in which 75 per cent. of the liquid portion is without any merit whatever, being chiefly water and benzine.

The Saving Factor.

I would not for a moment have it understood that I believe that all the manufacturers of mixed paints resort to unfair methods; far from it; there are as honorable, high-minded, and public spirited men among them as can be found in any calling, and I count among my acquaintances many such.

The conditions are not unlike they were in food matters when food control laws were first enacted. The standard of business was set not by the best men, but by those who were shrewdest and not necessarily the most honorable.

Improve or Quit.

Their methods must be changed or they will be forced out of business,



One of the Experimental Fences used to test Paints in North Dakota.

of paints, if, without being under any restriction and control in such a rapid growth of the industry, that abuses should be found which will require courage, persistence, and even legislative action to correct, in order to insure proper protection to the public.

Much Poor Paint.

It is unfortunate that some of the mixed paints have so little of merit, but how are the public to separate the good from the bad? I am prepared to show that about 80 per cent. of the manufacturers of paints are misrepresenting the facts to the public; they are deceiving them; misleading them, and, in not a few cases, defrauding them. This will be well proven by a study of bulletin No. 70 of the Agricultural Experiment Station when taken in comparison with the literature furnished by the manufacturers themselves.

With competition so fierce as has been the case within the past few years it is safe to say that paint manufacturers have not, as a rule, produced a paint as good as they know how to produce, but rather that the best of them were mak-

then the honest man will be afforded an opportunity to do the very best he knows how to do in producing a superior product, and he will not be forced by unfair competition to lower his standard in order to hold his trade, not educated to recognize in paint that which possesses true merit.

It should not be forgotten, however, that there is a demand for two grades of paint: a first and a second quality. But the honest manufacturer should make both, then so label them that the public shall know the difference, and the proper use of the two classes of paints. He should not leave this to others who will produce any kind of a mixture that can be sold and to the detriment of a good paint.

THE ENEMIES OF STRUCTURAL STEEL.

Too much cannot be said of the excellent qualities of structural steel of the standard composition and workmanship. Its reputation for the combined qualities of elasticity, toughness, resist-

ance to compression, and shear and durability has been established by years of useful duty in a thousand different forms and under a thousand different conditions. Steel, however, is subject to two insidious forms of attack, the peril of which lies in the fact that the damage is done under conditions where inspection is difficult and in many cases impossible. We refer to rusting and electrolysis.

The destructive effects of rusting are so well understood that the efforts to protect the steel commence at the very time that the material receives its finishing pass in the steel mills. In all well-regulated works the finished work receives a coat of protective paint before it is placed in the storage yard, or shipped to the purchaser. If the paint be applied to thoroughly clean surfaces, quite free from rust, and if the steel work be again carefully painted before it is inclosed in the concrete, terra cotta, or other fireproofing material of the building, and the space between the fireproofing and the steel is carefully filled in with cement, experience has shown that it will probably be safe against deterioration by rusting for all time to come. But these theoretical conditions are seldom perfectly fulfilled. Too often the finished shapes at the mill are exposed to the moisture and acids of the atmosphere long enough to take on a coat of rust, and unless this be very carefully removed, the mere application of the ordinary paint of commerce will not prevent oxidation from taking place under the paint on the surface of the steel. The ideal protective covering, both for steel which is to be inclosed from view, and that which will be permanently exposed to the attack of the weather, would be a covering which, like varnish, would be sufficiently transparent to enable the condition of the underlying steel to be carefully inspected. If some composition could be produced, which combined transparency with protective qualities, a long step would be taken in the direction of rendering all steel work, whether exposed or concealed, imperishable.

ON A HOLIDAY TRIP.

Henry Chicas, sales manager in the Toronto branch of the Canada Paint Co., spent a few days last week in Montreal and attended the reception to Sir Wilfrid Laurier last Saturday night.

Approximately one-half the lead produced in the United States goes into the manufacture of pigments: White lead, red lead, litharge, and orange minerals. The second largest use is for the manufacture of sheet and pipe. In addition, lead is used in certain alloys and for many minor purposes. One of its most important properties is that of alloying with gold and silver in all proportions. This property is taken advantage of in smelting, the lead ores being used for fluxing the so-called dry ores of the west.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, July 26.—Local trade conditions are generally quiet, although for this season of the year when dullness is looked for, activity is being well maintained. Repeat orders are coming in freely as also are new orders. The reason for the business being so well maintained at this season of the year is that owing to the lateness of the spring, orders which should have been filled two months ago are only now being attended to. A large amount of painting is being done, the painters apparently being anxious to make up for lost time. With the exception of turpentine, the prices on all lines of paints and oils are firm and well maintained.

Transportation conditions are gradually improving, owing to the fact that the congestion of freight has been lifted with the diminution in the volume of freight being offered for shipment.

Linseed Oil.—A general dullness exists in the local market. Prices are unchanged and firm. Raw, 1 to 4 bbls., 64c; 5 to 9 bbls., 63c; boiled, 1 to 4 bbls., 67c, 5 to 9 bbls., 66c.

Turpentine.—American market conditions are much easier, but prices are unchanged locally. Supplies are coming in more freely. Single barrels, 83c.

Red Lead.—Local market conditions are unchanged; prices are firm, and the demand is steady. Supplies are coming in freely. Genuine red lead, in casks, \$6.25; in 100-lb. kegs, \$6.50; in less quantities, at \$7.25 per 100 lbs. No. 1 red lead, casks, \$6; kegs, \$6.25, and smaller quantities, \$7.

Ground White Lead.—A fair demand prevails. Government standard, \$7.50; No. 1, \$7; No. 2, \$6.75; No. 3, \$6.35.

Dry White Zinc.—Prices are firm and unchanged, with a moderate demand. V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil.—It used to be a conundrum to paint dealers why more zinc was not used by painters for finishing work. The call for it now is steadily increasing. Prices are unchanged. Pure, 8½c; No. 1, 7c; No. 2, 5½c.

Putty.—an increasing number of orders are arriving for this and manufacturers are kept busy filling them. Prices are unchanged. Pure linseed oil, \$1.85 bulk; in bbls., \$1.60; in 25-lb. irons, \$1.90; in tins, \$2; bladder putty, in bbls., \$1.85.

Gum Shellac.—The situation remains unchanged. Fine orange, 60c per lb.; medium orange, 55c per lb.; white (bleached), 65c.

Shellac Varnish.—A moderate demand exists, with firm and unchanged prices. Pure white bleached shellac, \$2.80; pure orange, \$2.60; No. 1, orange, \$2.40.

Paris Green.—Is very active in demand and is likely to continue so for two or three weeks yet owing to the backwardness of the potato plants.

TORONTO.

Toronto, July 26.—A seasonable quietness prevails throughout the local paint and oil markets and many of the heads of departments have taken advantage of

this midsummer lull to snatch a couple of weeks' needed respite from business activity. With the exception of turpentine, which has taken another sharp decline, the various oil and paint commodities are held at the same figures as quoted last week.

White Lead.—A good seasonable demand exists and prices show no disposition to change. Genuine pure white lead is quoted \$7.65, and No. 1 is held at \$7.25.

Red Lead.—The market is quiet, though business is as good as jobbers expect for this time in July. Present prices are as follows: Genuine, in casks of 500 lbs., \$6.25; ditto, in kegs of 100 lbs., \$6.75; No. 1, in casks of 500 lbs., \$5; ditto, in kegs of 100 lbs., \$5.50.

Paris Green.—Most jobbers complain of a great scarcity in one-pound packages; the demand for these is strong at present, and in all probability will keep up for two or three weeks longer. Repeat orders continue to arrive very fast for the recent hot weather has been very favorable to the growth of potato plants and the propagation of bugs. Though supplies of paris green in small packages are limited, there has been no advance in the price, which remains firm at the following figures: Canadian paris green, 29½c base; English paris green, 30½c.

Petroleum.—The demand is steady, with prices unchanged: Prime white, 13c water white, 14½c; Pratt's astral, 18c.

Shellac.—Business is quiet at present but a few enquiries are coming in. Present prices are: Pure orange, in barrels, \$2.70; white, \$2.82½ per barrel; No. 1 (orange), \$2.50.

Linseed Oil.—The market is quiet, the demand having fallen off to a considerable extent during the last week. The majority of local jobbers are still quoting last week's prices, though two firms are now quoting one cent less all round. Some Montreal houses have bought oil for delivery in August and September at what they claim to be lower than Canadian crushers' prices, but this may be oil crushed from Argentine seed which certainly does not produce oil of as good quality as that obtained from Calcutta seed. As the import duty on foreign seed is now ten cents per bushel, the future price of Canadian linseed oil depends largely on the amount of the season's domestic seed production; at present, however, it is hard to judge the crop accurately as the reports from the west, both as to acreage and estimated yield, are very conflicting. We quote: Raw, 1 to 3 bbls., 68c; 4 to 7 bbls., 67c; 8 bbls. and over, 66c. Add 3 cents to this price for boiled oil f.o.b. Toronto, Hamilton, London and Guelph, 30 days.

Turpentine.—A sharp decline of 3c has taken place in the local market. Turpentine may still be said to be dull at the point of production and stocks are accumulating somewhat larger than was anticipated. The holders there of turpentine claim that this is now the time to buy as prices are at the lowest point that they will reach for the year, while others claim that a further reduction of ½c or 1c per gal. may still be looked for, however, if a foreign

demand should spring up, as is usual at this time of the year, it would be quite natural for the market to advance from present figures. Locally, the market is quiet and the following prices are now quoted: Single barrels, 80c; two barrels and upwards, 79c f.o.b. point of shipment, net 30 days; less than barrels, 5c advance. Terms: 2 per cent., 30 days. quotations at back of paper.

For additional figures, see current quotations at back of paper.

PERFECT COLOR COMBINATIONS.

The following harmonious color combinations were compiled by a prominent artist:

Black and white.
Blue and gold.
Blue and orange.
Blue and salmon.
Blue and maize.
Blue and brown.
Blue and black.
Blue, scarlet and lilac.
Blue, orange and black.
Blue, brown, crimson and gold.
Blue, orange, black and white.
Red and gold.
Red, gold and black.
Scarlet and purple.
Scarlet, black and white.
Crimson and orange.
Yellow and purple.
Green and gold.
Green, crimson, turquoise and gold.
Green, orange and red.
Purple and gold.
Purple, scarlet and gold.
Lilac and gold.
Lilac, scarlet and white or black.
Lilac, gold, scarlet and white.
Lilac and black.
Pink and black.
Black, with white or yellow, and crimson.

CARMINE PAINT.

Carmines is almost a pure lake, a combination of the coloring principle of cochineal (which is carminic acid) with alumina and tin, says the Decorators' and Painters' Magazine. Hurst tells us that its chemical nature is but imperfectly understood, although it and its source (cochineal) have frequently been examined, but there are always present some small quantities of other bodies, which render any investigation into its composition a matter of difficulty.

As a pigment, carmine works well in either water or oil, and is used to some extent by artists as a glazing or tinting color. It is not permanent, however, as a few months' exposure to sun and air is sufficient to impair the brilliancy of its hue, and prolonged exposure causes it to fade.

Carmines is frequently adulterated with other lakes and red pigments, which adulteration may be ascertained by treating the lake with ammonia. If pure it will completely dissolve, but if otherwise, the adulterant will be left as an insoluble residue.

BUILDING AND INDUSTRIAL NEWS

A steel draw-bridge will be erected in Vancouver.

The Fairbanks Scales Co. will erect a large plant at Sherbrooke, Que.

The Dominion Cartage Co., Montreal, will erect a factory at Brownsville, Que.

Mellwraith & Austin, founders, Listowel, Ont., have dissolved partnership.

The Berlin Machine Co., Hamilton, will erect a brick factory costing \$150,000.

The Lethbridge Electric Co., are installing a Babcock & Wilcox watertube boiler.

A Toronto brick company will develop the deposits of sand near Vancouver, B.C.

The power house at Lake Ontario Park, Kingston, Ont., was destroyed by fire recently.

Carley & Wellard have commenced a furniture and cabinet making business in Winnipeg.

Sydney Smart, contractor has installed a compressed brick plant at Melfort, Sask.

The Canada Screw Co., Hamilton, have under way an addition to their plant to cost \$150,000.

The International Snow Plow Co., Stratford, will manufacture steel box and flat cars.

The warehouse and sheds of the Imperial Oil Co., Brandon, were destroyed by fire recently.

The steamer Bavarian, which was damaged in the St. Lawrence, will not be floated again.

The Polson Iron Works, Toronto, are building a dredge for the Pacific Coast to cost \$15,000.

The Montreal Pipe Company, London-derry, N.S., will install a plant for the manufacture of car wheels.

The amount of structural steel used in the new grand stand for the Toronto Exhibition is 3,000,000 pounds.

The International Heating and Lighting Co. will erect a gas plant in Edmonton, costing over \$1,000,000.

The Waterton Land and Power Co. will erect a saw and planing mill at Lethbridge Alta., to cost \$40,000.

The Montreal Terra Cotta Lumber Co., Montreal, are equipping their plant at Maisonneuve with electric motors.

The Nye Canning Co. and Cotton Shingle Mill Co., Vancouver, were destroyed by fire at a loss of \$10,000.

The Rainy River Development Co., Fort Francis, Ont., are erecting a power plant to generate 65,000 horse-power.

A plant for the extraction of gas from straw to be used for fuel and power, will be erected at Portage la Prairie, Man.

The Hayne Milling Co., Bridgen, Ont., have let the contract for the remodelling of their mill to R. Whitelaw, Brantford.

The Sutherland Rifle Sighting Co., New Glasgow, N.S., have all the machinery

at their new factory ready for installation.

Work is progressing rapidly on the construction of the power plant of the Stave Lake Power Co., Stave Lake, B.C.

A. J. Woodman and R. S. Burgess, of Torbrook, N.S., will manufacture washboards and other household articles at Wolfville, N.S.

A concern manufacturing are lights, gas fixtures and coal oil stoves will locate in St. Thomas, Ont., if \$10,000 is subscribed by the city.

A mill for the manufacture of all kinds of iron pipe will be erected at Welland, Ont., in connection with the Ontario Iron & Steel Co.

The new sand lime brick plant of Schultz Bros., Brantford, which was installed by A. Berg & Son, Toronto, turns out 20,000 bricks per day.

The Excelsior Fruit Cleaner Manufacturing Co. will erect a factory in Peterborough, Ont. F. J. Jameson is in charge of the head office.

The O. C. King Lumber Co., Humbolt, Sask., have sold their entire lumber, hardware and machinery business to the Saskatchewan Elevator Co.

The Northern Automobile Co., Port Huron, Mich., will double the capacity of its plant and move its head office from Detroit to Port Huron.

The Canadian Brass Co., Gait, have their factory almost completed. Most of the machinery, which is of the most approved type, has been installed.

A factory for the manufacture of steel office supplies and a grain cleaner will be erected at Portage la Prairie by Beamans & Co., Minneapolis, Minn.

Somerville, Limited, Toronto, have placed an order with the Robb Engineering Co., Amherst, N.S., for a 200 horse-power Robb-Armstrong Corliss Engine.

A contract has been signed by the City of Ottawa and the Ottawa and Hull Electric Power Co., by which power is supplied to the city at \$15 per horse-power.

The Chignecto & Amherst Electric Power Co. will soon have its plant at Chignecto coal mine, Maccan, N.S., in operation and transmit power to Amherst.

MacKenzie & Mann are contemplating the erection of a large smelter and other industries at Ashbridges Bay. The initial outlay will be in the neighborhood of \$3,000,000.

A firm manufacturing gas engines is desirous of obtaining a site in Barrie, Ont. They want a loan of \$25,000. A sash and door factory also want to establish there.

The Cape Breton Electric Co. will erect a new power plant at North Sydney, N.S. Good progress is being made on the construction of their transmission line to Sydney.

The permits issued at Hamilton for new industries for the first six months of 1907 aggregated \$700,000. The new blast furnace and buildings of the Hamilton Steel and Iron Co. cost \$300,000.

The new molding shop of the Stevens Co., Galt, is now in full swing. The large jib crane is in its place and the firm are doing work on castings besides making all necessary for their own uses.

The Cascapedia Trading Co., of the States, will locate in Dalhousie, N.B., and build a saw pulp and shingle mill there if they can have a free site. The plant will cost \$1,000,000 and employ 3,000 men.

The Brantford Screw Co., Brantford, Ont., have installed a 250 horse-power gas engine, run by natural gas. It was manufactured by Struthers & Wells, Warren, Pa. The Adams Wagon Co., Brantford, and the Woods Milling Co., St. George, Ont., have installed similar engines.

The Goldie-McCulloch Co., Galt, Ont., are installing machinery for the manufacture of gas engines. At first engines of 160 horse-power will be built. These will be given a thorough test before other classes are constructed. Producer gas plants will be manufactured in connection with the engines.

A company to be known as "The Canadian Polished Stone, Brick and Tile Co.," have secured the Canadian rights to manufacture the Stehm brick machine. This is a recent invention and promises to revolutionize brick making. It turns out enameled bricks of any color, size or shape. They are proof against fire, frost and moisture and become more so with age. The machine has a capacity of 40,000 enameled concrete bricks per day. Negotiations are in progress for the purchase of a site in Montreal and the erection of a plant. The offices of the company are in the Guardian Building, Montreal.

BUILDING NOTES.

The new Rideau rink at Ottawa will cost \$50,000.

A hospital will be erected at London, to cost \$50,000.

The Y.M.C.A. will erect a building at Ottawa, to cost \$220,000.

A new station will be erected at St. Marys, Ont., by the G.T.R.

Hunter, Rose & Co., Toronto, will erect a warehouse, costing \$40,000.

Additions will be made to the Government stores building at Ottawa.

A new hotel and station will be erected at Ottawa by the Grand Trunk, costing about \$1,000,000.

Love Bros., Toronto, have taken out permits for a number of dwellings to aggregate \$68,000.

A ten-storey office building will be erected at New Westminster by Ald. Cook, to cost \$200,000.

The congregation of St. Patrick's Church, Lethbridge, Alta., will erect a

handsome edifice, to cost between \$50,000 and \$100,000.

The corner stone for the new engineering building at McGill University, Montreal, was laid recently. The building when completed will cost \$275,000.

The Western Counties Electric Co., Brantford, will erect a modern building in which will be located a transformer station and the offices of the company.

The following buildings are soon to be completed at Kamloops, B.C.; Ramsay L. Phillip's block, to cost \$39,000; N. S. Dalgleish, store and warehouse, \$20,000; R. Dowell, hotel, \$30,000; school, \$35,000. The following will soon be commenced: Court house and provincial Government offices, costing \$70,000; new station and sheds for the C.P.R., to cost \$45,000; St. Anne Convent building, to cost \$20,000.

MINING NEWS.

Extensive additions are planned for the Granby mines, B.C.

A coal mine is being opened up at Mosher, B.C., by the C.P.R.

The property and assets of the Mabou Coal Co., Halifax, N.S., are for sale.

The Boundary Smelters are turning out copper at the rate of 4,500,000 pounds daily.

A huge reduction and refining works will shortly be erected on the property of the La Rose mine, Cobalt, Ont.

The first run of pig iron was taken from the new blast furnace of the Atikokan Iron Co., Port Arthur, Ont., last week.

The Hustler Smelting Co., New York, propose to erect an electric smelter at Port Arthur, Ont. Operations will begin immediately and the furnace will be ready by next spring.

The Consolidated Mining & Smelting Co. have acquired the properties of the Phoenix Amalgamated. Active operations will at once begin and a twenty-drill air compressor will be installed.

COMPANIES INCORPORATED.

The Argenteuil Lumber Co., Morin Flats, Que., capital, \$90,000; to deal in lumber.

Cobalt—James Mines Co., Toronto; capital, \$250,000; to carry on a mining, milling and reduction business. Incorporators, A. C. Bedford-Jones, F. H. Lytle, Mary Dickey, all of Toronto.

C. A. Maher Co., St. Hughes, Que.; capital, \$5,000; to manufacture and sell brick. Provisional directors, J. E. Phaneuf, I. Phaneuf, A. Lefebvre, all of St. Hughes, Que.

Standard Coal & Shipping Co., Montreal; Capital, \$159,000; to mine, and deal in coal: Incorporators, F. M. Dixon, A. Ross, A. Darling, R. E. W. Fyfe, and G. Macillister all of Montreal.

The British Canadian Smelters, Toronto; capital, \$400,000; to carry on a smelting and bullion business. Provincial directors, J. E. Wilkinson, J. W. L. Foster and J. E. Black, all of Toronto.

Missisquoi Marble Co., Missisquoi,

Que.; capital, \$500,000; to deal in marble, tile brick and carry on the the business of house decorators. Incorporators, J. T. Shearer, R. J. Dale, S. H. Ewing, S. Carsley W. Mann and H. Timmis, all of Montreal.

MUNICIPAL DEBENTURES.

Vermillion, Alta., is calling tenders for a school to cost \$20,000.

Cardston, Man., has voted \$20,000 for a water works and electric lighting systems.

Kingston has passed a bylaw exempting a lead and a zinc smelter from taxation and granting them a free site.

The ratepayers of Estevan, Sask., have submitted a bylaw to raise \$82,000 for municipal electric light and water works systems.

RAILROAD CONSTRUCTION.

The Grand Trunk subway at Lansdowne Ave., Toronto, will cost \$53,443.

The British Columbia Electric Railway will extend its system at Fort Langley.

The British Columbia Electric Railway will erect an exchange building in Westminster.

The Quebec, Montreal & Southern Railway has been purchased by the Delaware & Hudson Railway.

The work of electrifying the Sarnia tunnel is progressing rapidly. The machinery is on the ground and will soon be installed.

Operations have commenced on the erection of the new car and erecting shops of the Prince Edward Island Railway.

The new owners of the Woodstock, Thames Valley and Ingersoll Railway to construct the line between Ingersoll and Woodstock.

The contract for 65,000 tons of steel rails for the National Transcontinental Railway has been awarded to the Dominion Iron & Steel Co., Sydney, N.S.

The contract for the Eburn-Westminster branch of the C.P.R. has been awarded to J. B. Bright, Vancouver. The British Columbia Electric Railway Co. will electrify and operate the line. This company will also take over the branch from Westminster Junction to New Westminster.

BUSINESS CHANCE.

MINING hardware, stoves and tinware business for sale; sales \$4,000 monthly; buildings and lot, \$3,500; present stock, \$8,000; proprietor's health failing; a bonanza. Box 643, **HARDWARE AND METAL**, Toronto. [32]

WANTED.

OFFICE space wanted by manufacturer in Toronto; state location and terms. Box 645, **HARDWARE AND METAL**, Toronto. [32]

FOR SALE.

FOR SALE—First-class set of tinsmith's tools second-hand but almost as good as new; includes an 8-foot iron brick almost new. Apply Pease Waldon Co., Winnipeg. [tf]

FOR SALE, CHEAP—About thirteen kegs cut nails, sizes two to five inches. Box 642, **HARDWARE AND METAL**, Toronto. [31]

CONDENSED OR "WANT" ADVERTISEMENTS.

AGENT WANTED.

A GENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care **HARDWARE AND METAL**, 88 Fleet St., E.C., London, Eng. [tf]

BUSINESS CHANCES.

EXPERIENCED business man wishes to meet capable energetic young man with a thorough knowledge of hardware and stoves and with two or three thousand dollars in cash; advertiser would join him in purchasing some desirable business and provide seven or eight thousand capital. Address Box 644, **HARDWARE AND METAL**, Toronto.

FOR SALE—Well established hardware, tinshop, implement and undertaking business, also good lumber yard, well fenced, with lumber and lime sheds in good condition; we will sell above altogether, or divide same to suit purchaser; proprietors are retiring from business in Manitoba, and therefore wish for immediate sale. Apply to Eakins & Griffin, Shoal Lake, Man. [33]

WANTED—Partner to take half interest in one of the best hardware propositions in Algoma; plumber preferred. Box 636, **HARDWARE AND METAL**, Toronto. [32]

HARDWARE, tinware, stove and plumbing business in manufacturing town in the Niagara Peninsula; no competition; \$250,000 factory and watermarks will be completed this summer; stock about \$3,000; death of owner reason for selling. Box 85, Thorold, Ont. [tf]

HARDWARE, Stove and Tinware Business for sale in live Western Ontario village; first class chance; good reasons for selling. Address Box 640, **HARDWARE AND METAL**.

FOR SALE—A good hardware business in Western Ontario; stock about \$6,000. For further reference apply The Hobbs Hardware Co., Limited, London, Ont. [32]

SITUATIONS VACANT.

TINSMITHS WANTED—First-class tinsmiths wanted for points west of Winnipeg; must be good mechanics capable of taking charge of a metal department; thorough knowledge of furnace work necessary. Pease Waldon Co., Winnipeg, Man. [tf]

WANTED—A salesman familiar with plumbing supplies and gas ranges, to represent a Canadian manufacturer direct to the wholesale and retail trade; must have acquaintance with the trade; best of references will be expected; give full information concerning experience, acquaintance with the trade, salary expected; good position for the right person. Only those who can fill the above qualifications need apply Box 639, **HARDWARE AND METAL**, Toronto.

WANTED—6 sheet metal workers; only first class men need apply. Ralph Morris & Ella, Ltd., Vancouver, B.C. [30]

WANTED—Hardware clerk, experienced, who can keep stock, and is willing to do so; sober and active; state age, experience and salary expected at start. Hose & Canniff, Kenora, Ont. [32]

SITUATIONS WANTED.

YOUNG man with trade connection of seven years—Montreal to Vancouver—in hardware specialties is open for a good line; Ontario preferred; have introduced goods for a number of well-known Ontario firms. Box 641, **HARDWARE AND METAL**, Toronto. [30]

SITUATION wanted as master mechanic or chief engineer by man of 22 years' experience as a mechanic; can give A1 reference as to ability; strictly temperate. Box A, **HARDWARE AND METAL**, Toronto. [32]

GERMAN (31), 14 years' commercial experience desires situation; perfect knowledge of tools, hardware, fittings of every description, wooden goods, bar iron, steel, metals, also bookkeeping, shorthand (English and German) typewriting, storekeeping; at liberty on about October 1st. Address 0783 care of Messrs. Deacon's, Leadenhall Street, London, E.C.

COMMERCIAL gentleman with nine years' trade connection with ironmongers, architects and public institutions in Great Britain desires position as representative of a Canadian manufacturing firm. Box X, **HARDWARE AND METAL**, Montreal.

TINPLATE PRICE FLUCTUATING.

The following table from the American Metal Market Report shows the fluctuations in the price of tinplates since the formation of the Trust. Prices are based on a box of 14x20 100-pound prime Bessemer coke tins f.o.b. mill Pittsburgh district:

January 6, 1899.....	\$3.00
January 26, 1899.....	3.25
February 17, 1899.....	3.50
March 8, 1899.....	3.87½
July 14, 1899.....	4.37½
August 6, 1899.....	4.65
September 24, 1900.....	4.00
November 3, 1902.....	3.60
March 3, 1903.....	3.50
November 16, 1903.....	3.60
January 25, 1904.....	3.45
*July 25, 1904.....	3.30
November 15, 1904.....	3.45
December 22, 1904.....	3.55
October 3, 1905.....	3.35
October 20, 1905.....	3.30
November 20, 1905.....	3.40
January 8, 1906.....	3.50
April 10, 1906.....	3.60
May 19, 1906.....	3.75
October 25, 1906.....	3.90

*Discount changed to 2 per cent. previously 1 per cent. for cash in 10 days.

BUYER TAKES RISK.

J. S. Larke, Canadian commercial agent for New South Wales, Queensland and New Zealand, in his report of July 10, draws attention to an Australian legal decision which establishes the meaning of the term "C.I.F.," in a manner of considerable importance to Canadian exporters. He says:

"In my report of August 7 of last year, I called attention to the report of a case decided in a court of New South Wales respecting a shipment of onions from Japan. The purchase had been made c.i.f. The onions though loaded in good condition arrived in Sydney in a bad condition. The purchaser refused to accept them except on the shipper's account. An action was entered by the shippers to recover the price of the onions, and a counteraction by the Sydney receivers for damages for failure to deliver the quantity of onions in good condition. The trial judge decided that in shipping goods from Japan at a price c.i.f., Sydney, the risk of the transit fell on the vendor, and that he was bound to deliver the goods in merchantable condition at the port of destination. The case was appealed to the High Court of Australia, which is the highest court of appeal in Australia. The chief justice reversed the judgement of the court below, in which he was supported by his two colleagues sitting with him.

It was held that the contract was for the shipment in Japan of that season's onions. They were to be sent at certain times in specified vessels, which was done. The duty of the shippers was to ship in Japan and not to deliver in Sydney, and that the action of the Sydney buyers was wrongly brought unless it was a term of the contract that the goods should be at the risk of the

vendors during the voyage. This provision was not in the contract. The vendors were, therefore, entitled to a new trial while a non-suit was entered in the case of the action of the buyers against the vendors. The decision of the High Court of Australia restores the definition of c.i.f. to the understanding in which it is usually regarded. Shipments under contract of c.i.f. mean shipments in good order at the railway station or port of export; the risk of carriage remaining with the buyers."

THE WESTERN HARDWAREMAN.

By D. G. Ross, Saskatoon.

Under a spreading poplar tree
A hardware store now stands,
Where scrub and bush had used to be
Way in Alberta lands;
Supplying all the settlers' needs,
And filling their demands.

The hardwareman is up-to-date,
His ways are smart and neat,
He wears a smile upon his face
Which captures one complete,
His stock is always fresh and clean,
The shelves with goods replete.

Week in, week out, from morn till eve
You'll find him in his store;
He's there to sell you what you want,
And sometimes even more.
But if he hasn't what you need
It doesn't make him sore.

And children, when they're not in school,
Come flocking round the door,
They love to see the curious things
Displayed on shelves and floor,
And long to buy the knives and toys
They never saw before.

He goes on Sunday to the church,
And from his labors cease;
He does no business on that day,
But takes his rest in peace;
Although he likes his business much,
He welcomes the release.

Selling — buying — selling.
Onward through life he goes;
He buys and sells his goods for cash,
And not a man he owes.
Each week brings some new customer,
Each year an increase knows.

TRANSFORMATION AT TORONTO EXHIBITION.

The grounds of the Canadian National Exhibition at Toronto are rapidly undergoing complete transformation, and all the wooden buildings, which at one time were considered good looking enough to be the "Pride of the Province," are being replaced by permanent structures of steel, concrete and brick. This year alone close upon \$400,000 is being expended in buildings, which, when thoroughly equipped and finished, will mean that an expenditure of nearly half a million dollars has been made. It is not so long since the expenditure of \$100,000 in exhibition buildings was considered phenomenal. The Toronto exhibition has of late years certainly been stepping a very rapid gait in the matter of buildings.

FIRST COPPER WORKS IN AMERICA.

The copper business had its beginning in America in Baltimore, says the Baltimore Sun. A little more than half a century ago a little copper-smelting plant was established at Locust Point, the first of its kind on this side of the Atlantic. In the late 40's a party of Baltimore capitalists who were interested in copper properties in South America conceived the idea of smelting the product of their mines in America, instead of shipping it to the Welsh refineries, as had been the custom for a number of years. A site for the plant was secured and a smelting works was erected thereon. Thus was inaugurated the first copper-smelting industry in America. Since then the business has grown with rapid strides, until to-day the United States is regarded as the greatest copper mart in the world.

RAPID CONSTRUCTION.

Never in the history of building in Canada has so much been so rapidly done as at the Canadian National Exhibition in Toronto this year, where structures valued at upwards of \$400,000 have been erected in less than five months. One of these, viz., the grand stand, is fairly entitled to be considered one of the "wonders of the world" in building. This is a massive structure, 725 feet long, 110 feet in width and 65 feet in height at its topmost point. On the roof there is room to simultaneously play a lacrosse match, a baseball match and a cricket match. It will comfortably seat 15,000 people without crowding.

FLUCTUATIONS IN TIN SINCE 1850.

The following table gives the price changes, in pounds sterling, per ton 2,240 lbs., on the London market, for pig tin during the past fifty-seven years:

Year.	Open'g.	Highest.	Lowest.	Closing.
1850.....	78	85	70	83
1855.....	111	130	104	130
1857.....	143	150	95	100
1860.....	135	135	129	130
1865.....	91	97	87	95
1870.....	109	135	103	132
1873.....	140	148	114	117
1875.....	95	96	76	80
1878.....	66	66	52½	61
1880.....	92	101	68	92
1882.....	108	114	92	92
1885.....	75	97	74	93
1887.....	100	167	100	167
1888.....	168	170	75	100
1890.....	98	104	88	91
1892.....	91	103	88	91
1893.....	91	95	74	74
1896.....	58½	67½	56	58½
1900.....	115	153	108½	121½
1901.....	121½	140	100	106½
1902.....	105½	137½	100½	120½
1903.....	120½	141½	111½	132½
1904.....	133½	136½	116½	134
1905.....	132½	165½	129½	160½
1906.....	161½	215	161½	193½

WE Claim to give all round satisfaction to you and **your** customers. BLACK DIAMOND Tarred Felt sells easily always.

When once used the satisfaction is established, because every part of the paper is alive with quality. All our lines have the same strong pulling power, and you should get after this trade in your district.

OUR WRAPPING PAPER HAS NO RIVAL ON THE MARKET, ASK FOR THE BRAND.

Our Brands:



**Black Diamond
Tarred Felt**

**Joliette and Cyclone
Sheathing**

WRITE FOR PRICES.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for Northwest Provinces

CURRENT MARKET QUOTATIONS.

July 26, 1907

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's	per lb.	0 18
Hallett's	per lb.	0 18

BOILER PLATES AND TUBES.

Plates, $\frac{1}{2}$ to $\frac{3}{4}$ inch, per 100 lb.	2 40	2 50
Heads, per 100 lb.	2 60	2 75
Head plates 3-16 inch	2 60	2 70
Tubes per 100 feet, $\frac{1}{4}$ inch	8 25	8 50
" " " "	9 10	9 10
" " " "	10 50	11 00
" " " "	12 00	12 50
" " " "	15 00	16 00
" " " "	19 25	20 00

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Met. & Co. — Imperial genuine 60c.; Imperial Tough, 60c.; White Brass 50c.; Metallic, 35c.; Harris Heavy Pressure, 25c.; Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4, 9c. per lb.

James Robertson Co. — Extra and genuine Monarch, 60c.; Crown Monarch, 50c.; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No. 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, 25 p.c. advance.		
Sheets, 12 to 14 in.	0 30	
Tubing, base, per lb 5-16 to 2 in.	0 33	
Tubing $\frac{1}{2}$ to 3-inch, iron pipe size.	0 31	
" " " " 1 to 3-inch, seamless.	0 36	
Copper tubing, 6 cents extra.		

COPPER.

Castings ingot, 23 lb.	23 00	23 50
Out lengths, round, bars, $\frac{1}{2}$ to 2 in.	35 00	
Plain sheets, 14 oz.	35 00	
Plain, 16 oz., 14x48 and 14x60	35 00	
Tinned copper sheet, base	38 00	
Planished base	43 00	
Braziers (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base.	0 34	0 35

BLACK SHEETS.

	Montreal	Toronto
8 to 10 gauge	2 70	2 75
12 gauge	2 70	2 75
14 "	2 50	2 60
16 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright	3 75	4 05
Galvanized—		
16x24x52	4 45	4 35
60	4 70	4 60
30x24x60	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS. Colborne

	B. W.	Queen's	Fleur-de-Lis	Gordon	Crown	Gorbal's	Best
16-20	3 95	3 80	3 95	3 95	3 95	3 95	3 95
22-24	4 20	4 05	4 00	4 05	4 05	4 05	4 05
26	4 45	4 30	4 40	4 40	4 40	4 40	4 40
28	4 70	4 55	4 60	4 60	4 60	4 60	4 60
Less than case lots 10 to 25c. extra.							
Apollo Brand.							
24 gauge, American							3 85
26 "							4 10
28 "							4 55
10 $\frac{1}{2}$ oz. less for 1,000 lb. lots.							4 85

IRON AND STEEL.

	Montreal	Toronto
Middlesboro, No. 1 pig iron	21 50	24 50
Middlesboro, No. 3 pig iron	20 50	23 50
Summerlee, " "	25 50	24 50
" " special	24 50	
" " soft	24 00	
Carron	24 50	
Carron Special	24 00	
Carron Soft	21 50	23 50
Glenarnock, No. 1	27 00	
Midland, Londonderry and Hamilton off the market but quoted nominally at	26 00	
Radnor, charcoal iron	32 00	24 00
Common bar, per 100 lb.	2 20	2 30
Forged iron	2 60	2 70
Refined	2 60	2 70
Horseshoe iron	2 80	
Hoop steel, $\frac{1}{4}$ to 3 in. base.	2 25	2 30
Best sheet cast steel.	0 12	
B. K. Morton "Alpha" high speed.	0 65	
Colonial black diamond.	0 08	0 09
Sanderson's	0 08	0 45
Jessop's standard	0 60	0 67
" ark high speed	0 14	0 14
" Leonard brand	0 03	0 08
Jonas & Colver's tool steel.	0 10	0 20
Jowett & Sons B.P.L. tool steel	0 10 $\frac{1}{2}$	0 11

INGOT TIN.

Lamb and Flag and Straits—		
56 and 28-lb. ingots, 100 lb.	\$44 00	\$45 00

TINPLATES.

	Per box
Charcoal Plates—Bright	
I.C., 14 x 20 base	\$6 50
I.X., 14 x 20	8 00
I.X., 14 x 20 base	9 50
Raven and Vulture Grades—	
I.C., 14 x 20 base	5 00
I.X.	6 00
I.X.X.	7 00
I.X.X.X.	8 00
'Dominion Crown Best'—Double Coated, Tissueed.	
I.C., 14 x 20 base	5 50
I.X., 14 x 20	6 50
I.X.X., 14 x 20	7 50
'Allaway's Best'—Standard Quality.	
I.C., 14 x 20 base	4 65
I.X., 14 x 20	5 40
I.X.X., 14 x 20	6 15
Bright Cokes.	
Hessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50
Charcoal Plates—Ternae	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25
I.X., Ternae Tin	9 50
Charcoal Tin Boiler Plates.	
Cookley Grade	
X X, 14x56, 50 sheet box.	
" " 14x60, " "	7 50
" " 14x65, " "	

Tinned Sheets.

72x30 up to 24 gauge.	8 50
26 "	9 00
LEAD.	
Imported Pig, per 100 lb.	5 50
Bar,	5 75
Sheets, 2 $\frac{1}{2}$ lb. sq. ft., by roll	6 50
Sheets, 3 to 6 lb. "	6 25
Out sheets 40c. per lb., extra.	

SHEET ZINC.

5-cwt. casks	7 75	8 00
Part casks	8 00	8 25

ZINC SPelter.

Foreign, per 100 lb.	6 75	7 00
Domestic	6 50	6 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
$\frac{1}{2}$ to 1-7-16 "	0 05 $\frac{1}{2}$
1-7-16 to 3 "	0 05
30 per cent.	

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 17	0 18
Light copper	0 16	0 16
Heavy red brass	0 15 $\frac{1}{2}$	0 16
Yellow brass	0 12	0 13
Tin lead	0 08 $\frac{1}{2}$	0 10
Heavy lead	0 04	0 04 $\frac{1}{2}$
Scrap zinc	0 03 $\frac{1}{2}$	0 04
No. 1 wrought iron	15 50	11 50
" 2 "	6 00	6 00
Machinery cast scrap	17 00	16 50
Stove plate	13 00	12 00
Malleable and steel	8 00	8 00
Old rubbers	0 10 $\frac{1}{2}$	0 11
Country mixed rags, 100 lbs.	1 00	1 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 57 $\frac{1}{2}$ per cent.	
Cushion work, discount 40 per cent.	
Fuller work, 70 per cent.	
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 55 per cent.	
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.	
Kerr standard globes, angles and checks, special, 42 $\frac{1}{2}$ per cent.; standard, 47 $\frac{1}{2}$ p.c.	
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.	
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.	
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.M. Co., 60.	
J.M.T. Radiator Valves 50; Standard, 60; Patent Quick-Opening Valves, 65 p.c.	
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.	
No. 1 compression bath cock, net	3 00
No. 4 " "	1 90
No. 7 Fuller's " "	2 25
No. 4 $\frac{1}{2}$ " "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz.,	\$16.20
Patent Compression Cushion, bath cock, No. 2203	2 25
Square head brass cocks, 50; iron, 60 p.c.	
Thompson Smoke-test Machine	25.00
BOILERS—COPPER RANGE.	
Copper, 30 gallon, \$33, 15 per cent.	
BOILERS—GALVANIZED IRON RANGE.	
30-gallon, Standard, \$5; Extra heavy, \$7.75	

BATH TUBS.

Steel clad copper lined, 15 per cent.	
CAST IRON SINKS.	
16x24, \$1; 18x30, \$1; 18x36, \$1.30.	
ENAMELED BATHS, ETC.	
List issued by the Standard Ideal Company Jan. 3, 1907, shows an advance of 10 per cent. over previous quotations.	
ENAMELED CLOSETS AND URINALS	
Discount 15 per cent.	
HEATING APPARATUS.	
Stoves and Ranges—40 to 70 per cent.	
Furnaces—45 per cent.	
Registers—70 per cent.	
Hot Water Boilers—50 per cent.	
Hot Water Radiators—50 to 55 p.c.	
Steam Radiators—50 to 55 per cent.	
Wall Radiators and Specials—50 to 55 p.c.	

LEAD PIPE.

Lead Pipe, 7c. per pound, net list.	
Lead waste, 8c. per pound, net list.	
Caulking lead, 6 $\frac{1}{2}$ c. per pound.	
Traps and bends, 40 per cent.	

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
1 inch	2 35	3 20
" "	2 35	3 20
" "	2 90	3 75
" "	3 90	5 00
1 $\frac{1}{2}$ "	5 40	7 25
2 "	7 65	9 90
2 $\frac{1}{2}$ "	9 20	11 90
3 "	12 25	15 80
4 "	20 10	26 00
5 "	26 75	34 00
6 "	34 25	42 75
8 "	39 00	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 57 $\frac{1}{2}$; Standard bushings 57 $\frac{1}{2}$; headers, 57 $\frac{1}{2}$; flanged unions 57 $\frac{1}{2}$; malleable bushings 55; nipples, 70 and 10; malleable lipped unions, 65 and 5 p.c.

SOIL PIPE AND FITTINGS.

Medium and Extra heavy pipe and fittings, up to 8 inch, 60 and 10 to 70 per cent.
7 and 8-in. pipe, 40 and 5 per cent.
Light pipe, 50 p.c.; fittings, 50 and 10 p.c.

PAINTS, OILS AND GLAS

	Per lb.	Per lb.
Plumbers ... per 10 lb.	4 50	5 00
STOCKS AND DIES.		
American discount	25 per cent.	
SOLDERING IRONS.		
$\frac{1}{2}$ -lb. to 1 $\frac{1}{2}$ "	per lb.	0 45 $\frac{1}{2}$ 0 43
2-lb. or over	"	0 42 $\frac{1}{2}$ 0 46
SOLDER.		
Bar, half-and-half, guaranteed	0 25	0 26
Wiping	0 22	0 23

PAINTS, OILS AND GLAS

	Per lb.	Per lb.
BRUSHES		
Paint and household, 70 per cent.		
CHEMICALS.		
In casks per lb.		
Sulphate of copper (bluestone or blue vitrol)		0 09
Litharge, ground		0 06 $\frac{1}{2}$
Baked		0 06 $\frac{1}{2}$
Green copperas (green vitrol)		0 01
Sugar of lead		0 08
Lump olive		0 01 $\frac{1}{2}$
COLORS IN OIL.		
Venetian red, 1-lb. tins pure.		0 09
Chrome yellow		0 15
Golden ochre		0 10
French "		0 08
Marine black		0 04 $\frac{1}{2}$
Chrome green		0 13
French permanent green		0 13
Signwriters' black		0 15

CLAUSS BRAND DOUBLE SWEDGED BLADE POCKET SCISSORS

Fully Warranted

Hand forged from finest steel. Welded on our Composition Metal. Hardened in water. Tempered by Natural Gas. Full Crocus Finish and nicely nickel plated.



The Clauss Shear Co., :: :: Toronto, Ont.

GLUE.			96 to 100	20 50	"Lehigh" cement, cotton sacks.	2 39	WROUGHT STAPLES.			
Domestic sheet	0 10	0 10 1/2	101 to 105	24 00	"Lehigh" cement, paper sacks	2 31	Galvanized	2 75		
French metal	0 12	0 12 1/2	100 to 110	27 50	Fire brick, Scotch, per 1,000	27 00	Plain	2 50		
PARIS GREEN.			Discount—16-oz., 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.			English	17 00	Coopers, discount 45 per cent.		
Berger's Canadian			WHITING.			American, low	23 0	Poultry netting staples, discount 40 per cent.		
600 lb. cask	0 27 1/2	0 27 1/2	Plain, in bbls	0 70	Fire clay (Scotch), net ton	27 50	Bright spear point, 75 per cent. discount.			
250 lb. drums	0 28	0 28 1/2	Gilders bolted in bands	0 90	Paving Blocks per 1,000	4 95	TOOLS AND HANDLES.			
100-lb. "	0 29 1/2	0 29 1/2	WHITE DRY ZINC.			Blue metallic, 9"x4"x3/4", ex wharf	35 00	ADZES.		
50-lb. "	0 29 1/2	0 29 1/2	Extra Red Seal, V.M.	0 07 1/2	0 08	Stable pavers, 12"x6"x2", ex wharf	50 00	Discount 22 1/2 per cent.		
1-lb. pkgs, 100 in box	0 30 1/2	0 30 1/2	WHITE ZINC IN OIL.			Stable pavers, 9"x4"x3/4", ex wharf	36 00	AUGERS.		
1/2-lb. "	0 32 1/2	0 31 1/2	Pure, in 25-lb. irons	0 08 1/2		Gilmour's, discount 60 per cent. off list.				
1-lb. tins, 100 in box	0 31 1/2	0 30 1/2	No. 1, "	0 07	DOOR SETS.			AXES.		
1/2-lb. tins	0 33 1/2	0 32 1/2	No. 2, "	0 05 1/2	Peterboro, 37 1/2 and 10 per cent.			Single bit, per doz.	6 00 9 0	
PARIS WHITE.			VARNISHES.			DOOR SPRINGS.				
In bbls	0 90		Carriage, No. 1	1 50	Torrey's Rod	1 75	Double bit, "	10 00 11 00		
PIGMENTS.			Pale durable body	3 50	Coil, 9 to 11 in.	0 95 1 65	Bench Axes, 40 per cent.			
Orange mineral, casks,	0 08		hard rubbing	3 00	English	2 00 4 00	Broad Axes, 25 per cent.			
100-lb. kegs	0 08 1/2		Finest elastic gearing	3 00	ESCUTCHEONS.			Hunters' Axes	5 50 6 00	
PREPARED PAINTS.			Elastic oak	1 50	Discount 50 and 10 per cent., new list		Boys' Axes	6 25 7 00		
Barn (in bbls.)	0 65	0 90	Furniture, polishing	2 00	Peterboro, 37 1/2 and 10 per cent.		Splitting Axes	7 00 12 00		
Sherwin-Williams paints,	1 55		Furniture, extra	1 15	ESCUTCHEON PINS.			Handled Axes	7 00 9 00	
Canada Paint Co.'s pure	1 40		No. 1, "	0 90	Iron, discount 40 per cent.		Red Ridge, boys', handled	5 75 5 25		
Standard P. & V. Co.'s "New Era"	1 30		union	0 80	Brass, 45 per cent.		IRWIN'S AUGER, discount 47 1/2 per cent.			
Benj. Moore Co.'s "Ark" B'd	1 25		Light oil finish	1 40	HINGES.			Gilmour's auger, discount 60 per cent.		
"British Navy deck	1 50		Gold size japan	1 80	Blind, discount 50 per cent.		Rockford auger, discount 50 and 10 per cent.			
Brandram-Henderson's "English"	1 45		Brown japan	0 95	Heavy T and strap, 4-in., per lb. net	0 06	Jennings' Gen. auger, net list.			
Ramsay's paints, Pure, per gal.	1 30		No. 1 brown japan	0 95	" 5-in., "	0 05 1/2	Gilmour's car, 47 1/2 per cent.			
Thistle, "	1 10		Baking black japan	1 35	" 6-in., "	0 05 1/2	Clark's expansive, 40 per cent.			
Martin-Senour's 100 p.c. pure	1 35		No. 1 black japan	0 90	" 8-in., "	0 05 1/2	Clark's gimlet, per doz.	0 85		
Senour's Floor Paints	1 30		Benzine black japan	0 70	" 10-in. and larger	0 05	Diamond, Shell, per doz.	1 00		
Jamieson's "Crown and Anchor"	1 20		Crystal Damar	2 80	Light T and strap, discount 65 p.c.		Nail and Spike, per gross	2 25		
Jamieson's floor enamel	1 50		No. 1 "	2 50	Screw hook and hinge—		SUTHERS' OLEAVERS.			
"Island City" paint	1 25		Pure asphaltum	1 40	under 12 in. per 100 lb.	4 65	German	7 00	9 00	
Sanderson Peary's, pure	1 20		Oilcloth	1 50	over 12 in.	3 65	American	12 00	13 00	
Robertson's pure paints	1 20		Lightning dryer	0 70	Crate hinges and back flaps, 65 and 5 p. c.		CHALK.			
PUTTY.			Elastitol varnish, 1 gal. can, each	2 00	Hinge hasps, 65 per cent.		Carpenters' Colored, per gross	0 45	0 75	
Bulk in bbls	1 60		Granitine floor varnish, per gal.	2 50	SPRING HINGES.			White lump	0 60 0 85	
Bladders in bbls	1 85		Maple Leaf coach enamels; size 1, 2	1 20	Spring, per gro., No. 5, \$17.50 No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50		CHISELS.			
25-lb. tins	1 90		Sherwin-Williams' topal varnish, gal.	2 50	Chicago Spring Butts and Blanks 12 1/2 percent.		Warnock's, discount 70 and 5 per cent.			
Bladders in bulk or tins less than 100 lb.	2 00		Canada Paint Co.'s sun varnish, gal.	2 40	Triple End Spring Butts, 30 and 10 per cent.		P. S. & W. Extra, discount, 70 per cent.			
Bulk in 100-lb. irons	1 80		"Kyanize" Interior Finish	2 40	Chicago Floor Hinges, 37 1/2 and 5 off.		CROSSCUT SAW HANDLES.			
SHINGLE STAINS.			"Plint-Lac" coach	1 80	Garden City Fire House Hinges, 12 1/2 p.c.		S. & D., No. 3	per pair	0 13	
In 5 gallon lots	0 85	0 90	B.H. Co.'s "Gold Medal" in cases	2 00	"Chief" door hinge, 50 p.c.		S. & D., " 5	"	0 11 1/2	
SHELLAC.			Jamieson's Copalene, per gal.	2 00	CAST IRON HOOKS.			S. & D., " 6	"	0 18
White, bleached	2 65		BUILDERS' HARDWARE.			Bird cage	0 50	Boynton pattern	"	0 20
Fine orange	2 60		BELLS.			Clothes line, No. 61	0 00	CROWEARS.		
Medium orange	2 55		Brass hand bells, 60 per cent.		CAST IRON HOOKS.	Harness	0 60	DRAW KNIVES.		
TURPENTINE AND OIL.			American, house bells, per lb.	0 35		Hat and coat	1 10	Carpenters' discount 75 per cent.		
Prime white petroleum	0 13		Peterboro door bells, 37 1/2 and 10 off new list.	0 40	BRIGHT WIRE HOOKS 6 p.c.	Chandelier	0 50	DRILLS.		
Water white "	0 14 1/2		BUILDING PAPER, ETC.			Wrought hooks and staples—		Millar's Falls, hand and breast. net list.		
Pratt's astral "	0 18		Tarred Felt, per 100 lb.	2 25	BRIGHT STEEL GATE HOOKS AND STAPLES, 40 p.c.	1 x 5	2 65	North Bros., each set, 50c.		
Castor oil	0 08	0 10	Ready roofing, 2-ply, not under 45 lb.	1 00		5-16 x 5	3 30	DRILL BITS.		
Gasoline	0 22 1/2		per roll	1 25	CRESCENT HAT AND COAT WIRE, 60 per cent.	FILES AND RASPS.				
Benzine, per gal.	0 17	0 20	Ready roofing, 3-ply, not under 65 lb.,	1 25		Screw, bright wire, 65 per cent.		Great Western	75	per cent.
Turpentine, single barrels	0 87	0 81	per roll	1 25	KNIVES.	Academy	75	"		
Linseed Oil, raw	0 63	0 63	Heavy Straw Sheathing	60 00		Door, japanned and N.P. doz	1 50	Kearney & Foot	75	"
"boiled	0 66	0 71	Dry Surprise	40 00	Bronze, Berlin	per doz. 2 75	Diaston's	75	"	
WHITE LEAD GROUND IN OIL.			Dry Sheathing	0 45	Bronze, Genuine	6 00	American	75	"	
Canadian pure	7 15	7 50	Tar	0 50	Shutter, porcelain, F. & L.		J. Barton Smith	75	"	
No. 1 Canadian	6 80	7 15	O. K. & I. X. L.	0 70	screw	per gross 1 30	McClellan	75	"	
Munro's Select Flake White	7 65	7 65	Best-size	0 45	White door knobs	per doz.	Eagle	75	"	
Elephant and Decorators' Pure	7 65	7 65	Oiled Sheathing	1 00	Peterboro knobs, 37 1/2 and 10 per c. nt.	2 00	Nichol son	75	"	
Monarch	7 40	7 40	Root Coating, in barrels	0 70	Porcelain, mineral and jet knobs, net list.		Globe	65 1/2	"	
Standard Decorator's	7 15	7 15	Roof	0 17	KEYS.			Black Diamond, 60, 10 and 5 p.c.		
Easex Genuine	6 80	6 80	Refined Tar	0 25	Lock, Canadian 40 to 40 and 10 per cent.		Jowitz's, English list, 27 1/2 per cent.			
Brandram's B. E. Genuine	8 70	8 70	Coal Tar	4 00	LOOKS.			Stanley's discount 50 to 60 per cent.		
"Anchor" pure	7 40	7 40	Coal Tar, less than barrels	0 15	Peterboro 37 1/2 and 10 per cent.		Pinn's, Nos. 26 to 33	each 1 65	2 40	
Ramsay's Pure Lead	7 00	7 00	Roofing Pitch	0 90	Russell & Erwin, steel rim \$2.50 per doz		HANDLES.			
Ramsay's Exterior	6 85	6 85	Slater's felt	0 70	Eagle cabinet locks, discount 30 per cent		Second growth ash fork, hoe, rake and			
"Crown and Anchor" pure	7 25	7 25	Heavy Straw Sheathing f. o. b. St.	42 50	American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per c. nt.		shovel handles, 40 p.c.			
Sanderson Peary's	7 40	7 40	John and Halifax		SAND AND EMERY PAPER.			Extra ash to k hoe, rake and shovel handles, 45 p.c.		
Robertson's C.P., lead	7 20	7 20	BUTTS.			S. & A. sand, discount, 35 per cent.	No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.			
RED DRY LEAD.			Wrought Brass, net revised list.			Emery, discount 35 per cent.	White ash whiffletrees and neckyokes, 35 p.c.			
Genuine, 560 lb. casks, per cwt	6 25		Wrought Iron Loose Pin, 60 per cent.		Garnet (Rutro's). 5 to 10 per cent. advance		All other ash goods, 40 p.c.			
Genuine, 100 lb. kegs	6 50		Wrought Steel Fast Joint and Loose Pin, 70 per cent.		SASH WEIGHTS.			All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.		
No. 1, 560 lb. casks, per cwt	6 00		CEMENT AND FIREBRICK.			Sectional	Hickory, maple, oak carriage and express whiffletrees, 45 p.c.			
No. 1, 100 lb. kegs, per cwt	6 25		Canadian Portland	2 00	Solid	per 100 lb. 2 00 2 25	HAMMERS.			
WINDOW GLASS			Belgium	2 10	SASH CORD.			Maydole's, discount 5 to 10 per cent.		
Size United			White Bros. English	1 60	PER LB.			Canadian, discount 25 to 27 1/2 per cent.		
Under 26	\$4 25	\$6 25	"Lafarge" cement in wood	3 40	ALL SIZES PER LB.			Magnetic tack	per doz. 1 10	1 20
26 to 40	4 65	6 75	"Lehigh" cement, in wood	2 54	BLIND AND BED STAPLES.			Canadian sledges	per lb. 0 07	0 18 1/2
41 to 50	5 10	7 50	Cement and Firebrick.			CANADIAN PAUL PEAN, per lb.			0 22	0 25
51 to 60	5 35	8 50	Wrought Brass, net revised list.							
61 to 70	5 75	9 75	Wrought Iron Loose Pin, 60 per cent.							
71 to 80	6 25	11 00	Wrought Steel Fast Joint and Loose Pin, 70 per cent.							
81 to 85	7 00	12 50	CEMENT AND FIREBRICK.							
86 to 90		15 00	Canadian Portland							
91 to 95		17 50	Belgium							

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.	
Canadian, discount 40 to 42½ per cent.	
Shingle, Red Ridge 1, per doz.	4 40
" " 2, " " " "	4 80
Barrel Underhill.	5 06

HOES.	
Mortar, 50 and 10 per cent.	

MALLET.	
Tinsmiths', per doz.	1 25 1 50
Carpenters', hickory, " "	1 25 3 75
Lignum Vitae, " "	3 85 5 00
Caulking, each	0 60 2 00

MATTOCKS.	
Canadian, per doz.	5 50 6 00

MEAT CUTTERS.	
German, 15 per cent.	
American discount, 33½ per cent.	

PIGGS.	
Per dozen	6 00 9 00

PLANES.	
Wood bench, Canadian, 40, American, 25.	
Wood, fancy, 37½ to 40 per cent.	
Stanley planes, \$1.55 to \$3 60, net list prices.	

PLANE IRONS.	
English, per doz.	2 00 5 00
Stanley, 2½ inch, single 24c., double 39c.	

PLIERS AND NIPPERS.	
Buttons genuine, 37½ to 40 per cent.	
Buttons imitation, per doz.	5 00 9 00
Berg's wire fencing, " "	1 72 5 50

PUNCHES.	
Saddlers, per doz.	1 00 1 85
Conductors', " "	3 00 15 00
Finners', solid, per set	0 72
" hollow, per inch	1 00

RIVET SETS.	
Canadian, discount 35 to 37½ per cent.	

RULES.	
Boxwood, discount 70 per cent.	
Ivory, discount 20 to 25 per cent.	

SAWS.	
Atkins, hand and crosscut, 25 per cent.	
Diaston's hand, discount 12½ per cent.	
Diaston's Crosscut, per foot	0 35 0 55
Hack, complete, each	0 75 2 75
" frame only, each	0 50 1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent.; mill and ice drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, \$6.25; buck, No. 1 Maple Leaf, \$3.25; buck, Happy Medium \$4.25; buck, Watch Spring, \$4.25; buck, common frame, \$4.00.	
Spear & Jackson's saws—Hand or rip, 26 in., \$12.75; 28 in., \$14.25; panel, 18 in., \$8.25; 20 in., \$9; tenon, 10 in., \$9.90; 12 in., \$10.90; 14 in., \$11.50.	

SAW SETS.	
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, " "	7 50
Maple Leaf and Premiums saw sets, 40 off.	
S. & D. saw swages, 40 off.	

SCREW DRIVERS.	
Bergent's, per doz.	0 65 1 00
North Bros., No. 30, per doz.	16 80

SHOVELS AND SPADES.	
Canadian, discount 45 per cent.	

SQUARES.	
Iron, discount 20 per cent.	
Steel, discount 65 and 10 per cent.	
Try and Berel, discount 50 to 57½ per cent.	

TAPE LINES.	
English, ass skin, per doz.	2 75 5 00
English, Patent Leather, " "	5 50 9 75
Obsterman's, each	0 90 2 85
" steel, each	0 80 8 00
Berg's, each	0 75 2 50
TROWELS.	
Diaston's, discount 10 per cent.	
S. & D. discount 35 per cent.	
Berg's, brick, 92x11, " "	4 00
" pointing, 92x13, " "	2 10

FARM AND GARDEN GOODS

BELLS.	
American cow bells, 63½ per cent.	
Canadian, discount 45 and 50 per cent.	
American, farm bells, each	1 35 3 00

BULL RINGS.	
Copper, \$2.00 for 2½-inch	

CATTLE LEADERS.	
Nos. 32 and 33, per gross	7 50 8 50

BARN DOOR HANGERS.	
Stearns wood track, doz. pairs.	4 50 6 00
Zenith, " "	9 00
Atlas, steel covered, " "	5 03 6 00
Perfect, " "	8 00 11 00
New Milo, flexible, " "	6 50
Steel, track, 1 x 3-16 in (100 ft)	3 25
" " 1½ x 3-16 in (100 ft)	4 75
Double strap hangers, doz. sets	6 40
Standard jointed hangers, " "	6 40
Steel King hangers, " "	6 25
Storm King and safety hangers, " "	7 00
" rail, " "	4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.	

HARVEST TOOLS.	
50 and 10 per cent.	
S. & D. lawn rakes, Dunn's, 40 off.	
" sidewalk and stable scrapers, 40 off.	

HAY KNIVES.	
Net list.	
HEAD HALTERS.	
Jute Rope, ½-inch, per gross	9 00
" " " "	10 00
" " " "	12 00
Leather, 1-inch, per doz.	4 00
Leather, 1½ " "	5 20
Web, " "	2 45

HOES.	
Garden, 50 and 10 per cent.	
Planter, per doz.	4 00 4 50
LAWN MOWERS.	
Low wheel, 12, 14 and 16-inch	\$2 30
9-inch wheel, 12-inch	2 85
" " 14 " "	3 10
" " 15 " "	3 12½
High wheel, 12 " "	4 05
" " 14 " "	4 50
" " 16 " "	4 75

SCYTHES.	
Per doz. net.	6 25 9 25
SCYTHE SNATHS.	
Canadian, discount 40 per cent.	

SNAPS.	
Harness, German, discount 25 per cent.	
Lock, Andrews', " "	4 50 11 00

STABLE FITTINGS.	
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
WOOD HAY RAKES.	
40 and 10 per cent.	

HEAVY GOODS, NAILS, ETC.

ANVILS.	
Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½
VISES.	
Wright's, " "	0 13½
Berg's, per lb.	0 12½

Brook's, " "	0 12½
Pipe Vise, Hinge, No. 1, " "	3 50
" " No. 2, " "	5 50
Saw Vise, " "	4 50 5 00
Blacksmiths' (discount) 60 per cent.	
" parallel (discount) 45 per cent.	

BOLTS AND NUTS.	
Carriage Bolts, common (\$1 Net	Per cent.
" " and smaller, " "	60, 10 and 10
" " 7-16 and up, " "	55 and 5
" " Norway Iron (\$3 list)	50
Machine Bolts, ½ and less	60 and 10
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts, " "	55 and 10
Bolt Ends, " "	55
Sleigh Shoe Bolts, ½ and less	60 and 10
" " 7-16 and larger	50 and 5
Coach Screws, cone-point, " "	70 and 5
Nuts, square, all sizes, 4c. per cent. off.	
Nuts, hexagon, all sizes, 4c. per cent. off.	
Stove Rods, per lb., 5½ to 6c.	
Stove Bolts, 75 per cent.	

CHAIN.	
Proof coil, per 100 lb., ½ in., \$6.00; 5-16 in., \$4.85; ¾ in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; 1 in., \$3.60; 1 in., \$3.45; 1 in., \$3.40.	

HORSE NAILS.	
Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.	

HORSE SHOES.	
M.R.M. brand: iron, light and medium No. 1 and smaller, \$3.90; No. 2 and larger, \$3.65; snow pattern No. 1 and smaller \$4.15; No. 2 and larger, \$3.90; "X.L." new light steel, No. 1 and smaller, \$4.25; No. 2 and larger, \$4; "X.L." featherweight steel, No. 0 to 4, \$5.60; toe-weight, all sizes, \$6.85. F.o.b. Montreal. Extras for packing.	

HORSE WEIGHTS.	
Taylor-Forbes, 4½c. per lb.	
NAILS.	
2d, " "	4 00 3 50
3d, " "	3 15 3 20
4 and 5d, " "	2 90 2 90
6 and 7d, " "	2 80 2 80
8 and 9d, " "	2 65 2 65
10 and 12d, " "	2 60 2 60
16 and 20d, " "	2 55 2 55
30, 40, 50 and 60d (base)	2 50 2 50
F.o.b. Montreal. Cut nails, Toronto 20c. higher.	
Miscellaneous wire nails, discount 75 per cent.	
Coopers' nails, discount 40 per cent.	

PRESSED SPIKES.	
Pressed spikes, ½ diameter, per 100 lbs	\$3.15
RIVETS AND BURRS.	
Iron Rivets, black and tinned, 60, 10 and 10.	
Iron Burrs, discount 60 and 10 and 10 p.c.	
Copper Rivets, usual proportion burrs, 15 p.c.	
Copper Burrs only, net list.	
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.	
Tinned Rivets, net extra, 4c. per lb.	

SCREWS.	
Wood, F. H., bright and steel, 55 and 10 p.c.	
" " R. H., bright, 80 and 10 per cent.	
" " F. H., brass, 75 and 10 per cent.	
" " R. H., " " 70 and 10 per cent.	
" " R. H., bronze, 70 and 10 per cent.	
" " R. H., " " 65 and 10 per cent.	
Drive Screws, dia. 7/8, per cent.	
Bench, wood, " " per doz.	3 25 4 00
" iron, " " " "	4 25 5 00
Set, case hardened, dia. 60 per cent.	
Square Cap, dia. 50 and 5 per cent.	
Hexagon Cap, dia. 45 per cent.	

MACHINE SCREWS.	
Flat head, iron and brass, 35 per cent.	
Felister head, iron, discount 30 per cent.	
" brass, discount 25 per cent.	

TACKS, BRADS, ETC.	
Carpet tacks, blued 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weigh s, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimps, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails 3; trunk nails, black, 65; trunk nails, tinned and blued, 85; clout nails, blued and tinned, 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; c'inch and duck rivets, 45; cheese box tacks, 85 and 5; trunk tacks, 80 and 10.	

WROUGHT IRON WASHERS.	
Canadian make, discount 40 p.c.	

SPORTING GOODS.

CARTRIDGES.	
"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 1 per cent.; Rim Fire R.B. Round Caps 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.	

LOADED SHELLS.	
"Crown" Black Powder, 15 and 10 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.	

EMPTY SHELLS.	
Parer Shells, 25 and 5; Brass Shells, 55 and 5 p.c.	

WADS.	
Best thick brown or grey felt wads, in ½-lb. bags	per lb. \$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
CHEMICALLY PREPARED BLACK EDGE GREY CLOTH WADS, IN BOXES OF 250 EACH—	
11 and smaller gauge	Per M. 0 60
9 and 10 gauges	0 70
5 and 8 " "	0 80
5 and 6 " "	1 10

SUPERIOR CHEMICALLY PREPARED PINK EDGE, BEST WHITE CLOTH WADS IN BOXES OF 250 EACH—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 " "	1 65
5 and 6 " "	1 90

SHOT.	
Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 5 per cent.; cash discount 2 per cent. 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.	

TRAPS (steel.)	
Game, Newhouse, discount 30 and 10 per cent.	
Game, Hawley & Norton, 50, 10 & 5 per cent.	
Game, Victor, 70 per cent.	
Game, Oneida Jump (B. & L.) 40 & 2½ p.	
Game, steel, 60 and 5 per cent.	

SKATES.	
Skates, discount 37½ per cent.	
Empire hockey sticks, per doz.	3 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

CUTLERY AND SILVER-WARE.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Vade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Cutter"	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00
Claude Razors and Stropps, 50 and 10 per cent		
KNIVES.		
Farriers-Stacey Bros., doz	3 50	
PLATED GOODS.		
Hollowware, 40 per cent. discount.		
Flatware, staples, 40 and 10, fancy, 40 and 5.		
Hutton's "Cross Arrow" flatware, 47½;		
"Singalese" and "Alaska" Nevada silver		
flatware, 42 p.c.		
SHEARS.		
Claude, nickel, discount 60 per cent.		
Claude, Japan, discount 67½ per cent.		
Claude, tailors, discount 40 per cent.		
Reymour's, discount 50 and 10 per cent		
Berg's	6 00	12 00

HOUSE FURNISHINGS.

APPLE PARERS.		
Hudson, per doz., net	5 75	
BIRD CAGES.		
Brass and Japanned, 40 and 10 p.c.		
COPPER AND NICKEL WARE.		
Copper boilers, kettles, teapots, etc.	30 p.c.	
Copper pails, 20 per cent.		
KITCHEN SINKS.		
White ware, 75 per cent.		
London and Princess, 50 per cent.		
Canada, Diamond, Premier, 50 and 10 p.c.		
Pearl, Imperial, Crescent and granite steel,		
30 and 10 per cent.		
Premier steel ware, 40 per cent.		
Star decorated steel and white, 25 per cent.		
Japanned ware, discount 45 per cent.		
Hollow ware, tinned cast, 35 per cent. off.		
KITCHEN SUNDRIES.		
Cut openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 80
Duplex mouse traps, per doz.	0 65	
Potato mashers, wire, per doz.	0 60	0 70
" wood	0 60	0 60
Vegetable slicers, per doz.	2 25	
Universal meat chopper, No. 1.	1 15	
Enterprise chopper, each	1 30	
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright	0 60	
LAMP WICKS.		
Discount, 60 per cent.		
LEMON SQUEEZERS.		
Porcelain lined	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass	0 50	0 90
METAL POLISH.		
Tandem metal polish paste	6 00	
PICTURE NAILS.		
Porcelain head	1 35	1 50
Brass head	0 40	1 00
Tin and gilt, picture wire, 75 per cent.		
SAD IRONS.		
Mrs. Potts, No. 55, polished	0 90	
" No. 50, nickel-plated	0 95	
" handles, japanned, per gross	9 75	
" nickled	4 25	
Common, plain	5 50	
" plated	5 50	
bestos, per set	1 50	

TINWARE.

CONDUCTOR PIPE.		
2-in. plain or corrugated, per 100 feet,		
\$3.30; 3 in., \$4.40; 4 in., \$5.80; 5 in., \$7.45;		
6 in., \$9.90.		
FAUCETS.		
Common, cork-lined, discount 35 per cent.		
SAVETROUGHS.		
10-in.	3 30	
FACTORY MILK CANS.		
Discount off revised list, 35 per cent.		
Milk can trimmings, discount 25 per cent.		
Creamery Cans, 45 per cent		

LANTERNS.

No. 2 or 4 Plain Cold Blast	6 50
Light Tubular and Hinge Plain, "	4 75
No. 6, safety	4 00
Better quality at higher prices.	
Japanning, 50c. per doz. extra.	
Prism globes, per doz., \$1.20.	

OILERS.

Kemp's Tornado and McClary's Model	
galvanized oil can, with pump, 5 gal-	
lon, per dozen	10 92
Davidson oilers, discount 40 per cent	
Zinc and tin, discount 50 per cent	
Coppered oilers, 20 per cent. off.	
Brass oilers, 50 per cent. off.	
Malleable, discount 25 per cent	

PAIS (GALVANIZED).

Dufferin pattern pails, 45 per cent.	
Flaring pattern, discount 45 per cent.	
Galvanized washtubs 40 per cent.	
PIECED WARE.	
Discount 35 per cent off list, June, 1899.	
10-qt. flaring sap buckets, discount 35 per cent.	
6, 10 and 14-qt. flaring pails dis. 35 per cent	
Copper bottom tea kettles and boilers, 30 p.c.	
Coal hods, 40 per cent.	

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.	
Retained, 72½ per cent. revised list.	

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch	8 18	
Nestable, discount 40 per cent.		

STOVEPIPE ELBOWS.

5 and 6-inch, common	per doz.	1 32
7-inch		1 48
Polished, 15c. per dozen extra.		

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.		
TINNERS' SNIPS.		
Per doz.	3 00	15
Claude, discount 35 per cent.		
TINNERS' TRIMMINGS.		
Discount, 45 per cent.		

WIRE.

ANNKALED OUT HAY BAILING WIRE.		
No. 12 and 13, \$4; No. 13½, \$4.10;		
No. 14, \$4.2; No. 15, \$4.50; in lengths 6' to		
11, 25 per cent.; other lengths 20c. per 100		
lbs extra; if eye or loop on end add 25c. per		
100 lbs. to the above.		
BRIGHT WIRE GOODS.		
Discount 60 per cent.		
CLOTHES LINE WIRE.		
7 wire solid line, No. 17, \$4.90; No.		
18, \$3.00; No. 19, \$1.70; wire solid line,		
No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.81.		
All prices per 100 ft. measur.; 6 strand, No.		
18, \$2.60; No. 19, \$2.90. -F.O.B. Hamilton,		
Toronto, Montreal.		

COILED SPRING WIRE.

High Carbon, No. 9, \$2.95; No. 11, \$3.50;		
No. 12, \$3.20.		
COPPER AND BRASS WIRE.		
Discount 37½ per cent.		
FINE STEEL WIRE.		
Discount 25 per cent. List of extras		
In 100-lb. lots: No. 17, \$5 - No. 18,		
\$5.50 - No. 19, \$6 - No. 20, \$6.65 - No. 21,		
\$7 - No. 22, \$7.30 - No. 23, \$7.65 - No.		
24, \$8 - No. 25, \$8.20 - No. 26, \$8.50 - No. 27,		
\$10 - No. 28, \$11 - No. 29, \$12 - No. 30, \$13 -		
No. 31, \$14 - No. 32, \$15 - No. 33, \$16 - No. 34,		
\$17. Extras net-tinned wire, Nos. 17-25,		
\$2 - Nos. 26-31, \$4 - Nos. 32-34, \$6. Coppered,		
75c. - oiling, 10c. - in 25-lb. bundles, 15c. - in		
5 and 10-lb. bundles, 25c. - in 1-lb. hanks, 25c.		
- in ½-lb. hanks, 38c. - in ¼-lb. hanks, 50c. -		
packed in cases or cases, 15c. - bagging or		
papery, 10c.		

FENCE STAPLES.

Bright,	2 80	Galvanized	3 2
--------------	------	-----------------	-----

HAY WIRE IN COILS.

No. 13, \$2.70; No. 14, \$2.80; No. 15, \$2.95;		
f.o.b., Montreal.		

GALVANIZED WIRE.

Per 100 lb. - Nos. 4 and 5, \$3.95 -		
Nos. 6, 7, 8, \$3.30 - No. 9, \$2.85 -		
No. 10, \$3.40 - No. 11, \$3.45 - No. 12, \$3.00		
- No. 13, \$3.10 - No. 14, \$3.95 - No. 15, \$4.30		
- No. 16, \$4.30 from stock. Base sizes, Nos.		
6 to 9, \$2.35 f.o.b. Cleveland. Extras for		
cutting.		

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	\$0.50	\$0.75	\$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.40; No. 10 gauge, 6c.		
extra; No. 11 gauge, 12c extra; No. 12		
gauge, 20c extra; No. 13 gauge, 30c extra;		
No. 14 gauge, 40c extra; No. 15 gauge, 55c.		
extra; No. 16 gauge, 70c extra. Add 60c.		
for coppering and \$2 for tinning.		
Extra net per 100 lb. - Oiled wire 10c.,		
spring wire \$1.25, bright soft drawn 15c.,		
charcoal (extra quality) \$1.25, packed in cases		
or cases 15c., bagging and papery 10c., 50		
and 100-lb. bundles 10c., in 25-lb. bundles		
15c., in 5 and 10-lb. bundles 25c., in 1-lb.		
hanks, 50c., in ½-lb. hanks 75c., in ¼-lb.		
hanks \$1.		

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 p.c. Other sizes, 45 p.c.		
--	--	--

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.72½, per		
100 sq. ft.; in 50-ft. rolls, \$1.77½, per 100 sq. ft.		

WIRE FENCING.

Galvanized barb.	2 95
Galvanized, plain twist	3 30
Galvanized barb, f.o.b. Cleveland, \$2.70 for	
small lots and \$2.60 for carlots	

WOODENWARE.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3,		
\$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto		
Hamilton, London and St. Marys, 30 and 30		
per cent.; f.o.b. Ottawa, Kingston and		
Montreal, 40 and 15 per cent. discount,		

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.		
--	--	--

FIBRE WARE.

Star pails, per doz.	\$ 3 00
0 Tubs,	14 00
1 "	12 00
2 "	10 00
3 "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.		
Wagoner Extension Ladders, dis. 40 per cent.		

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS.

Discount, 40 per cent.		
------------------------	--	--

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut		
stained, 4-in. style	per doz.	7 25
Common doors, 2 or 3 panel, grained		
only, 4-in. style	per doz.	7 55
Common doors, 2 or 3 panel, light stair		
per doz.		9 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Squire	63 00
Eclipse, per doz	64 00
Dowell	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WRINGERS.

Royal Canadian, 11 in., per doz	35 00
oval American, 11 in.	35 00
Eze 10 in., per doz	36 75

MISCELLANEOUS.

AXLE GREASE.		
Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

HEATING.

Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 p.c.		
Agricultural, not wider than 4 in., 75 per cent		
Lace leather, per side, 75c.; cut laces, 80c.		

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 00
Bullard		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.		
Plate, discount 52½ to 57½ per cent.		

PINE TAR.

½ pint in tins	per gross	7 80
"		9 60

FULLEYS.

Hothouse	per doz.	0 55
Axle		0 22
Screw		0 22
Awning		0 35

PUMPS.

Canadian cistern ..	1 40	2 00
Canadian pitcher spout ..	1 80	3 16
Berg's wing pump, 75 per cent.		

ROPE AND TWINE.

"British" Manila	0 12	0 13
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" 1/4 inch	0 25	0 28
Russia Deep Sea	0 16	0 18
Jute	0 09	0 09
Lath Yarn, single	0 10	0 10
" double	0 10	0 10 1/2
Sisal bed cord 48 feet	per doz.	0 65
" 60 feet	"	0 80
" 72 feet	"	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 2-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33
Staging	0 27

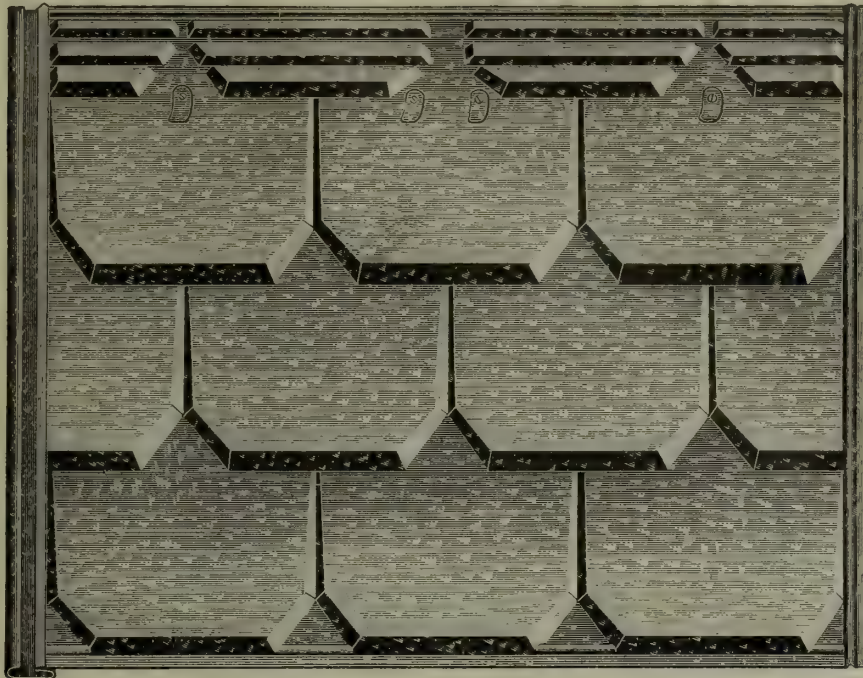
BINDER TWINE.

500 feet, sisal	0
-----------------------	---

"EASTLAKE" METALLIC SHINGLES.

(Made in Canada since 1885.)

In
competition
with the
world we
received the
Highest
Award at
Paris, France
1900.



Jamaica,
B.W.I.,
Gold Medal,
1891.

Gold Medals,
Toronto,
1902-1903
1904.

Silver Medal,
Winnipeg,
1906.

Patented April, 1885; March, 1887; January and July, 1894; October, 1900.

Galvanized "Eastlake" Shingles require no paint, and are Fire, Lightning, Rust and Weather-Proof. When laid, all Nail Heads are covered. Contraction, Expansion and Ventilation amply provided for.

Advantages over Wood Shingles.

GOOD WOOD SHINGLES are a thing of the past. The machine-made shingles of to-day are a very poor substitute, and not at all to be compared to the old shaved shingles. The present shingles are cut from very inferior timber, and the wood fibre is so furred or thrown up in sawing that it absorbs moisture readily and retains it tenaciously, soon rotting them out. The original cost of old-fashioned riven shingles made from good timber, without taking into account the cost of nails and expense of laying, is greater than that of our "Eastlake" Shingles. The best of wooden shingles will shrink, leaving crevices and increasing a hundred fold the chances of leaks, besides only lasting a few years, as they are at present being made.

Our "Eastlake" Metallic Shingles can be applied in at least one-third to one quarter the time it takes to apply wood shingles, and **only cost about the same when laid on the building**, besides looking better and lasting very much longer.

Again, no wooden shingle roof is fire-proof, which is a very important item when it is considered that by far the greater proportion of fires originate on the roof; so that, all things considered, it will be found that our "Eastlake" Metallic Shingles are the **cheapest and best** in the end, not to mention the **saving effected in insurance** by their use.

Protection from Lightning.

SCIENTISTS AGREE that a building covered with sheet metal has the best protection against lightning that can be given it, as the large surface of metal scatters the electricity and renders it harmless.

Professor Mitchell says: "It is impossible that a building covered with iron should be injured by lightning."

Professor John Wise says: "My observation leads me to say that when metal roofs become the rule, injury to our buildings and their contents by lightning will have passed away."

The METALLIC ROOFING CO. OF CANADA, Limited,
MANUFACTURERS,
TORONTO and WINNIPEG.

(OVER)

METALLIC CEILING

RESIDENCE DESIGN

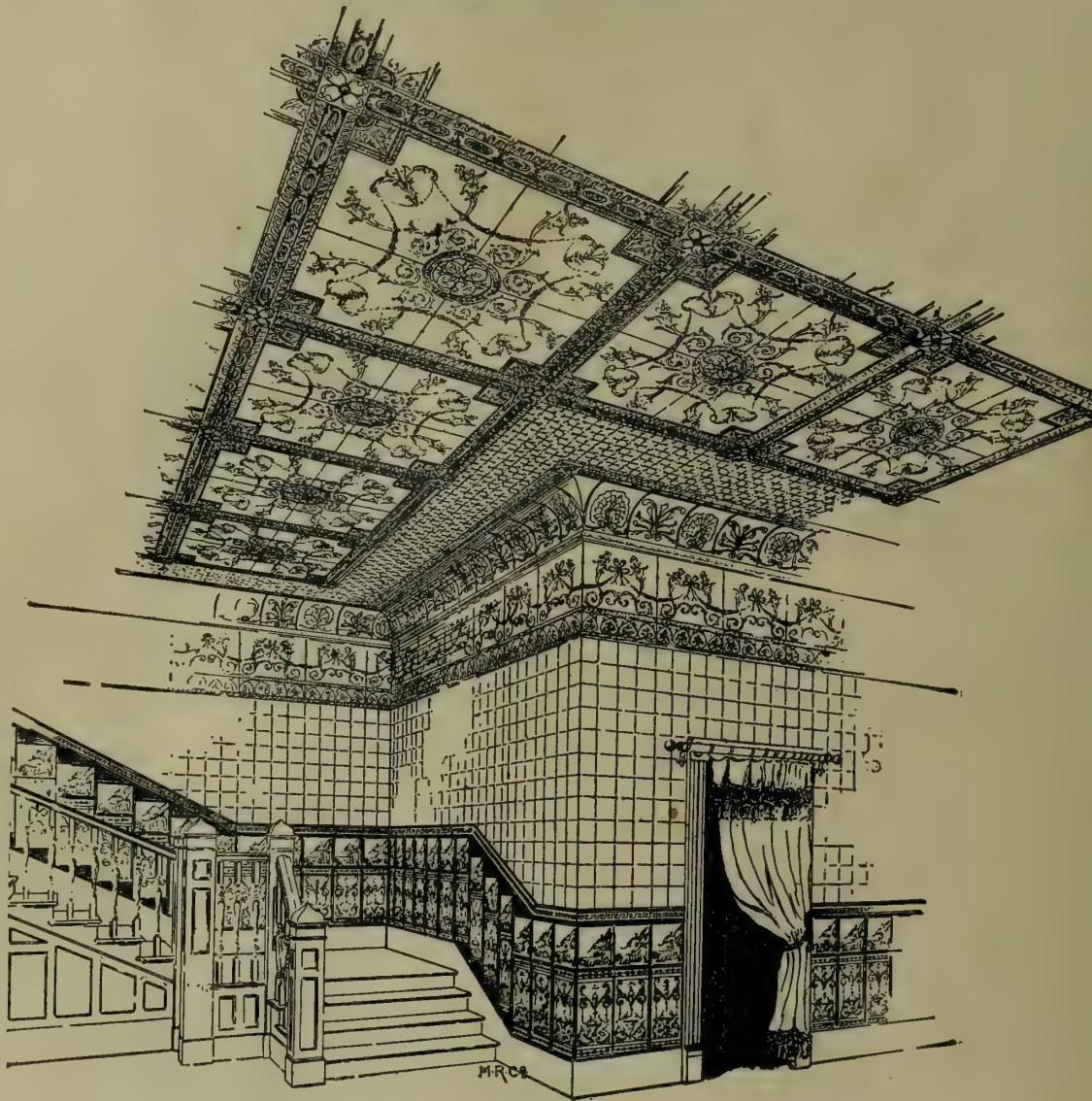


Fig. 3508

Hall in residence, finished with embossed metal. Dados Nos. 455 and 457, Dado Capping No. 923, Wall Plates No. 436, Frieze No. 446, Cornice No. 303, Border No. 812, Mouldings No. 908, and Ceiling Plate No. 445.

All our ceilings are coated with genuine white zinc enamel. Workmanship and quality unequalled. We do **not** make any cheap trash. Reliable goods only at right prices.

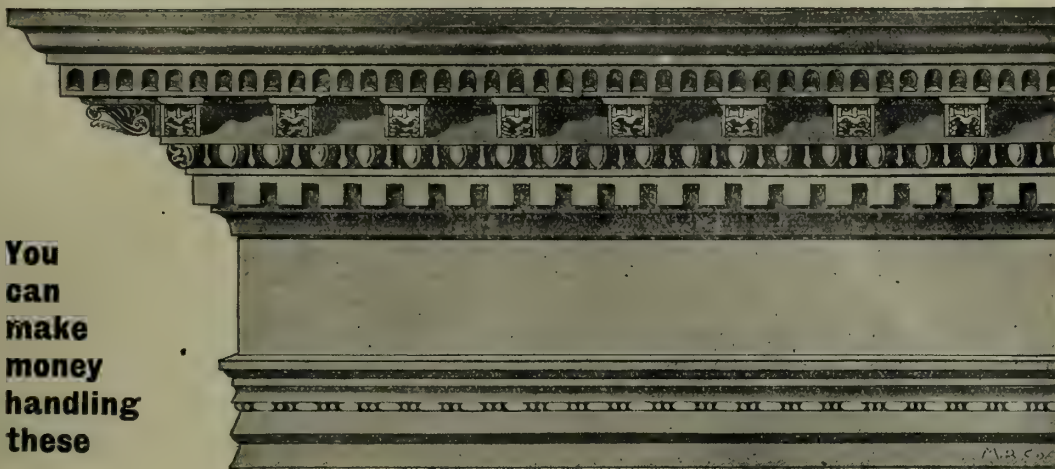
We shall be pleased to have your enquiries. Our factories are operated day and night. We can usually give prompt shipment.

THE METALLIC ROOFING COMPANY

MANUFACTURERS
TORONTO and

METALLIC CORNICES

**You
can
make
money
handling
these**



**First-class
material
and
workman-
ship
guaranteed**

Made from Galvanized Iron or Copper, in any architectural design



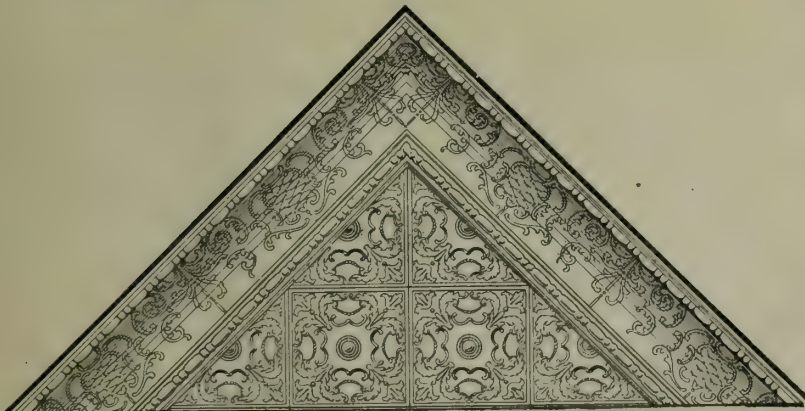
Finale in endless variety



*Capitals to suit all require-
ments*



*Pressed Zinc Ornaments in various
designs*



Centre Pieces in various sizes

PANY OF CANADA, LIMITED
TURERS
I WINNIPEG

We Ship Quickly

Stephen's

PAINTS

are always sent
out on time.

We never delay
orders.

When you get
a rush order for
paint, send it
to us by mail
or wire.

The next train
will take the
paint to you.

We make none
but the best.

The kind you
want to use
yourself and can
conscientiously
recommend to
your customers.

G.F. Stephens & Co.

PAINT MAKERS Limited

WINNIPEG and CALGARY

**Consolidated
Plate
Glass
Company
of Canada
Limited**

Glazing

Glass

of all kinds

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

**WIRE NAILS
TACKS
WIRE**

Prompt Shipment

**The ONTARIO TACK CO.
Limited.
HAMILTON ONT.**

**POLISHED
SHEETS**

"DOMINION CROWN"

BEST WORKING QUALITY
AND HIGHEST FINISH.

**A.C. LESLIE & CO.
Limited
MONTREAL**

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior
Ores, with Connellsville Coke as Fuel, "Mid-
land" will rival in quality and grading the
very best of the imported brands.

Write for Price to Sales Agents

**Drummond, McCall & Co.
MONTREAL, QUE.**

or to
**Canada Iron Furnace Co.
MIDLAND, ONT. Limited**

**NOVA SCOTIA STEEL
& COAL CO., Limited**

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIMMONS-MARTIN
OPEN HEARTH STEEL

Steel Troughsand Tanks

We Manufacture

Steel Tanks, Stock Tanks, Steel Cheese Vats, Thresher's Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smoke Stacks.

Agents Wanted.

The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

ONE CENT

Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.

A Barrowful of Money

Most shrewd Dealers have been making lots of money by handling the proper Barrows. Our

WHEELBARROWS

are built right—that's why they are so durable. Navy, Steel Tray with Tabular Iron Frames—also with Wooden Frames.

TRUCKS.—Warehouse and Store, Platform and Wagon Trucks, Baggage Trucks, Etc.

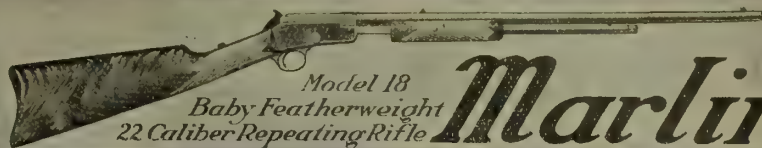
ROAD SCRAPERS AND DUMP CARTS.

THE MEAFORD WHEELBARROW CO.

LIMITED

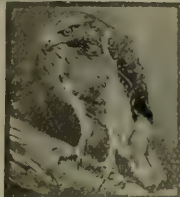
MEAFORD, - ONTARIO

Eastern Representative, Alexander Gibb, Montreal.
Western Representatives, Bissett & Loucks, Winnipeg.



Model 18
Baby Featherweight
22 Caliber Repeating Rifle

Marlin



Think of a repeating rifle that weighs only 3 pounds 10 ounces! And be sure to examine one of these *Marlin* Baby Featherweight Repeaters before selecting a .22 for the vacation trip.

This is a mighty capable little rifle as to accuracy and penetration, and has in no way been weakened by the reduction in weight nor has *Marlin* quality been sacrificed to make the cost as low as it is.

The good old Ballard system of rifling is maintained here as is the special gun-barrel steel in the barrel. The breech block, receiver and all working parts are made of the *Marlin* quality of gun frame steel; all working points hardened against wear. The walnut of stock and sliding fore-end is the best to be had.

The action is on the trombone system and handles the .22 short cartridge, but by means of an extra carrier, readily inserted, .22 long-rifle cartridges can be used, thus making this handy little arm a weapon of no mean execution.

We cannot urge you too strongly to look at one of these rifles if your dealer has one in stock. The *Marlin* feather-weight .22 is a most entertaining companion for the fishing trip, hunting trip or vacation wherever it may take you. The cost is small, the ammunition is cheap and light to carry, and the fun to be had with one of these rifles is immense.

Send three stamps for our new catalog, which contains a fuller description of this rifle and tells of the many other *Marlin* guns.

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.

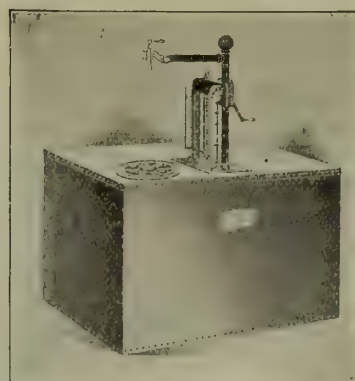
J. J. Turner & Sons, PETERBOROUGH, ONT.

The Largest Manufacturers in Canada of

Tents, Awnings, Flags, Sails, Camping Goods,
Waterproof Goods, Horse Blankets, Nose Bags,
Coal Bags, etc.

WRITE FOR CATALOGUE

20 Styles of Bowser Outfits



Cut 9—Floor Tank for Heavy Oils.

Our Catalog V shows twenty styles of Bowser Tanks for heavy oils, varnishes, drugs, etc., ranging in price from \$18.00 up.

There is something to suit every man's requirements.

Send for it and learn how to handle your oils with a good profit.

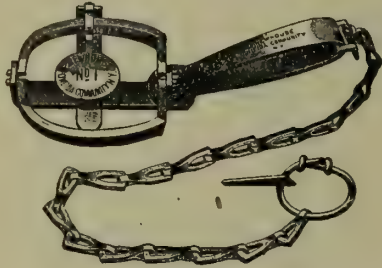
S. F. BOWSER & CO., Limited

66-68 Fraser Ave.

Toronto, Can.

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. A **GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

ONEIDA COMMUNITY, Limited

Write for Catalogue

NIAGARA FALLS, Ont.

It will pay you

We give herewith the experience of one of our subscribers. There is no reason why you cannot obtain just as good results.

THE PEOPLE'S HARDWARE STORE.

HARDWARE AND METAL Essex, Jan. 27, 1906
Toronto, Ont.

Dear Sirs—Within one month I have "bought and sold" with the best of satisfaction—the result of \$1.68 worth of condensed ads. in **HARDWARE AND METAL**.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly, IVESON L. COOKE.

Remember your ad. will be read by Hardware Dealers in all parts of Canada.

2 cents per word for first insertion

1 cent " " subsequent insertions

Send cash with advertisement, 5c. additional for Box number

HARDWARE AND METAL

MONTREAL

TORONTO

WINNIPEG

"NEW HOME WASHER" BALL BEARING

Large Capacity,

Easy Running,

Fast Washing,

Wonder Workers and Labor Savers
on Wash Day.



MADE BY

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

For Prices Write

Canada Stove & Furniture Co., Montreal, Quebec, Distributors for Province of Quebec and East Ontario.

Emerson & Fisher, Ltd., St. John, N. B., Distributors for Province of New Brunswick, Nova Scotia and P. E. Island.

PROFIT and REPUTATION ASSURE SUCCESS

Are your profits reasonable and secure? Unless you are absolutely certain on both points you are playing a losing game. You can secure both reputation and profit permanently by stocking the proper kind of

WINDOW GLASS

We do not pretend to manufacture imperishable window glass, but it is an easily proven fact that we manufacture the next best thing.

Have you our catalogue? You ought to have it because it contains suggestions for Fan Lights, Door Lights, Hall Windows, Side Lights, Etc., made in Copper or German Brass.

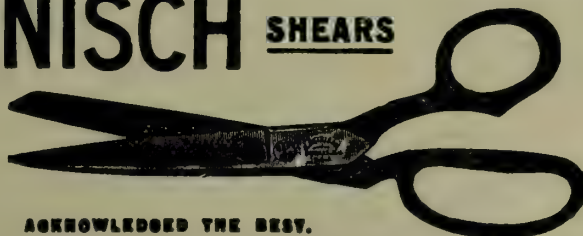
All orders shipped landed in proper condition because they are properly packed.

LET'S MAIL YOU SOME INTERESTING FACTS.

The Hobbs Manufacturing Co., Limited
LONDON TORONTO WINNIPEG

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinnerns' Snips, etc.

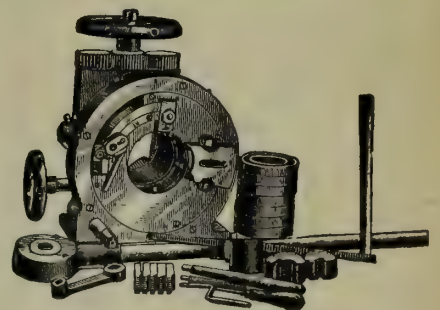


ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

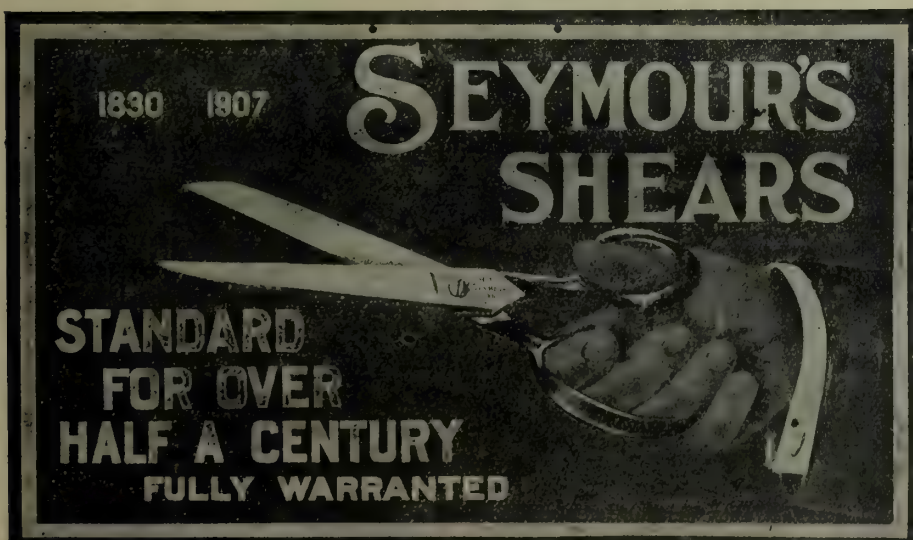
**Catalogue for the asking.
Quick shipments.**

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER



Above is a reproduction of Show Card 9 in. x 15 in. in colors which we will send free to dealers in exchange for business card.

HENRY T. SEYMOUR SHEAR COMPANY.

WIEBUSCH AND HILGER, LIMITED. Sole Agents, NEW YORK.

HARDWARE AND METAL

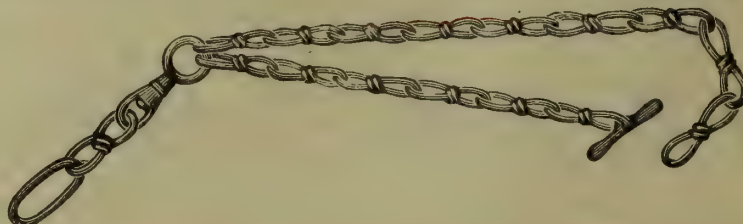
GREENING'S

IMPROVED

CATTLE CHAINS

Strongest and Best on the Market.

Have Stood the Test for Years.



The strength of a Tie is that of its weakest part. Ours are of uniform strength throughout. It will pay to handle only the best.

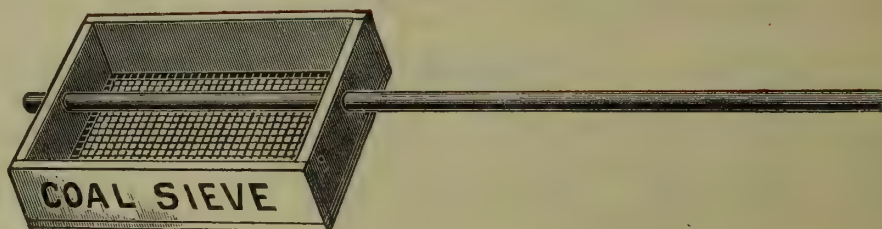
Our Ties are numbered from 1 to 5/0, and may be described as follows: No. 1, Calf Tie; No. 0, Light Cow Tie; No. 2/0, Cow Tie; No. 3/0, Stock Cattle Tie; No. 4/0, Light Bull Tie; No. 5/0, Extra Heavy Bull Tie.

A complete line of all sizes ready for shipment.

Manufactured under Patent No. 50925.

A good stock of Cinder Sifters, Fruit Drying Cloth and Small Mesh Netting in stock

FOR SALE BY ALL JOBBERS



OPEN RING—Made in six sizes

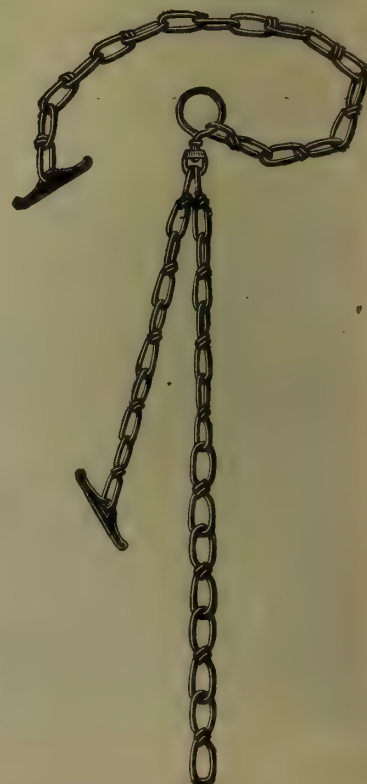
SMALL CLOSE RING,
LARGE CLOSE RING
Made in six sizes



FOUR CHAIN COW TIE



"GREENING'S SPECIAL TIE"



WALTON or THREE CHAIN—Made in six sizes

The

B. Greening Wire Co.

Limited

HAMILTON and MONTREAL

LOOK

in our Trade Catalogue No. 10, page 33,
and read on the sign

"Imperial Aluminum Paint Does It"

These five words put the story in a nutshell. It does anything Aluminum Paint is supposed to do, and does it so well, we our agents and their customers are all satisfied.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

BRONZE POWDER and BRONZE LIQUIDS

ARE GUARANTEED WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE.

EXTENSIVE WORKS AT VALLEYFIELD, QUE

Sharratt & Newth's Glaziers' Diamonds

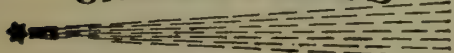
are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

GILBERTSON'S



COMET

Gilbertson's Sheets and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales
ALEX. GIBB, 13 St. John St., Montreal, Agent

"Japanese" Enamel White

is a hard-drying, high lustre Enamel of superior quality.

It has been sold and used with great success for the past twenty-five years.

The extensive demand this season for a

High Grade Interior Gloss White

for walls, woodwork, furniture, etc., has increased the sale of "Japanese" Enamel White all over Canada.

It is put up in attractive form, in convenient sizes, and is a good seller, proving eminently satisfactory wherever sold.

Try your trade with a few cases of "Japanese" Enamel White.

We manufacture "Japanese" Enamels in over thirty shades besides black and white.

BRANDRAM-HENDERSON,
LIMITED

MANUFACTURERS

Montreal, Halifax,
St. John, Winnipeg.

PAINT ENDURANCE

There is a lot of paint on the market which looks all right when it's first put on. But the beauty of

NEW ERA PAINT

is that IT LASTS. It looks fine when it's first put on, and it KEEPS ON LOOKING FINE. That's why hardwaremen find it profitable. It pleases customers—same thing with all the paints and varnishes made by

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR

ONTARIO

Are You Ashamed of Yourself

FOR handling old floor paints which are always rubbing off because they are really never dry?

They Stick to the Shoe Soles at Every Step

The Floors thus painted cannot be scrubbed to look really clean, but every scrubbing wears off some paint.

There is another kind that you will be proud of

JAMIESON'S Floor Enamels

are the best selling lines in the trade. They have none of the drawbacks of the ordinary paints. They dry quickly and leave a finish that cannot be rubbed off by frequent scrubbing. Besides being of a smooth surface, they are very easily cleaned with a mop. They save labor and annoyance from the moment they are put on the floor, and they never STICK.

R. C. Jamieson & Co.

LIMITED

Sole Manufacturers

MONTREAL

The Declaration

of men in the paint business is worth considering. They declare that

Pearcy's Pure Prepared Paints

are REALLY WORTH THEIR PRICE. If that's not real praise, what is?

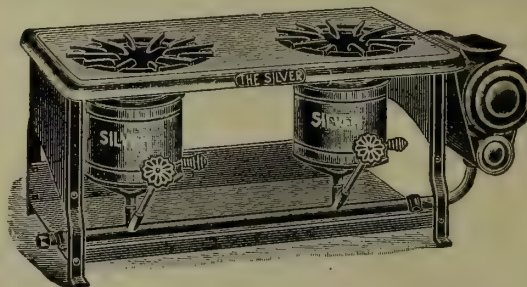
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SILVER OR NEW OIL STOVES



We handle a full line of Gasoline and Oil Stoves. Hot plates for natural and artificial gas, also a complete line of ovens. Prices on application.

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E. T. WRIGHT & CO.

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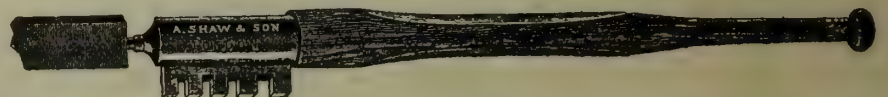
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HIGH-GRADE FURNITURE and HOUSE VARNISHES

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GLAZIERS' DIAMONDS OF PROVED WORTH,

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

Window Glass

Come to us for all kinds of glass. Let us quote you on every specification. We have immense stocks in our large new warehouses.

Star Window Glass
Diamond Picture Glass
Double Diamond Glass
Colored Glass
Rolled Glass
Cathedral Glass
Wire Glass
Heavy 26 oz. 32 oz. Glass
and Glass of all kinds.

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Glass
Dealers

MONTREAL

10 to 22
Inspector St.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

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For the GENUINE
Imperial French Green
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PHILADELPHIA

And CELEBRATED
English Varnishes
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LONDON.

Please mention HARDWARE AND METAL when writing.



- The Best and Purest Shingle Preserver.
- Shingletint is for sale by all first-class dealers.
- Shingletint looks well, wears well, and is easily applied.

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WINNIPEG

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete.
Can fill all orders promptly. Be supplied before the Spring rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

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Our proposition to agents handling our line includes a comprehensive plan for rendering you valuable assistance in securing trade. As soon as you become an agent for

Martin-Senour Paint

100 PER CENT PURE

this plan immediately begins to operate in your interest; advertising your stock—giving your place of business greater publicity. We haven't the space here to make full explanation, but we will gladly do so by mail if you will write to us. Our plan is a trade winner.

Write today.

The MARTIN-SENOUR CO. Ltd.,

"Pioneers of Pure Paints"

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The WINNIPEG PAINT & GLASS CO. Ltd.,
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The MARITIME PAINT & VARNISH CO. Ltd.,
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100% Durability

A Flourishing Business cannot be built up in the Hardware line by the man who ignores paint and its results. Paint is the one thing no Hardwareman can afford to slight. Since good paint is necessary, why not eliminate all cause for worry by stocking

ARK BRAND PAINT

the paint that has greater covering capacity and durability, two coats being equal to three coats of other mixed paints? **ARK BRAND** is the result of persistent effort to make a paint free from the faults of white lead and mixed paints.

MURESCO

is as much different to the ordinary wall finish as the light of the sun is to the light of the moon. No wall finish ever marketed comes near approaching **MURESCO** in Quality or Durability. **MURESCO** is used exclusively by the best decorators in Canada, and their claims for **MURESCO** as a profit builder should be in the hands of every Dealer interested in his bank account.

BENJAMIN MOORE & CO., LIMITED

(Formerly The Francis-Frost Co., Limited)

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New York, Chicago, Cleveland, Carterett, N.J.





DON'T SELL PAINT THAT IS CHEAP AND INFERIOR. The **Falcon Brand** for paints and varnishes, etc., means that they are not only good, but that they are the very **highest grade** that up-to-date paint making can produce.

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Send us a sample order and we will prove our statement.

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an ideal water paint.

FALCONITE

White Enamel of high-grade.

LACKERITE

Our new Varnish Stains in 12 colors.

Wilkinson, Heywood & Clark, Limited

EST. 1796

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Branches and agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

Any manufacturer can make a green paint. But there is only ONE

IMPERIAL FRENCH GREEN

It lasts years longer than any other green. Does not lose its brilliancy. Be sure the label has the name of

L U C A S

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NEW YORK

SAN FRANCISCO

CHICAGO

Prove Our Claims at Our Expense

The manufacturer—not sure of his product—dare not talk in that way over his name. Because we know our **VARNISH TURPENTINE** to be incomparable and because thousands of practical men declare it to be so are our only reasons for making such an offer. **Test, at our expense, our**

VARNISH TURPENTINE

It contains no naphtha. It is free from benzine. It dries as quickly as spirits of turpentine. It cannot leave sticky varnish. And it works just like spirits but is infinitely safer—having a fire test 40 degrees higher than benzine. We guarantee that every barrel of our Varnish Turpentine will do any work that spirits will do, and do that work better. **Test it at our expense.**

The Defiance Mfg. & Supply Co.

TORONTO

ONTARIO



RUBEROID

The Roofing With an Earned Reputation

There is only one prepared roofing for which a service of 15 YEARS can be claimed and proved—that is **RUBEROID**.

It was the first smooth surfaced, elastic, weather-proof roofing made. Its record is not and cannot be equalled by any other roofing.

We are practically ten years ahead of them all—and intend to maintain the prestige acquired by service.

We manufacture only one kind of roofing—**RUBEROID** (trade mark registered). It derives its name from its elasticity. It does not contain a particle of rubber. So-called rubber roofings never contain rubber. If they did, they would soon become useless from vulcanization

There is only one genuine **RUBEROID**. Insist upon getting it. So great has been the success of **RUBEROID** that its imitators are legion, and many of these imitations bear names as closely resembling **RUBEROID** as the law will allow.

The demand for **RUBEROID** in Canada has resulted in our erecting an extensive plant on the Lachine Canal, near Montreal, reproduction of which is published above.

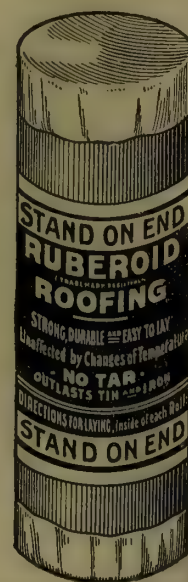
You will find the agency for **RUBEROID** a most valuable asset to your business, as the sale of this roofing is increasing with enormous strides all over Canada. Write for our new descriptive booklet and we will be pleased to define our agency proposition.

The Standard Paint Company of Canada

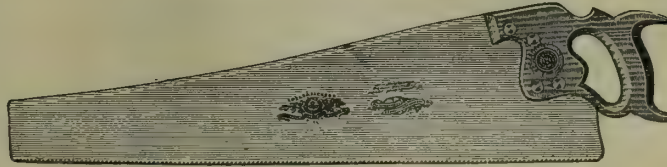
LIMITED

Board of Trade Building, Montreal

Factories at Lachine Canal, Que.



**FOOLS SELL THE CHEAPEST,
WISE MEN THE BEST**



THE BEST

*Being supported by good and liberal advertising among the
actual users of saws*

SPEAR & JACKSON, LIMITED

ÆTNA WORKS

SHEFFIELD, ENG.

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Value of Annual Exports from Canada :

1886—\$85,251,314.00

1896—\$118,011,508.00

1906—\$256,586,630.00

What is YOUR share of this ever-increasing business ?

THE BEST WAY to reap the profits of foreign trade is through the unique foreign trade service of the

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HALF A THOUSAND Manufacturers use this method of reaching the buyers abroad. Among them :

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👉 ANNUAL HARDWARE NUMBER PUBLISHED AUGUST 1st 👉

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Established 1877

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135 William Street, New York City, U.S.A.

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— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.



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catalogue and
samples to

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FERDINAND DIECKMANN

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"HAMMER THE HAMMER"

The best made, best advertised and best
selling revolver in the world.



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**IVER JOHNSON'S
SAFETY AUTOMATIC REVOLVERS**
now in use

It is a straight dealers' proposition.
Never found in a premium list, and we
never sell by mail where a local dealer
can supply. Send for catalogues and
terms—mighty good terms—to dealers.
Or ask your jobber—he knows.

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MAKERS OF IVER JOHNSON TRUSS BRIDGE BICYCLES AND
SINGLE BARREL SHOTGUNS

IVER JOHNSON

M. R. M.
CO.

Horse Shoes

The Iron from which
"M.R.M." Horse Shoes are
made is worked under a powerful
steam hammer.

It is conceded by those best able to judge,
that there is no better means of ridding Iron of its
impurities than by hammering it. We are the only manu-
facturers of Horse Shoes in Canada treating Iron in this
way.

The above, coupled with the care which we
take in the manufacture of our Horse Shoes,
has earned for them the reputation of
always being up to Standard.

THE
**MONTREAL ROLLING
MILLS CO.**

M. R. M.
CO.

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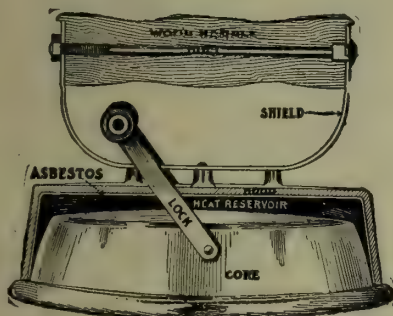
New Business—New Profits

Every woman who irons is a prospective customer for Asbestos Sad Irons.

Examine the sectional view of an Asbestos Sad Iron cut vertically in half. You will observe an asbestos-lined hood or cover which fits over the iron proper (core) and forms a heat reservoir. The hood keeps the handle cool besides preventing heat radiation from the iron.

Asbestos Sad Irons stay hot 50% longer than the common "patent" iron by actual test. Furthermore, the handle is always 45 degrees cooler than the handles of ordinary irons.

When you impress these facts upon the minds of your customers they will become convinced that the "Asbestos" is the only kind to use. They will be persuaded to discard their common irons. This means a sad iron sale that would not have occurred otherwise; new business and a new profit.



Sectional View

Ask your jobber for prices.

The Theory and Practice of Advertising

We are offering a correspondence course on Advertising to all dealers who will make personal application. Just write us as follows: "Enroll the undersigned for the Dover Advertising Course, which is to be sent us free of charge." The course consists of twelve lessons which will be mailed monthly.

One prominent advertising man says: "If retailers will appreciate the value of your course, and give the lessons half the attention they deserve, the benefit derived will pay a mighty big dividend on the time invested."

Send in your application and get Lesson No. 1 immediately.

THE DOVER MFG. CO.
Canal Dover, Ohio



Here's a Specialty Every Paint and Varnish Dealer Should Have.

There is one specialty you should have on your shelves. No matter what your stock is now, you should not pass by this particular product. There is a steady demand for a paint of this nature, and nothing will take care of the demand so well and so satisfactorily as

SHERWIN-WILLIAMS FAMILY PAINT

It is *the* paint for household use. Just *the* thing for baseboards, shelves, boxes, flower stands, cupboards, tables, chairs, and the hundred and one little things about the house that need brightening up. It is ready to use; easy to apply, and can be repeatedly washed without injuring the finish. Twenty-four shades and black and white.

You can't get a more profitable or satisfactory specialty for your trade. It sells itself and makes sales for other lines, too—brushes, for instance. *Order a small stock today.*



THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH
MAKERS IN THE WORLD
Canadian Headquarters and Plant:
639 Centre St., Montreal, Que.

Warehouses:

86 York St., Toronto
and Winnipeg, Man.



122



It
is
said
that
trade
follows
the
flag
but
trade
is
more
likely
to
follow
where
good
stocks
are
kept.
Ample
stocks
and
Quick Shipment

**THE
Canada
Paint
Company**

Limited

**MONTREAL
TORONTO
WINNIPEG**



Smooth finish. perfect threads and first-class material, are the reasons why

"Diamond" brand Fittings

are in such constant demand.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., LIMITED
OSHAWA, CANADA



Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

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Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

IT'S A LATCH THAT EVERY BARN NEEDS

WHITCOMB

STEEL BARN DOOR LATCH

It is convenient; it is strong: it is durable; it is adapted to any thickness of door; and harness, etc., will not catch on it. Fully guaranteed.

Get a sample and see what an excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of PATENTED SPECIALTIES BY CONTRACT
ALBANY, WISCONSIN, U.S.A.

THE LAW SAYS YOU MUST

Do you know that a man is obliged by law to keep a proper set of books?

The law says:

"Any man who fails and has not for five years before his failure kept proper books shall be liable to a fine of \$800.00 and one year's imprisonment."

Since you must keep books of some sort, and as the law insists that you keep proper books, why not keep them properly?

It is just as easy to do a thing right as it is to do it wrong.

* * * * *

Business Systems mean absolute accuracy,

and with less work than the old-style methods of bookkeeping.

Business Systems are not expensive to put in in the first place—the cost is in proportion to the size of the business, and they enable one clerk to do the work of two.

Business Systems allow your clerks to put their work before you in such shape that you can see at a glance how everything stands.

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Drop us a one-cent post card asking for further particulars.

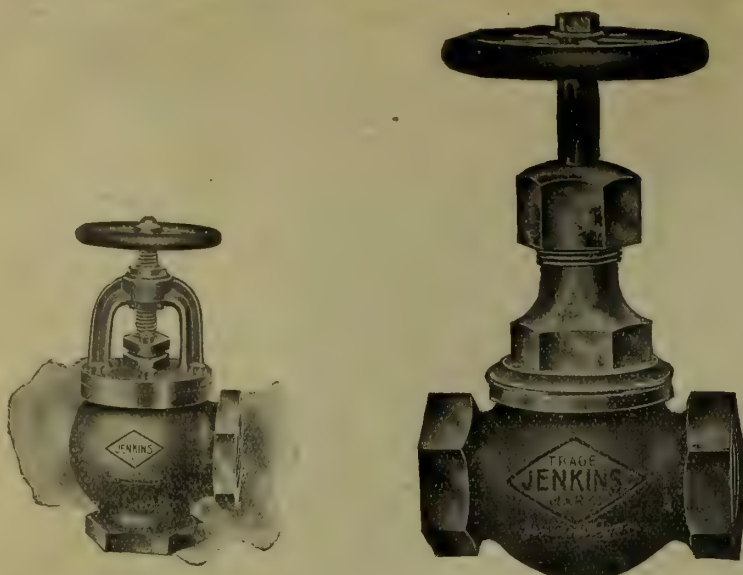
You don't have to buy unless we can suit you.

860



BUSINESS SYSTEMS LIMITED

84 SPADINA AVENUE
TORONTO - - - CANADA



Catalogue and discount sheet sent on application.

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New York

Philadelphia

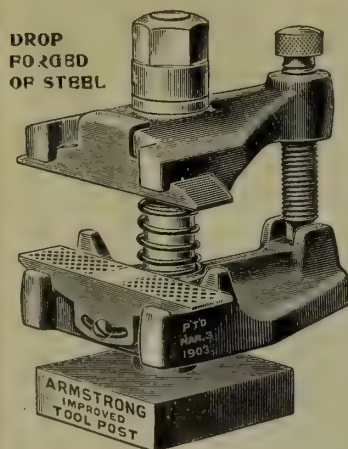
Chicago

London, E. C.



Armstrong Tool Holders

Have saved years of time and thousands of tons of Tool Steel, here's TWO NEW THINGS will prove an equally good investment.



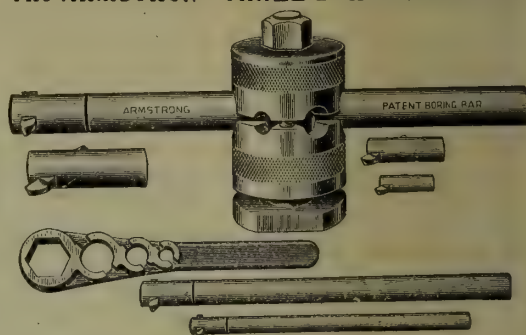
DROP
FORGED
OF STEEL

THE ARMSTRONG IMPROVED TOOL POST

Combines the strength and holding power of the strap and stud tool clamp with the convenience of the "open side" and ordinary set screw tool post. A slight turn of one nut releases tool or sets it solidly.

No trouble with "stripping" or "upset" screws.

The ARMSTRONG THREE-BAR BORING TOOL



INCREASES PRODUCTION AND REDUCES COST
OF TOOL MAINTENANCE

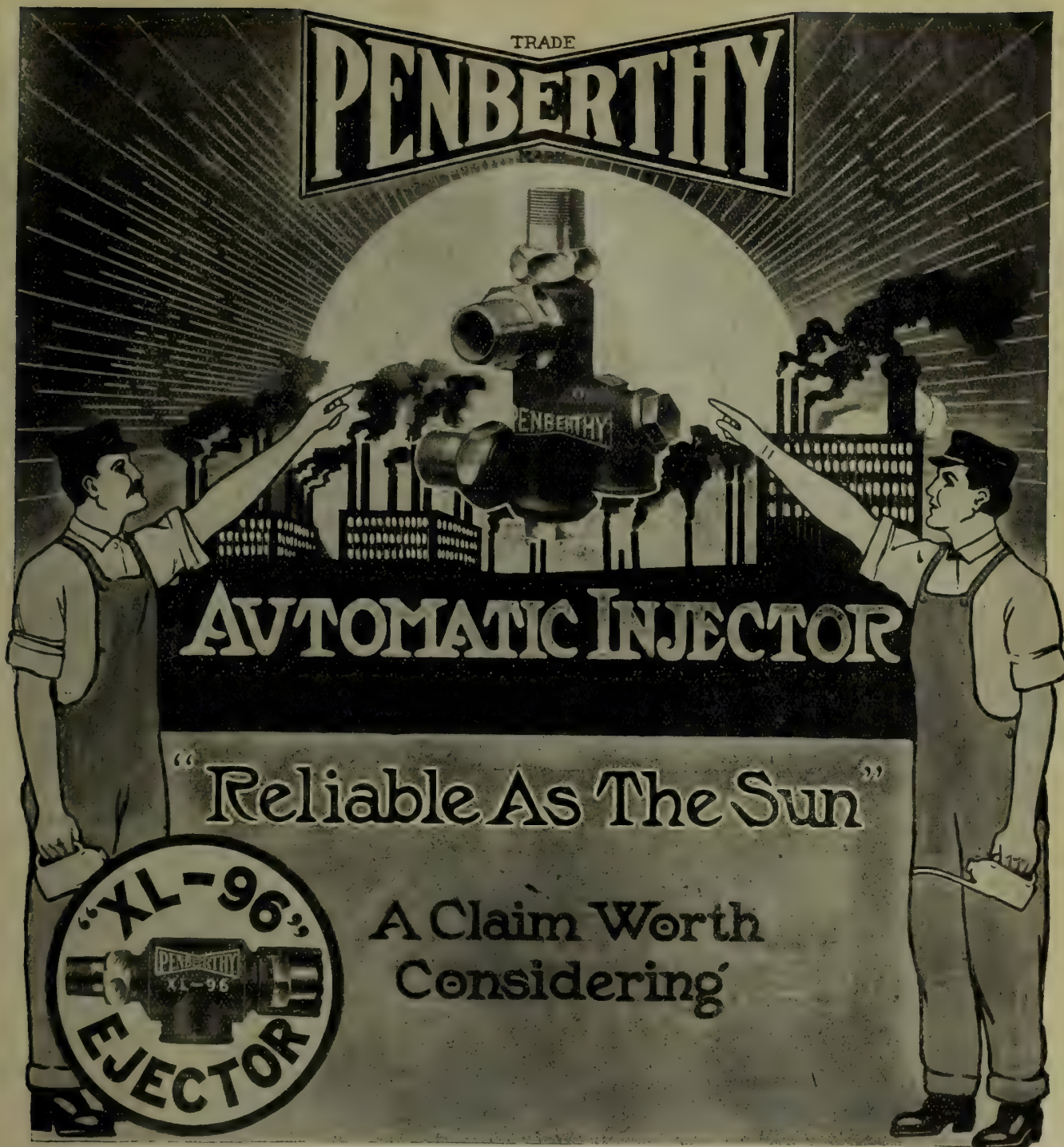
CUTTERS CANNOT JAR LOOSE
HIGH SPEEDS AND BIG FEEDS
—ONLY SET THEM TIGHTER

SOLD IN CANADA BY:—Williams & Wilson, Montreal; Aikenhead Hardware, Limited, Toronto; A. R. Williams Machinery Co., Toronto; Winnipeg, Vancouver; Wood, Vallance & Co., Hamilton; Frothingham & Workman, Limited, Montreal; W. H. Petrie, Toronto.

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CHICAGO, U.S.A.

"THE TOOL HOLDER PEOPLE"



TRADE
PENBERTHY

AUTOMATIC INJECTOR

"Reliable As The Sun"

"XL-96"
EJECTOR

A Claim Worth Considering

THE SALES OF PENBERTHY GOODS

grow and multiply by our aim to give the best
skilled labor can produce at reasonable prices.

Mr. Dealer, Are You Getting Your Share of These Sales?

PENBERTHY INJECTOR CO., Limited
Windsor, Ont.

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Brass Goods.
Frothingham & Workman, Montreal.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Cans.
Acme Can Works, Montreal.

Builders' Tools and Supplies.
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.

Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Luffkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Carriage Mountings Co., Ltd., Toronto.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Carpet Beateas.
Ontario Metal Novelty Co., Toronto.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowsell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton, Ont.

Clutch Nails.
J. N. Warminton, Montreal.

Congo Roofing.
Buchanan Foster Co., Philadelphia, Pa.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.

Cut Glass.
Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Clausen Shear Co., Toronto
Dorcen Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
Heinisch's, E. & Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto.
Morrison-James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell Toronto.

Enameled Ware
Kemp Mfg. Co., Toronto.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Bavetroughs
Wheeler & Bain, Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works
Fitchburg, Mass.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville, Ont.

Furnaces.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Hobbs Mfg. Co., London
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds.
Gibson, J. B., Montreal.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman, Montreal.

Montreal Rolling Mills, Montreal.
J. N. Warminton, Montreal.

Horse Blankets.
Honey, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capwell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills
Belleville.

Hot Water Boilers and Radiators.
Cluff, R. J., & Co Toronto.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Frothingham & Workman, Montreal.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Mower Grinders
Root Bros. & Co., Plymouth, Ohio.

Ledgers—Loose Leaf.
Business Systems, Toronto.
Copeland-Chatteerson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Lithographing.
London Printing & Lithographing Co.
London, Ont.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke, Ont.

Lye
Gillett, E. W., & Co., Toronto

HARDWARE AND METAL

Manufacturers' Agents.

Fox, C. H., Vancouver.
McIntosh, H. F. & Co., Toronto.
Gibb, Alexander, Montreal.
Scott, Bathgate & Co., Winnipeg.

Metals.

Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Eadie, H. G., Montreal.
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C. & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.

Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co., Montreal.

Metal Lath.

Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Nails Wire

Dominion Wire Mfg. Co., Montreal.

Oil Tanks.

Bowser, S. F. & Co., Toronto.

Ornamental Iron and Wire.

Denn's Wire & Iron Co., London, Ont.

Packing.

Gutta Percha & Rubber Co., Toronto.

Paints, Oils, Varnishes, Glass.

Blanchette Process Paint Co., Toronto.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Do Is, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C. & Co., Montreal.
Lucas John & Co., New York.
McArthur, Cornelle & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co., Toronto.
Ottawa Paint Works, Ottawa.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson & Carey & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal.
Standard Paint and Varnish Works, Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Perforated Sheet Metals.

Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.

Canadian Fairbanks Co., Montreal.
Cluff, R. J. & Co., Toronto.
Frothingham & Workman, Montreal.
Glauber Brass Co., Cleveland, Ohio.
Jardine, A. B. & Co., Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa.
Robertson, Jas., Co., Montreal.
Robertson, Jas., Co., Limited, Toronto.
Somerville, Limited, Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope.
Standard Sanitary Co., Pittsburg.
Stephens, G. F. & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Polishes.

Majestic Polishes, Toronto

Portland Cement.

International Portland Cement Co., Ottawa, Ont.
Hauover Portland Cement Co., Hanover, Ont.
Hyde, F. & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.

Poultry Netting

Greening, B., Wire Co., Hamilton, Ont.

Printing.

London Printing & Lithographing Co., London, Ont.

Razors.

Clauss Shear Co., Toronto.

Refrigerators.

Fabien, C. P., Montreal.

Registers

Pease Foundry Co., Toronto.

Roofing Supplies.

Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
F. W. Bird, East Walpole, Mass.
Buchanan Foster Co., Philadelphia, Pa.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Peterson Mfg. Co., Toronto & Montreal.
Wheeler and Bain, Toronto

Saws.

Atkins, E. O. & Co., Indianapolis, Ind.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.

Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screw Cabinets.

Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.

Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Soil Pipe

McFarlane, Walter, Glasgow

Sewer Pipes.

Canadian Sewer Pipe Co., Hamilton.
Hyde, F. & Co., Montreal.

Shelf Boxes.

Cameron & Campbell, Toronto.

Shears, Scissors.

Clauss Shear Co., Toronto.

Shovels and Spades.

Eclipse Mfg. Co., Ottawa.
Frothingham & Workman, Montreal.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.

Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Skates.

Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Sprayers

Cavers Bros., Galt

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings

Dennis Wire & Iron Co., London

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.

Chown, Edwin and Son, Kingston

Stoves, Tinware, Furnaces

Canadian Heating & Ventilating Co., Owen Sound.
Copp, W. J., Son & Co., Fort William.
Davidson, Thos., Mfg. Co., Montreal.
Down Draft Furnace Co., Galt.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Howard, Wm., Toronto.
Kemp Mfg. Co., Toronto.
McClary Mfg. Co., London.
Merrick Anderson, Winnipeg.
Pease Foundry Co., Toronto.
Smart, James, Mfg. Co., Brockville.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T. & Co., Hamilton.

Tacks.

Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tents.

Tobin Tent and Awning Co., Ottawa

Tin Plate.

American Sheet & Tin Plate Co., Pittsburg, Pa.
Baglan Bay Tin Plate Co., Briton Ferry South Wales.
Lysaght, John, Bristol, Newport and Montreal

Turpentine

Deafness Mfg. Co., Toronto.

Ventilators.

Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper

Staunton Limited, Toronto.

Wall Paper Cleaner.

Gilbert, Frank U. S., Cleveland

Washing Machines, etc.

Dowdell Mfg. Co., Hamilton, Ont.
The Shultz Bros. Co., Brantford.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.

Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows

London Foundry Co., London Ont.
Schultz Bros. Co., Ltd., The Brantford

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Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W. & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto

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Fencing Tools etc

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Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mfg. Co., Montreal.
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound

Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.

Wrapping Papers.

Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Wringers

Connor, J. H. & Son, Oawa, Ont

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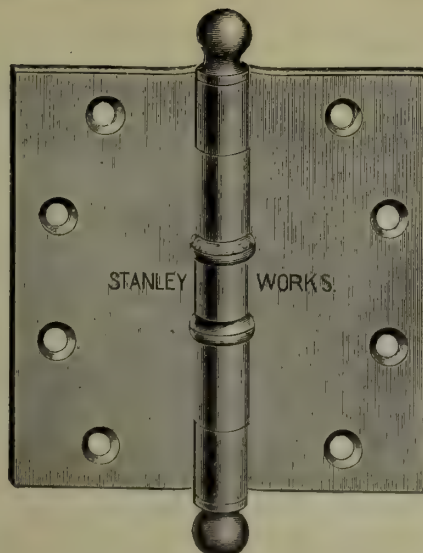
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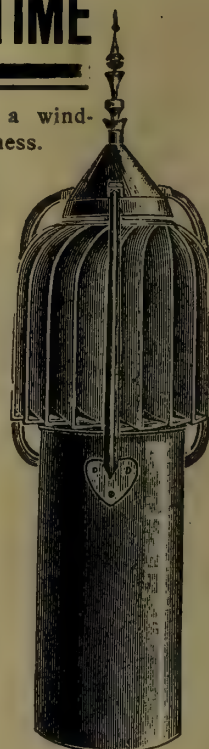
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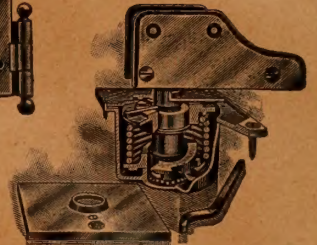
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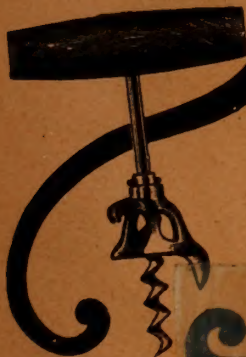
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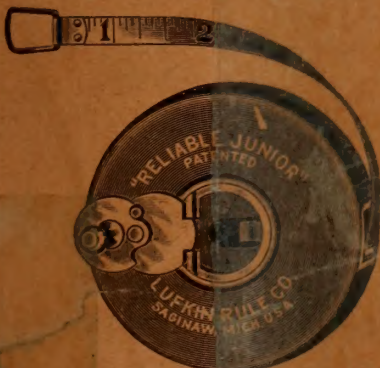
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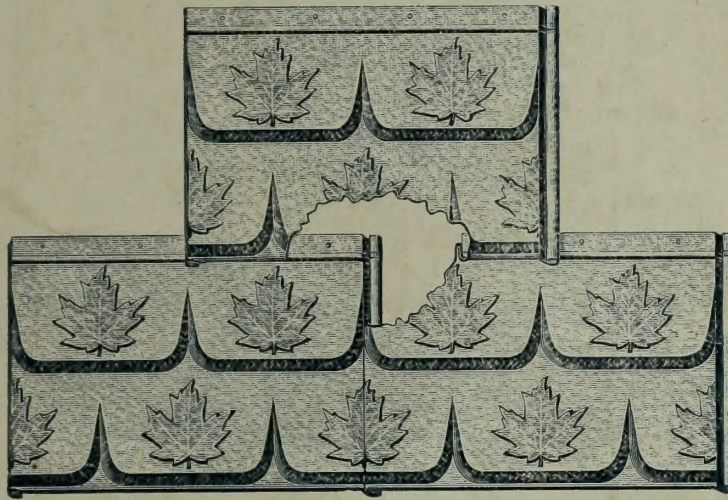
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